# 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

June 28, 2012
Date of Report (Date of earliest event reported)

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

(Exact Name of Registrant as Specified in Charter)

001-31552

87-0543688

Nevada

| (State or Other Jurisdiction of Incorporation)   | (Commission<br>File Number)  | (IRS Employer Identification No.)                  |
|--|--|--|
| 2100 Rooseveli   | t Avenue   |  |
| Springfield, Mas   | sachusetts   | 01104  |
| (Address of Principal Ex   | secutive Offices)  | (Zip Code)   |
|  | (800) 331-0852<br>(Registrant's telephone number, including area code) |  |
| ck the appropriate box below if the Form 8-K filing is visions (see General Instruction A.2. below): | intended to simultaneously satisfy the filing obligation               | ation of the registrant under any of the following |
| Written communications pursuant to Rule 425 unde   | r the Securities Act (17 CFR 230.425)                                  |  |
| Soliciting material pursuant to Rule 14a-12 under the  | ne Exchange Act (17 CFR 240.14a-12)                                    |  |
| Pre-commencement communications pursuant to Re   | ule 14d-2(b) under the Exchange Act (17 CFR 240                        | .14d-2(b))   |
| Pre-commencement communications pursuant to Ri   | ule 13e-4(c) under the Exchange Act (17 CFR 240.                       | 13e-4(c))  |

#### Item 2.02. Results of Operations and Financial Condition.

We are furnishing this Report on Form 8-K in connection with the disclosure of information, in the form of the textual information from a press release released on June 28, 2012.

The information in this Report on Form 8-K (including the exhibit) is furnished pursuant to Item 2.02 and shall not be deemed to be "filed" for the purpose of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section.

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 on Form 8-K is available on 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) Shell Company Transactions.

  Not applicable.
- (d) Exhibits.

Exhibit Number

Exhibits

99.1 Press release from Smith & Wesson Holding Corporation, dated June 28, 2012, entitled "Smith & Wesson Holding Corporation Reports Record Fourth Quarter and Full Year Fiscal 2012 Financial Results"

#### **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.

#### SMITH & WESSON HOLDING CORPORATION

Date: June 28, 2012

By: /s/ Jeffrey D. Buchanan

Jeffrey D. Buchanan Executive Vice President, Chief Financial Officer, and Treasurer

|      | EXHIBIT INDEX   |  |  |  |  |  |  |
|------|---|--|--|--|--|--|--|
| 99.1 | Press release from Smith & Wesson Holding Corporation, dated June 28, 2012, entitled "Smith & Wesson Holding Corporation Reports Record Fourth Quarter and Full Year Fiscal 2012 Financial Results" |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |
|      |   |  |  |  |  |  |  |



#### **Contacts:**

Liz Sharp, VP Investor Relations Smith & Wesson Holding Corp. (413) 747-3304 <a href="mailto:lsharp@smith-wesson.com">lsharp@smith-wesson.com</a>

#### Smith & Wesson Holding Corporation Reports Record Fourth Quarter and Full Year Fiscal 2012 Financial Results

- Record Fiscal Fourth Quarter 2012 Net Sales from Continuing Operations of \$129.8 Million, Up 27.7% Year-Over-Year
- Record Fiscal Fourth Quarter 2012 Income from Continuing Operations of \$17.8 Million or \$0.27 per diluted share
- Record Annual Fiscal 2012 Income from Continuing Operations of \$26.4 Million or \$0.40 per diluted share
- · Record Annual Units Produced
- · Record Annual Cash Generated
- Company Issues Fiscal 2013 Financial Outlook

SPRINGFIELD, Mass., June 28, 2012 — Smith & Wesson Holding Corporation (NASDAQ Global Select: SWHC), a leader in firearm manufacturing and design, today announced record financial results for the fourth quarter and fiscal year ended April 30, 2012.

#### Fourth Quarter Fiscal 2012 Financial Highlights

- Net sales from continuing operations for the fourth quarter were a record \$129.8 million, up 27.7% from the fourth quarter last year. The increase was driven by strong sales of M&P<sup>TM</sup> polymer pistols and M&P modern sporting rifles.
- Gross profit for the fourth quarter was \$46.9 million, or 36.1% of net sales, compared with gross profit of \$31.2 million, or 30.7% of net sales, for the comparable quarter last year. Gross profit was positively impacted in the quarter by significant one-time benefits relating to reductions in inventory and legal reserves. In addition, the higher production volume allowed for increased overhead absorption. Higher sales volume, cost savings efforts, reduced promotion costs, and a favorable product mix also contributed to the improvement.
- Operating expense for the fourth quarter totaled \$21.2 million, or 16.3% of net sales, compared with operating expense of \$23.2 million, or 22.9% of net sales, for the fourth quarter last year. The decrease in operating expense reflected cost-savings efforts, including reduced legal expenses, and the impact of the consolidation of the Thompson/Center Arms operations to Springfield, Massachusetts.
- Net income from continuing operations for the fourth quarter was \$17.8 million, or \$0.27 per diluted share, compared with net income from continuing operations of \$4.4 million, or \$0.07 per diluted share, for the fourth quarter last year.

- Non-GAAP Adjusted EBITDAS from continuing operations for the fourth quarter increased to \$31.2 million compared with \$14.9 million for the fourth quarter last year.
- At April 30, 2012, firearm backlog was \$439.0 million, an increase of \$252.3 million, or 135.1%, compared with the end of the fourth quarter last year, and an increase of \$240.5 million, or 121.1%, from the most recent sequential quarter.
- Operating cash flow of \$29.6 million and net capital spending of \$3.7 million resulted in free cash flow of \$25.8 million from continuing operations. Cash at year end was \$56.7 million.

#### Full Year Fiscal 2012 Financial Highlights

- Net sales from continuing operations for the full fiscal year were a record \$412.0 million compared with \$342.2 million for the prior fiscal year, an increase of 20.4%.
- Gross profit was 31.1% compared with 30.6% for the prior fiscal year.
- Operating expenses were \$83.1 million for fiscal 2012, or 20.2% of net sales, compared with operating expenses of \$86.9 million, or 25.4% of net sales, for fiscal 2011
- Income from continuing operations was a record \$26.4 million, or \$0.40 per diluted share, compared with income from continuing operations of \$8.1 million, or \$0.13 per diluted share, a year ago.
- Non-GAAP Adjusted EBITDAS from continuing operations for the full fiscal year totaled \$68.4 million compared with \$42.1 million for fiscal 2011.

