

HILLENBRAND INDUSTRIES INC

Form 8-K

November 17, 2003

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**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): November 13, 2003**

**HILLENBRAND INDUSTRIES, INC.**

(Exact name of registrant as specified in its charter)

**Indiana**  
(State or other jurisdiction  
of incorporation)

**1-6651**  
(Commission  
File Number)

**35-1160484**  
(IRS Employer  
Identification No.)

**700 State Route 46 East**  
**Batesville, Indiana**  
(Address of principal executive offices)

**47006-8835**  
(Zip Code)

**Registrant's telephone number, including area code: (812) 934-7000**

**Not Applicable**  
(Former name or former address,  
if changed since last report.)

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EX-99 Press Release

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**Item 12. RESULTS OF OPERATIONS AND FINANCIAL CONDITION.**

On November 13, 2003, the Company announced its earnings for the fourth quarter and fiscal year ended September 30, 2003. This announcement is more fully described in the press release filed as Exhibit 99 to this Current Report on Form 8-K. The contents of such Exhibit are incorporated herein by reference.

This information is also intended to be furnished under Item 9. Regulation FD Disclosure and shall not be deemed filed for purposes of Section 18 of the Securities and Exchange Act of 1934, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, except as shall be expressly set forth by specific reference in such filing.

The Company uses non-GAAP financial measures, such as adjusted net income and diluted earnings per share. Non-GAAP financial measures differ from financial statements reported in conformity with U.S. generally accepted accounting principles (GAAP). Non-GAAP financial measures were used in comparing earnings and earnings per share for the fourth quarter and fiscal year ended September 30, 2003, to comparable periods in 2002.

Investors should consider these non-GAAP measures in addition to, not as a substitute for, or as superior to, measures of financial performance prepared in accordance with GAAP. The Company's earnings guidance is also presented excluding special items and the impact of any potential acquisition activities, including that of the Company's recently announced intention to acquire Mediq, Inc.

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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 INDUSTRIES, INC.**

DATE: November 17, 2003

BY: /S/ Scott K. Sorensen

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Scott K. Sorensen  
Vice President and  
Chief Financial Officer

DATE: November 17, 2003

BY: /S/ Gregory N. Miller

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Gregory N. Miller  
Vice President Controller and  
Chief Accounting Officer

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**EXHIBIT INDEX**

| Exhibit Number | Exhibit Description  |
|----------------|--|
| 99             | Press release dated November 13, 2003 issued by the Company. |