James Debney, Smith & Wesson Holding Corporation President and Chief Executive Officer, stated, "Our objective in fiscal 2012 was to streamline the company and focus on our position as a leading, pure-play firearm company. We are very pleased with our results, which include record annual and fourth quarter net sales and profits. In the fourth quarter, we continued to deliver strong sales growth with our world-class products, including our M&P polymer pistols and our M&P modern sporting rifles. We continued to increase our manufacturing capacity and outsourcing capabilities, and our rapid acceleration of those efforts, combined with outstanding execution by our operations team, allowed us to capture incremental sales. Our M&P brand continues to be well accepted by consumers. We added a new member to the M&P family in the quarter with the highly successful launch of our new M&P Shield offers consumers a polymer pistol with an easily concealed one-inch profile, combined with professional-grade features, simple operation, and reliable performance. Acceptance of the M&P Shield in the market has been fantastic."

Jeffrey D. Buchanan, Executive Vice President and Chief Financial Officer, stated, "In fiscal 2012, our growing cash position allowed us to pay down \$30.0 million of debt and increase our manufacturing capacity without accessing our line of credit. As we move into fiscal 2013, we will use the strength of our balance sheet to continue investing in our business. Recently, and after the end of the fiscal year, our strong cash position provided us the opportunity to enter the bond market and begin to repurchase our senior notes. Thus far, we have purchased \$6.4 million of the notes. Overall, our growth in fiscal 2012 helped lay a solid fiscal foundation for the further expected improvement that is reflected in our financial guidance for fiscal 2013."

#### **Financial Outlook for Continuing Operations**

The company expects net sales from continuing operations for the first quarter of fiscal 2013 to be between \$125.0 million and \$130.0 million, which would represent year-over-year growth from continuing operations of over 36.0%. The company anticipates GAAP earnings per share from continuing operations of between \$0.16 and \$0.19 for the first quarter of fiscal 2013.

The company anticipates net sales from continuing operations for fiscal 2013 of between \$485.0 million and \$505.0 million, which would represent year-over-year growth from continuing operations of over 17.0%. The company anticipates GAAP earnings per share from continuing operations of between \$0.60 and \$0.65 for fiscal 2013.

#### **Conference Call and Webcast**

The company will host a conference call and webcast today, June 28, 2012, to discuss its fourth quarter and full year fiscal 2012 financial and operational results. Speakers on the conference call will include James Debney, President and CEO, and Jeffrey D. Buchanan, Executive Vice President and CFO. The conference call may include forward-looking statements. The conference call and webcast will begin at 5:00 p.m. Eastern Time (2:00 p.m. Pacific Time). Those interested in listening to the call via telephone may call directly at 617-847-8709 and reference conference code 52713609. No RSVP is necessary. The conference call audio webcast can also be accessed live and for replay on the company's website at <a href="https://www.smith-wesson.com">www.smith-wesson.com</a>, under the Investor Relations section. The company will maintain an audio replay of this conference call on its website for a period of time after the call. No other audio replay will be available.

#### Reconciliation of U.S. GAAP to Non-GAAP Adjusted EBITDAS

In this press release, a non-GAAP financial measure known as "Adjusted EBITDAS" is presented. From time-to-time, the company considers and uses Adjusted EBITDAS as a supplemental measure of operating performance in order to provide the reader with an improved understanding of underlying performance trends. Adjusted EBITDAS excludes the effects of interest expense, income taxes, depreciation of tangible fixed assets, amortization of intangible assets, stock-based employee compensation expense, impairment charge to goodwill and indefinite lived long-lived intangible assets related to the acquisition of Smith & Wesson Security Solutions<sup>TM</sup> (SWSS), DOJ and SEC investigation costs, and certain other transactions. See the attached "Reconciliation of GAAP Net Income/(Loss) to Non-GAAP Adjusted EBITDAS" for a detailed explanation of the amounts excluded from and included in net income to arrive at Adjusted EBITDAS for the three-month and twelve-month periods ended April 30, 2012 and April 30, 2011. Adjusted or non-GAAP financial measures provide investors and the company with supplemental measures of operating performance and trends that facilitate comparisons between periods before, during, and after certain items that would not otherwise be apparent on a GAAP basis. Adjusted financial measures are not, and should not be viewed as, a substitute for GAAP results. The company's definition of these adjusted financial measures may differ from similarly named measures used by others.

#### **About Smith & Wesson**

Smith & Wesson Holding Corporation (NASDAQ Global Select: SWHC) is a U.S.-based leader in firearm manufacturing and design, delivering a broad portfolio of quality firearms, related products, and training to the global military, law enforcement, and consumer markets. The company's brands include Smith & Wesson®, M&P<sup>TM</sup> and Thompson/Center Arms. Smith & Wesson facilities are located in Massachusetts and Maine. For more information on Smith & Wesson, call (800) 331-0852 or log on to <a href="https://www.smith-wesson.com">www.smith-wesson.com</a>.

#### **Safe Harbor Statement**

Certain statements contained in this press release may be deemed to be forward-looking statements under federal securities laws, and we intend that such forwardlooking statements be subject to the safe-harbor created thereby. Such forward-looking statements include our continued strong sales growth with our world-class products, including our M&P polymer pistols and our M&P modern sporting rifles; our continued increase in manufacturing capacity and outsourcing capabilities; our belief that our M&P brand continues to be well accepted by consumers; our belief regarding what our M&P Shield offers consumers and the market acceptance of the M&P Shield; our expectation that we will use the strength of our balance sheet to continue investing in our business in fiscal 2013; our expectation that we may repurchase some of our bonds; our belief that we have a solid fiscal foundation for the further expected improvement, which is reflected in our financial guidance for fiscal 2013; and our outlook for net sales from continuing operations, year-over-year growth from continuing operations, and GAAP earnings per share from continuing operations for fiscal 2013 and the first quarter of fiscal 2013. We caution 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 our products; the costs and ultimate conclusion of certain legal matters, including the DOJ and SEC matters; the state of the U.S. economy; general economic conditions, and consumer spending patterns; the potential for increased gun control; speculation surrounding fears of terrorism and crime; our growth opportunities; our anticipated growth; our ability to increase demand for our products in various markets, including consumer, law enforcement, and military channels, domestically and internationally; the position of our hunting products in the consumer discretionary marketplace and distribution channel; our penetration rates in new and existing markets; our strategies; our ability to introduce new products; the success of new products; our ability to expand our markets; the potential for cancellation of orders from our backlog; the success of the divestiture of our security solutions business and its effects on our core firearm business; and other risks detailed from time to time in our reports filed with the SEC, including our Form 10-K Report for the fiscal year ended April 30, 2012.

## SMITH & WESSON HOLDING CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF OPERATIONS AND COMPREHENSIVE INCOME/(LOSS)

|  |              | For the Three Months Ended April 30, |          |                              |                              | For the Years Ended April 30, |             |  |  |
|--|--------------|--------------------------------------|----------|------------------------------|------------------------------|-------------------------------|-------------|--|--|
|  | 2012         | 2012 (unaudited) 2011 (unaudited)    |          |                              | 2012 2011                    |                               |             |  |  |
| Net sales  | \$           | 129,843                              | (In th   | ousands, except p<br>101,667 | er share data)<br>\$ 411,997 | ¢                             | 342,233     |  |  |
| Cost of sales  | Ф            | 82,980                               | Ф        | 70,427                       | 284,008                      | Ф                             | 237,545     |  |  |
| Gross profit   |              | 46,863                               |          | 31,240                       | 127,989                      | _                             | 104,688     |  |  |
| Operating expenses:  | <del></del>  | 40,003                               |          | 31,240                       | 127,303                      | _                             | 104,000     |  |  |
| Research and development   |              | 973                                  |          | 1,264                        | 4,543                        |                               | 4,363       |  |  |
| Selling and marketing  |              | 6,495                                |          | 8,374                        | 31,317                       |                               | 34,580      |  |  |
| General and administrative   |              | 13,729                               |          | 13,609                       | 47,213                       |                               | 47,954      |  |  |
| Total operating expenses   |              | 21,197                               |          | 23,247                       | 83,073                       | _                             | 86,897      |  |  |
| Operating income from continuing operations  |              | 25,666                               |          | 7,993                        | 44,916                       | _                             | 17,791      |  |  |
| Other income/(expense):  | <u></u>      | 23,000                               |          | 7,993                        | 44,510                       | _                             | 17,731      |  |  |
| Other income/(expense), net  |              | 16                                   |          | (464)                        | 78                           |                               | 228         |  |  |
| Interest income  |              | 309                                  |          | 348                          | 1,505                        |                               | 1,198       |  |  |
| Interest expense   |              | (1,439)                              |          | (2,024)                      | (7,484)                      |                               | (5,683)     |  |  |
| Total other income/(expense), net  |              | (1,114)                              |          | (2,140)                      | (5,901)                      | _                             | (4,257)     |  |  |
| Income from continuing operations before income taxes                                      |              | 24,552                               |          | 5,853                        | 39,015                       | _                             | 13,534      |  |  |
| Income tax expense   |              | 6,735                                |          | 1,460                        | 12,582                       |                               | 5,454       |  |  |
| 1  |              |                                      |          |                              |                              | _                             |             |  |  |
| Income from continuing operations  |              | 17,817                               |          | 4,393                        | 26,433                       |                               | 8,080       |  |  |
| Discontinued operations:  Loss from operations of discontinued security solutions division |              | (7,639)                              |          | (2,912)                      | (15,945)                     |                               | (96,055)    |  |  |
| Income tax expense/(benefit)   |              | (2,290)                              |          | 341                          | (5,617)                      |                               | (5,206)     |  |  |
| Loss from discontinued operations  |              |                                      |          |                              |                              | _                             | (90,849)    |  |  |
| Net income/(loss)/comprehensive income/(loss)  | <del>¢</del> | (5,349)                              | \$       | (3,253)                      | (10,328)<br>\$ 16,105        | \$                            |             |  |  |
|  | \$           | 12,468                               | <u> </u> | 1,140                        | \$ 16,105                    | <u> </u>                      | (82,769)    |  |  |
| Net income/(loss) per share:   |              |                                      |          |                              |                              |                               |             |  |  |
| Basic - continuing operations  | \$           | 0.27                                 | \$       | 0.07                         | \$ 0.41                      | \$                            | 0.13        |  |  |
| Basic - net income/(loss)  | \$           | 0.19                                 | \$       | 0.02                         | \$ 0.25                      | \$                            | (1.37)      |  |  |
| Diluted - continuing operations  | \$           | 0.27                                 | \$       | 0.07                         | \$ 0.40                      | \$                            | 0.13        |  |  |
| Diluted - net income/(loss)  | \$           | 0.19                                 | \$       | 0.02                         | \$ 0.25                      | \$                            | (1.30)      |  |  |
| Weighted average number of common shares outstanding:                                      |              |                                      |          |                              |                              | -                             | <del></del> |  |  |
| Basic  |              | 65,057                               |          | 62,285                       | 64,788                       |                               | 60,622      |  |  |
| Diluted  |              | 66,418                               |          | 67,762                       | 67,277                       |                               | 63,621      |  |  |

# SMITH & WESSON HOLDING CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS As of:

| Accounts receivable, net of allowance for doubtful accounts of \$1,058 on April 30, 2012 and \$2,147 on April 30, 2011 Assets held for sale Accounts assets Account and equipment, net Accounts payable Account assets Account assets Account assets Account assets Account account assets Account and equipment, net Accounts payable Account assets Account ass |  | A           | April 30, 2012          |                  | April 30, 2011 |  |
|--|--|-------------|-------------------------|------------------|----------------|--|
| Careent asserts:   | ASSETS   |             | (In thousands, except p | par value and sh | are data)      |  |
| Cash and cash equivalents, including restricted cash of \$3,334 on April 30, 2012 and \$5,821 on April 30, 2011         \$5,821 on April 30, 2011         \$5,822 on April 30, 2011         \$6,272           Accounts receivable, net of allowance for doubtful accounts of \$1,058 on April 30, 2012         48,313         64,753           Inventories         55,296         51,720           Other current asserts         4,139         10,212           Asserts held for sale         112,759         14,121           Income tax receivable         —         4,513           Total current asserts         190,714         203,611           Property, plant and equipment, net         60,528         6,239           Intangibles, net         4,532         6,692           Other asserts         2,500         5,804           Expert of the country paylate of the property paylate and equipment, net         2,500         5,804           Christian and the property paylate of the property paylate of the paylate   |  |             |                         |                  |                |  |
| S. 5.21 to April 30, 2011         \$ 58,292           Accounts receivable, net of allowance for doubtful accounts of \$1,058 on April 30, 2012         48,313         64,753           Inventories         \$5,296         51,720           Other current assets         41,39         10,212           Assets held for sale         12,759         14,121           Deferred income taxes         12,759         14,121           Income tax receivable         -         4,513           Total current assets         190,714         203,511           Property, plant and equipment, net         60,528         6,2390           Intragibles, net         4,552         6,692           Other assets         5,000         5,000           LABILITIES AND STOCKHOLDERS' EQUIT         200,000           Current liabilities         \$ 26,1674         \$ 281,497           Accrued expenses         20,685         25,356           Accrued payofl         9,000         5,309           Accrued expenses         20,685         25,356           Accrued profit sharing         4,00         4,491           Accrued profit sharing         8,040         4,491           Accrued profit sharing         8,040         4,641           Accrued towen   |  |             |                         |                  |                |  |
| and \$2,147 on April 30, 2011         48,313         64,735           Inventories         55,296         51,720           Other current assets         4,139         10,212           Assets held for sale         12,759         14,121           Deferred income taxes         12,759         14,121           Income tax receivable         -         4,513           Total current assets         190,714         203,611           Property, plant and equipment, net         60,528         62,390           Other assets         5,000         5,000         6,804           Other assets         5,000         6,804           Account as payable         5,000         6,804           Accrued expenses         20,685         5,356           Accrued approll         9,002         5,309           Accrued accrued taxes         291            Accrued profit sharing         8,044         4,081           Accrued varient domain taxes         291            Accrued varient portion of notes payable         5,635            Accrued varient portion of notes payable         5,639            Accrued varient portion of notes payable         3,349         3,244   |  | \$          | 56,717                  | \$               | 58,292         |  |
| Inventories  | Accounts receivable, net of allowance for doubtful accounts of \$1,058 on April 30, 2012 |             |                         |                  |                |  |
| Other current assets         4,139         10,212           Assets held for sale         13,490         —           Defered income taxes         12,759         14,121           Income tax receivable         —         4,513           Total current assets         190,714         203,611           Property, plant and equipment, net         60,528         62,390           Intensibles, net         5,900         5,800           Cher assets         5,900         5,800           LABILITIES AND STOCKHOLDERS' EQUITE           Current liabilities:           Current liabilities           Accrued apysable         \$ 28,618         \$ 40,119           Accrued paysule         \$ 26,868         \$ 23,55           Accrued paysule         \$ 26,868         \$ 40,119           Accrued taxes other than income         \$ 2,20         \$ 36,52           Accrued paysu  | and \$2,147 on April 30, 2011  |             | 48,313                  |                  | 64,753         |  |
| Assets beld for sale         13.490         14.122           Deferred income taxs         12,759         14.122           Income tax receivable         —         4,513           Total current assets         190,714         203,611           Property, plant and equipment, net         60,528         62,390           Other assets         5,900         6,804           Other assets         1,600         5,606           LABILITIES AND STOCKHOLDERS' FQUITY           Current liabilities:           LACCTURED A SCOUNTS payable         28,618         \$ 40,119           Acctued expenses         20,685         5,356           Acctued payorll         9,002         5,309           Acctued income taxes         291         —           Acctued profit sharing         8,04         4,011           Acctued taxes other than income         4,27         11,42           Acctued profit sharing         8,04         4,081           Acctued payable         9,00         5,093   | Inventories  |             | 55,296                  |                  | 51,720         |  |
| Deferred income taxes  |  |             | 4,139                   |                  | 10,212         |  |
| Property, plant and equipment, net   |  |             |                         |                  | _              |  |
| Total current assets         199,714         203,611           Property, plant and equipment, net         60,528         62,390           Intangibles, net         5,900         6,804           Other assets         5,900         6,804           LABILITIES AND STOCKHOLDERS' EQUITE           Current liabilities:           Accounts payable         \$ 28,618         \$ 40,119           Accrued expenses         20,685         5,336           Accrued payroll         9002         5,309           Accrued cate taxes to ther than income         291         —           Accrued profit sharing         8,040         4,081           Accrued varranty         5,349         3,424           Liabilities held for sale         5,539         5,293           Deferred income taxes         1,000         5,000 </td <td></td> <td></td> <td>12,759</td> <td></td> <td></td>   |  |             | 12,759                  |                  |                |  |
| Property, plant and equipment, net         60,528         62,390           Intrangibles, net         4,532         8,692         6,804         8,201         \$ 281,497   | Income tax receivable  |             |                         |                  | 4,513          |  |
| Intangibles, net         4,532         8,692           Other assets         5,900         6,804           LIABILITIES AND STOCKHOLDERS' EQUITY           Current liabilities:           Current liabilities           Accrued expenses         20,685         25,356           Accrued expenses         20,685         25,356           Accrued payroll         9,002         5,309           Accrued incme taxes         291         —           Accrued profit sharing         8,040         4,081           Accrued profit sharing         8,040         4,081           Accrued warranty         5,349         3,224           Liabilities held for sale         5,693         —           Current portion of notes payable         9,000         5,000           Total current liabilities         83,345         122,294           Deferred income taxes         4,537         7,708           Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         148,830         188,765           Commitments and contingencies           Stockholders' equity:         —         —           Preferred stock, \$001 par value, 20,000,000  | Total current assets   |             | 190,714                 |                  | 203,611        |  |
| Other assets         5,900         6,804           LIABILITIES AND STOCKHOLDERS' EQUITY           Current liabilities:           Accounts payable         \$ 28,618         \$ 40,119           Accrued expenses         20,685         25,356           Accrued payroll         9,002         5,309           Accrued income taxes         291         —           Accrued profuct sharing         8,040         4,081           Accrued product/municipal liability         1,397         2,584           Accrued product/municipal liability         1,397         2,584           Accrued warranty         5,509         30,000           Total current portion of notes payable         —         30,000           Total current portion of notes payable         —         30,000           Total current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         10,948         8,763           Total liabilities         10,948         8,763           Comminents and contingencies         5         5           Stockholders' equity:         —         —           Preferred stock, \$.001 par value, 100,000,000 shares authorized   | Property, plant and equipment, net   |             | 60,528                  |                  | 62,390         |  |
| Same        | Intangibles, net   |             | 4,532                   |                  | 8,692          |  |
| Current liabilities   S  | Other assets   |             | 5,900                   |                  | 6,804          |  |
| Current liabilities:         \$ 28,618         \$ 40,119           Accounts payable         \$ 20,685         \$ 25,356           Accrued payroll         9,002         5,309           Accrued income taxes         291         —           Accrued profit sharing         8,040         4,081           Accrued profit sharing         8,040         4,081           Accrued product/municipal liability         1,397         2,584           Accrued product/municipal liability         5,349         3,424           Liabilities held for sale         5,693         —           Current portion of notes payable         —         30,000           Total current liabilities         83,345         122,294           Deferred income taxes         4,537         7,708           Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         10,948         8,763           Commitments and contingencies         148,30         188,765           Commitments and contingencies         —         —           Stockholders' equity         —         —         —           Preferred stock, \$.001 par value, 20,000,000 shares authorized, 66,5  |  | \$          | 261,674                 | \$               | 281,497        |  |
| Current liabilities:         \$ 28,618         \$ 40,119           Accounts payable         \$ 20,685         \$ 25,356           Accrued payroll         9,002         5,309           Accrued income taxes         291         —           Accrued profit sharing         8,040         4,081           Accrued profit sharing         8,040         4,081           Accrued product/municipal liability         1,397         2,584           Accrued product/municipal liability         5,349         3,424           Liabilities held for sale         5,693         —           Current portion of notes payable         —         30,000           Total current liabilities         83,345         122,294           Deferred income taxes         4,537         7,708           Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         10,948         8,763           Commitments and contingencies         148,30         188,765           Commitments and contingencies         —         —           Stockholders' equity         —         —         —           Preferred stock, \$.001 par value, 20,000,000 shares authorized, 66,5  | LIABILITIES AND STOCKHOLDERS' EQUITY   |             |                         |                  |                |  |
| Accrued expenses         20,685         25,356           Accrued payroll         9,002         5,309           Accrued income taxes         291         —           Accrued income taxes other than income         4,270         11,421           Accrued profit sharing         8,040         4,081           Accrued product/municipal liability         1,397         2,584           Accrued warranty         5,349         3,242           Liabilities held for sale         5,693         —           Current portion of notes payable         —         30,000           Total current liabilities         83,345         122,294           Deferred income taxes         4,537         7,708           Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         10,948         8,763           Commitments and contingencies         5         5           Stockholders' equity:         —         —           Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued and contingencies         —         —           Common stock, \$.001 par value, 100,000,000 shares authorized, 66,512,097 shares issued and 64,510,531 shares outstanding on April 30, 2012 and   | Current liabilities:   |             |                         |                  |                |  |
| Accrued payroll         9,002         5,309           Accrued income taxes         291         —           Accrued taxes other than income         4,270         11,421           Accrued profit sharing         8,040         4,081           Accrued product/municipal liability         1,397         2,584           Accrued warranty         5,349         3,424           Liabilities held for sale         5,693         —           Current portion of notes payable         —         30,000           Total current liabilities         83,345         122,294           Deferred income taxes         4,537         7,708           Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         10,948         8,763           Commitments and contingencies         11,248         8,763           Stockholders' equity:         —         —           Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding         —         —           Common stock, \$.001 par value, 100,000,000 shares authorized, fo6,512,097 shares issued and         65,312,097 shares outstanding on April 30, 2012 and 65,710,531 shares issued and         66,362         66 </td <td>Accounts payable</td> <td>\$</td> <td>28,618</td> <td>\$</td> <td>40,119</td>  | Accounts payable   | \$          | 28,618                  | \$               | 40,119         |  |
| Accrued income taxes         291         —           Accrued taxes other than income         4,270         11,421           Accrued profit sharing         8,040         4,081           Accrued profuct/municipal liability         1,397         2,584           Accrued warranty         5,349         3,224           Liabilities held for sale         5,693         —           Current portion of notes payable         —         30,000           Total current liabilities         83,345         122,294           Deferred income taxes         4,537         7,708           Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         10,948         8,763           Commitments and contingencies         5         10,900         188,765           Commitments and contingencies         5         -         -         -           Stockholders' equity         -   | Accrued expenses   |             | 20,685                  |                  | 25,356         |  |
| Accrued taxes other than income         4,270         11,421           Accrued profit sharing         8,040         4,081           Accrued product/municipal liability         1,397         2,584           Accrued warranty         5,349         3,424           Liabilities held for sale         5,693         —           Current portion of notes payable         —         30,000           Total current liabilities         83,345         122,294           Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         10,948         8,763           Commitments and contingencies         148,830         188,765           Commitments and contingencies         —         —           Stockholders' equity:         —         —           Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding         —         —           Common stock, \$.001 par value, 20,000,000 shares authorized, 66,512,097 shares issued and 65,312,097 shares outstanding on April 30, 2012 and 65,710,531 shares issued and 64,510,531 shares outstanding on April 30, 2012 and 65,710,531 shares issued and 64,510,531 shares outstanding on April 30, 2011         67         66           Additional paid-in capital         189,379   | Accrued payroll  |             | 9,002                   |                  | 5,309          |  |
| Accrued profit sharing         8,040         4,081           Accrued product/municipal liability         1,397         2,584           Accrued warranty         5,349         3,424           Liabilities held for sale         5,693         —           Current portion of notes payable         —         30,000           Total current liabilities         83,345         122,294           Deferred income taxes         4,537         7,708           Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         148,830         188,765           Commitments and contingencies         148,830         188,765           Commitments and contingencies         —         —           Stockholders' equity:         —         —           Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding         —         —           Common stock, \$.001 par value, 100,000,000 shares authorized, 66,512,097 shares issued and 65,312,097 shares outstanding on April 30, 2012 and 65,710,531 shares issued and 64,510,531 shares outstanding on April 30, 2011         67         66           Additional paid-in capital         189,379         185,373         73           Accumulated defi   | Accrued income taxes   |             | 291                     |                  | _              |  |
| Accrued product/municipal liability         1,397         2,584           Accrued warranty         5,349         3,424           Liabilities held for sale         5,693         —           Current portion of notes payable         —         30,000           Total current liabilities         83,345         122,294           Deferred income taxes         4,537         7,708           Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         148,830         188,765           Commitments and contingencies         Stockholders' equity:         —         —           Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding         —         —         —           Common stock, \$.001 par value, 100,000,000 shares authorized, 66,512,097 shares issued and 65,312,097 shares outstanding on April 30, 2012 and 65,710,531 shares issued and 64,510,531 shares outstanding on April 30, 2012 and 65,710,531 shares issued and 189,379         185,373         66           Additional paid-in capital         189,379         185,373         73         73         73         73         73         73         73         73         73         73         73         73         73         73  | Accrued taxes other than income  |             | 4,270                   |                  | 11,421         |  |
| Accrued warranty         5,349         3,424           Liabilities held for sale         5,693         —           Current portion of notes payable         —         30,000           Total current liabilities         83,345         122,294           Deferred income taxes         4,537         7,708           Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         148,830         188,765           Commitments and contingencies         ***         ***           Stockholders' equity:         ***         ***           Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding         —         —         —           Common stock, \$.001 par value, 100,000,000 shares authorized, 66,512,097 shares issued and 65,312,097 shares outstanding on April 30, 2012 and 65,710,531 shares issued and 64,510,531 shares outstanding on April 30, 2012 and 65,710,531 shares issued and 64,510,531 shares outstanding on April 30, 2012 and 65,710,531 shares issued and 67,70,279         (66,386)           Accumulated deficit         (70,279)         (86,384)           Accumulated other comprehensive income         73         73           Treasury stock, at cost (1,200,000 common shares)         (6,396)         (6,396)   |  |             |                         |                  | 4,081          |  |
| Liabilities held for sale         5,693         —           Current portion of notes payable         —         30,000           Total current liabilities         83,345         122,294           Deferred income taxes         4,537         7,708           Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         148,830         188,765           Commitments and contingencies         Stockholders' equity:         —         —           Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding         —         —         —           Common stock, \$.001 par value, 100,000,000 shares authorized, 66,512,097 shares issued and         65,312,097 shares outstanding on April 30, 2012 and 65,710,531 shares issued and         66         66           64,510,531 shares outstanding on April 30, 2011         67         66           Additional paid-in capital         189,379         185,373           Accumulated deficit         (70,279)         (86,384           Accumulated other comprehensive income         73         73           Treasury stock, at cost (1,200,000 common shares)         (6,396)         (6,396)           Total stockholders' equity         112,844  |  |             | 1,397                   |                  | 2,584          |  |
| Current portion of notes payable         —         30,000           Total current liabilities         83,345         122,294           Deferred income taxes         4,537         7,708           Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         148,830         188,765           Commitments and contingencies         ***         ***           Stockholders' equity:         ***         ***           Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding         —**         —**           Common stock, \$.001 par value, 100,000,000 shares authorized, 66,512,097 shares issued and 65,312,097 shares outstanding on April 30, 2012 and 65,710,531 shares issued and 64,510,531 shares outstanding on April 30, 2011 and 65,710,531 shares issued and 40,401 and paid-in capital         67         66           Additional paid-in capital         189,379         185,373           Accumulated deficit         (70,279)         (86,384           Accumulated other comprehensive income         73         73           Treasury stock, at cost (1,200,000 common shares)         (6,396)         (6,396)           Total stockholders' equity         112,844         92,732   |  |             | 5,349                   |                  | 3,424          |  |
| Total current liabilities         83,345         122,294           Deferred income taxes         4,537         7,708           Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         148,830         188,765           Commitments and contingencies         -         -           Stockholders' equity:         -         -           Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding         -         -           Common stock, \$.001 par value, 100,000,000 shares authorized, 66,512,097 shares issued and 65,312,097 shares outstanding on April 30, 2012 and 65,710,531 shares issued and 64,510,531 shares outstanding on April 30, 2011         67         66           Additional paid-in capital         189,379         185,373           Accumulated deficit         (70,279)         (86,384           Accumulated other comprehensive income         73         73           Treasury stock, at cost (1,200,000 common shares)         (6,396)         (6,396)           Total stockholders' equity         112,844         92,732   |  |             | 5,693                   |                  | _              |  |
| Deferred income taxes         4,537         7,708           Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         148,830         188,765           Commitments and contingencies         ************************************  | Current portion of notes payable   |             |                         |                  | 30,000         |  |
| Notes payable, net of current portion         50,000         50,000           Other non-current liabilities         10,948         8,763           Total liabilities         148,830         188,765           Commitments and contingencies         50,000         188,765           Stockholders' equity:         Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding         —         —           Common stock, \$.001 par value, 100,000,000 shares authorized, 66,512,097 shares issued and 65,312,097 shares outstanding on April 30, 2012 and 65,710,531 shares issued and 64,510,531 shares outstanding on April 30, 2011 and 65,710,531 shares issued and 67         66         66           Additional paid-in capital         189,379         185,373         185,373           Accumulated deficit         (70,279)         (86,384           Accumulated other comprehensive income         73         73           Treasury stock, at cost (1,200,000 common shares)         (6,396)         (6,396)           Total stockholders' equity         112,844         92,732   | Total current liabilities  |             | 83,345                  |                  | 122,294        |  |
| Other non-current liabilities 10,948 8,763  Total liabilities 144,830 188,765  Commitments and contingencies  Stockholders' equity:  Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding — — — — — — — — — — — — — — — — — — —  | Deferred income taxes  |             | 4,537                   |                  | 7,708          |  |
| Other non-current liabilities 10,948 8,763  Total liabilities 148,830 188,765  Commitments and contingencies  Stockholders' equity:  Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding — — — — — — — — — — — — — — — — — — —  | Notes payable, net of current portion  | ,           | 50,000                  |                  | 50,000         |  |
| Total liabilities 148,830 188,765  Commitments and contingencies  Stockholders' equity:  Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding — — — — — — — — — — — — — — — — — — —  | Other non-current liabilities  |             | 10,948                  |                  | 8,763          |  |
| Commitments and contingencies  Stockholders' equity:  Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding Common stock, \$.001 par value, 100,000,000 shares authorized, 66,512,097 shares issued and 65,312,097 shares outstanding on April 30, 2012 and 65,710,531 shares issued and 64,510,531 shares outstanding on April 30, 2011 Additional paid-in capital Accumulated deficit (70,279) (86,384) Accumulated other comprehensive income 73 73 73 Treasury stock, at cost (1,200,000 common shares) (6,396) Total stockholders' equity 112,844 92,732   | Total liabilities  |             |                         |                  | 188,765        |  |
| Stockholders' equity:  Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding Common stock, \$.001 par value, 100,000,000 shares authorized, 66,512,097 shares issued and 65,312,097 shares outstanding on April 30, 2012 and 65,710,531 shares issued and 64,510,531 shares outstanding on April 30, 2011 Additional paid-in capital Accumulated deficit (70,279) (86,384 Accumulated other comprehensive income 73 73 73 Treasury stock, at cost (1,200,000 common shares) (6,396) Total stockholders' equity 112,844 92,732   |  | <del></del> |                         |                  |                |  |
| Preferred stock, \$.001 par value, 20,000,000 shares authorized, no shares issued or outstanding  Common stock, \$.001 par value, 100,000,000 shares authorized, 66,512,097 shares issued and  65,312,097 shares outstanding on April 30, 2012 and 65,710,531 shares issued and  64,510,531 shares outstanding on April 30, 2011  67  66  Additional paid-in capital  Accumulated deficit  (70,279)  (86,384  Accumulated other comprehensive income  73  73  Treasury stock, at cost (1,200,000 common shares)  (6,396)  Total stockholders' equity  112,844  92,732  |  |             |                         |                  |                |  |
| Common stock, \$.001 par value, 100,000,000 shares authorized, 66,512,097 shares issued and 65,312,097 shares outstanding on April 30, 2012 and 65,710,531 shares issued and 64,510,531 shares outstanding on April 30, 2011       67       66         Additional paid-in capital       189,379       185,373         Accumulated deficit       (70,279)       (86,384         Accumulated other comprehensive income       73       73         Treasury stock, at cost (1,200,000 common shares)       (6,396)       (6,396)         Total stockholders' equity       112,844       92,732  | • •  |             | _                       |                  | _              |  |
| 65,312,097 shares outstanding on April 30, 2012 and 65,710,531 shares issued and       67       66         64,510,531 shares outstanding on April 30, 2011       67       66         Additional paid-in capital       189,379       185,373         Accumulated deficit       (70,279)       (86,384         Accumulated other comprehensive income       73       73         Treasury stock, at cost (1,200,000 common shares)       (6,396)       (6,396)         Total stockholders' equity       112,844       92,732  |  |             |                         |                  |                |  |
| 64,510,531 shares outstanding on April 30, 2011       67       66         Additional paid-in capital       189,379       185,373         Accumulated deficit       (70,279)       (86,384         Accumulated other comprehensive income       73       73         Treasury stock, at cost (1,200,000 common shares)       (6,396)       (6,396)         Total stockholders' equity       112,844       92,732   |  |             |                         |                  |                |  |
| Additional paid-in capital       189,379       185,373         Accumulated deficit       (70,279)       (86,384         Accumulated other comprehensive income       73       73         Treasury stock, at cost (1,200,000 common shares)       (6,396)       (6,396)         Total stockholders' equity       112,844       92,732   |  |             | 67                      |                  | 66             |  |
| Accumulated deficit       (70,279)       (86,384         Accumulated other comprehensive income       73       73         Treasury stock, at cost (1,200,000 common shares)       (6,396)       (6,396)         Total stockholders' equity       112,844       92,732  | -  |             |                         |                  | 185,373        |  |
| Accumulated other comprehensive income7373Treasury stock, at cost (1,200,000 common shares)(6,396)(6,396)Total stockholders' equity112,84492,732   |  |             | (70,279)                |                  | (86,384)       |  |
| Treasury stock, at cost (1,200,000 common shares)       (6,396)       (6,396)         Total stockholders' equity       112,844       92,732  |  |             |                         |                  | 73             |  |
| Total stockholders' equity 112,844 92,732  | •  |             |                         |                  | (6,396)        |  |
| <u> </u>   | ·  |             |                         |                  |                |  |
|  |  | \$          | <u> </u>                | \$               |                |  |

## SMITH & WESSON HOLDING CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS

|  | For the Years E | Ended April 30,<br>2011 |
|--|-----------------|-------------------------|
|  | (In thou        |                         |
| Cash flows from operating activities:  |                 | . (22 - 222)            |
| Net income/(loss)  | \$ 16,105       | \$ (82,769)             |
| Adjustments to reconcile net income/(loss) to net cash provided by operating activities:         | 16.500          | 1 1 00=                 |
| Amortization and depreciation  | 16,729          | 14,935                  |
| Loss on sale of business, including loss on sale of discontinued operations                      | 5,688           |                         |
| Loss on sale of assets   | 324             | 234                     |
| (Recoveries of)/provision for losses on accounts receivable                                      | (439)           | 1,379                   |
| Impairment of long-lived assets  |                 | 90,503                  |
| Deferred income taxes  | (1,558)         | (480)                   |
| Stock-based compensation expense   | 2,484           | 1,680                   |
| Change in contingent consideration   | _               | (3,060)                 |
| Excess book deduction of stock-based compensation  | (144)           | (739)                   |
| Changes in operating assets and liabilities:   |                 |                         |
| Accounts receivable  | 7,803           | 7,327                   |
| Inventories  | (7,927)         | (995)                   |
| Other current assets   | 1,200           | (1,717)                 |
| Income tax receivable/payable  | 4,804           | 657                     |
| Accounts payable   | (8,521)         | 10,861                  |
| Accrued payroll  | 3,693           | (4,031)                 |
| Accrued taxes other than income  | (7,151)         | 8,892                   |
| Accrued profit sharing   | 3,959           | (3,118)                 |
| Accrued other expenses   | (2,554)         | 1,510                   |
| Accrued product/municipal liability  | (1,187)         | (193)                   |
| Accrued warranty   | 2,181           | (341)                   |
| Other assets   | 1,647           | (1,453)                 |
| Other non-current liabilities  | 714             | 206                     |
| Net cash provided by operating activities  | 37,850          | 39,288                  |
| Cash flows from investing activities:  |                 |                         |
| Proceeds from sale of business   | 500             | _                       |
| Receipts from note receivable  | 19              | _                       |
| Payments to acquire patents and software   | (193)           | (562)                   |
| Proceeds from sale of property and equipment   | 199             | 53                      |
| Payments to aquire property and equipment  | (14,392)        | (20,353)                |
| Net cash used in investing activities  | (13,867)        | (20,862)                |
|  | (13,007)        | (20,002)                |
| Cash flows from financing activities:  | 1,532           | 51,365                  |
| Proceeds from loans and notes payable  | ·               |                         |
| Cash paid for debt issue costs Cash paid for redemption of convertible notes                     | (1,850)         | (1,145)                 |
|  | (30,000)        | (F1 26F)                |
| Payments on loans and notes payable  | (1,532)         | (51,365)                |
| Proceeds from Economic Development Incentive Program   | 4,400           | _                       |
| Proceeds from energy efficiency incentive programs   | 225             | 1 200                   |
| Proceeds from exercise of options to acquire common stock including employee stock purchase plan | 1,667           | 1,206                   |
| Taxes paid related to restricted stock issuance  |                 | (50)                    |
| Net cash (used in)/provided by financing activities  | (25,558)        | 11                      |
| Net (decrease)/increase in cash and cash equivalents   | (1,575)         | 18,437                  |
| Cash and cash equivalents, beginning of period   | 58,292          | 39,855                  |
| Cash and cash equivalents, end of period   | \$ 56,717       | \$ 58,292               |
| Supplemental disclosure of cash flow information   |                 |                         |
| Cash paid for:   |                 |                         |
| Interest   | \$ 5,865        | \$ 3,820                |
| Income taxes   | 3,963           | 2,146                   |
|  | 3,333           | 2,110                   |

## SMITH & WESSON HOLDING CORPORATION AND SUBSIDIARIES RECONCILIATION OF GAAP NET INCOME/(LOSS) TO NON-GAAP ADJUSTED EBITDAS (Unaudited)

|  | For the Three Months Ended April 30, 2012: |            | For the Three Months Ended April 30, 2011: |           |             |           |
|--|--|------------|--|-----------|-------------|-----------|
|  | GAAP Adjustments Adjusted                  |            |  | GAAP      | Adjustments | Adjusted  |
| Net sales  | \$129,843                                  | \$ —       | \$129,843                                  | \$101,667 | \$ —        | \$101,667 |
| Cost of sales  | 82,980                                     | (3,735)(1) | 79,245                                     | 70,427    | (4,095)(1)  | 66,332    |
| Gross profit   | 46,863                                     | 3,735      | 50,598                                     | 31,240    | 4,095       | 35,335    |
| Operating expenses:  |  |            |  |           |             |           |
| Research and development   | 973  | (13)(1)    | 960  | 1,264     | (107)(1)    | 1,157     |
| Selling and marketing  | 6,495                                      | (56)(1)    | 6,439                                      | 8,374     | (87)(1)     | 8,287     |
| General and administrative                                       | 13,729                                     | (1,668)(3) | 12,061                                     | 13,609    | (2,562)(3)  | 11,047    |
| Total operating expenses   | 21,197                                     | (1,737)    | 19,460                                     | 23,247    | (2,756)     | 20,491    |
| Operating income from continuing operations                      | 25,666                                     | 5,472      | 31,138                                     | 7,993     | 6,851       | 14,844    |
| Other income/(expense):  |  |            |  |           |             |           |
| Other income/(expense), net                                      | 16   | _          | 16   | (464)     | 433(4)      | (31)      |
| Interest income  | 309  | (300)(7)   | 9  | 348       | (229)(7)    | 119       |
| Interest expense   | (1,439)                                    | 1,439(5)   |  | (2,024)   | 2,024(5)    | <u> </u>  |
| Total other income/(expense), net                                | (1,114)                                    | 1,139      | 25   | (2,140)   | 2,228       | 88        |
| Income from continuing operations before income taxes            | 24,552                                     | 6,611      | 31,163                                     | 5,853     | 9,079       | 14,932    |
| Income tax expense   |  | (6,735)(6) |  | 1,460     | (1,460)(6)  |           |
| Income from continuing operations                                |  | 13,346     | 31,163                                     | 4,393     | 10,539      | 14,932    |
| Discontinued operations:   |  |            |  |           |             |           |
| Loss from operations of discontinued security solutions division | (7,639)                                    | 6,060(8)   | (1,579)                                    | (2,912)   | 715(9)      | (2,197)   |
| Income tax benefit   | (2,290)                                    | 2,290(6)   |  | 341       | (341)(6)    |           |
| Loss on discontinued operations                                  | (5,349)                                    | 3,770      | (1,579)                                    | (3,253)   | 1,056       | (2,197)   |
| Net income/(loss)/comprehensive income/(loss)                    |  | \$ 17,116  | \$ 29,584                                  | \$ 1,140  | \$ 11,595   | \$ 12,735 |

Page 8 of 9

### SMITH & WESSON HOLDING CORPORATION AND SUBSIDIARIES RECONCILIATION OF GAAP NET INCOME/(LOSS) TO NON-GAAP ADJUSTED EBITDAS (Unaudited)

|  | For the Year Ended April 30, 2012: |             |           | For the Year Ended April 30, 2011: |             |           |  |
|--|------------------------------------|-------------|-----------|------------------------------------|-------------|-----------|--|
|  | GAAP                               | Adjustments | Adjusted  | GAAP                               | Adjustments | Adjusted  |  |
| Net sales  | \$411,997                          | \$ —        | \$411,997 | \$342,233                          | \$ —        | \$342,233 |  |
| Cost of sales  | 284,008                            | (14,554)(1) | 269,454   | 237,545                            | (11,848)(1) | 225,697   |  |
| Gross profit   | 127,989                            | 14,554      | 142,543   | 104,688                            | 11,848      | 116,536   |  |
| Operating expenses:  |                                    |             |           |                                    |             |           |  |
| Research and development   | 4,543                              | (157)(1)    | 4,386     | 4,363                              | (213)(1)    | 4,150     |  |
| Selling and marketing  | 31,317                             | (277)(1)    | 31,040    | 34,580                             | (271)(1)    | 34,309    |  |
| General and administrative                                       | 47,213                             | (8,246)(2)  | 38,967    | 47,954                             | (11,615)(3) | 36,339    |  |
| Total operating expenses   | 83,073                             | (8,680)     | 74,393    | 86,897                             | (12,099)    | 74,798    |  |
| Operating income from continuing operations                      | 44,916                             | 23,234      | 68,150    | 17,791                             | 23,947      | 41,738    |  |
| Other income/(expense):  |                                    |             |           |                                    |             |           |  |
| Other income/(expense), net                                      | 78                                 | _           | 78        | 228                                | (186)(4)    | 42        |  |
| Interest income  | 1,505                              | (1,343)(7)  | 162       | 1,198                              | (882)(7)    | 316       |  |
| Interest expense   | (7,484)                            | 7,484(5)    |           | (5,683)                            | 5,683(5)    |           |  |
| Total other income/(expense), net                                | (5,901)                            | 6,141       | 240       | (4,257)                            | 4,615       | 358       |  |
| Income from continuing operations before income taxes            | 39,015                             | 29,375      | 68,390    | 13,534                             | 28,562      | 42,096    |  |
| Income tax expense   | 12,582                             | (12,582)(6) |           | 5,454                              | (5,454)(6)  |           |  |
| Income from continuing operations                                | 26,433                             | 41,957      | 68,390    | 8,080                              | 34,016      | 42,096    |  |
| Discontinued operations:   |                                    |             |           |                                    |             |           |  |
| Loss from operations of discontinued security solutions division | (15,945)                           | 8,321(8)    | (7,624)   | (96,055)                           | 90,428(10)  | (5,627)   |  |
| Income tax benefit   | (5,617)                            | 5,617(6)    |           | (5,206)                            | 5,206(6)    |           |  |
| Loss on discontinued operations                                  | (10,328)                           | 2,704       | (7,624)   | (90,849)                           | 85,222      | (5,627)   |  |
| Net income/(loss)/comprehensive income/(loss)                    |                                    | \$ 44,661   | \$ 60,766 | \$ (82,769)                        | \$ 119,238  | \$ 36,469 |  |

- (1) To eliminate depreciation, amortization, and plant consolidation costs.
- (2) To eliminate depreciation, amortization, stock-based compensation expense, plant consolidation costs, severance benefits for our former President and CEO, and DOJ/SEC costs and related profit sharing impacts of DOJ/SEC.
- (3) To eliminate depreciation, amortization, stock-based compensation expense, plant consolidation costs, and DOJ/SEC costs and related profit sharing impacts of DOJ/SEC.
- (4) To eliminate unrealized mark-to-market adjustments on foreign exchange contracts.
- (5) To eliminate interest expense.
- (6) To eliminate income tax expense.
- (7) To eliminate intercompany interest income.
- (8) To eliminate depreciation, amortization, loss on sale of discontinued operations, interest expense, and stock-based compensation expense.
- (9) To eliminate depreciation, amoritzation, interest expense, and stock-based compensation expense.
- (10) To eliminate depreciation, amortization, impairment of long-lived assets, interest expense, fair value of contingent consideration liability, and stock-based compensation expense.