

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months and (2) has been subject to such filing requirements for at least the past 90 days. Yes X No .

As of April 28, 1998, 33, 810, 118 shares of Common Stock of the registrant were issued and outstanding, of which 8,689,291 shares were unallocated ESOP shares.
Page
PART I - FINANCIAL INFORMATION
Item 1. Financial Statements
Condensed Consolidated Balance Sheet as of March 31, 1998 and December 31, 1997 ..... 3
Condensed Consolidated Statement of Operations for the three months ended March 31, 1998 and 1997 ..... 4
Condensed Consolidated Statement of Cash Flows for the three months ended March 31, 1998 and 1997 ..... 5
Notes to Condensed Consolidated Financial Statements ..... 6
Item 2. Management's Discussion and Analysis of Financial Position and Results of Operations ..... 8
PART II - OTHER INFORMATION
Item 6. Exhibits and Reports on Form 8-K ..... 10
Signatures ..... 11

## WESTINGHOUSE AIR BRAKE COMPANY

## CONDENSED CONSOLIDATED BALANCE SHEET

|  | （UNAUDITED） | MARCH 31 |
| :--- | ---: | ---: |
| Dollars in thousands，except share data | 1998 | DECEMBER 31 |
| 1997 |  |  |

## ASSETS

## CURRENT ASSETS

Cash
Accounts receivable
Inventories
Other
Total current assets
Property，plant and equipment
Accumulated depreciation
Property，plant and equipment，net
OTHER ASSETS
Prepaid pension costs
Goodwill
Other intangibles
Other noncurrent assets
Total other assets
Total Assets

## LIABILITIES AND SHAREHOLDERS＇EQUITY

CURRENT LIABILITIES
Current portion of long－term debt
Accounts payable
Accrued income taxes
Accrued interest
Advance deposits
Other
Total current liabilities
Long－term debt
Reserve for postretirement benefits
Accrued pension costs
Other long－term liabilities
Total liabilities
SHAREHOLDERS＇EQUITY
Preferred stock，1，000，000 shares authorized，no shares issued
Common stock，$\$ .01$ par value；100，000，000 shares
authorized and 47，426，600 shares issued
Additional paid－in capital
Less－Treasury stock，at cost，13，681，250 and 13，743，924 shares
Less－Unearned ESOP shares，at cost，8，704，851 and 8，751，531 shares
Retained earnings
Unamortized restricted stock award
Cumulative translation adjustment
Total shareholders＇equity
Liabilities and Shareholders＇Equity
\＄32，600 43，176
5，570
4，606
19，477
36，171
141，600
332，346
15，131
5，463
6，530
501， 070

| \＄4，392 | \＄ 836 |
| :---: | :---: |
| 102，980 | 91，438 |
| 73，874 | 69，297 |
| 19，095 | 18，928 |
| 200，341 | 180，499 |
| 191，989 | 186，534 |
| $(81,999)$ | $(78,167)$ |
| 109，990 | 108，367 |
| 5，208 | 5，061 |
| 70，268 | 66，599 |
| 41，334 | 42，466 |
| 7，198 | 7，887 |
| 124，008 | 122，013 |
| \＄434，339 | \＄410， 879 |
| ＝＝＝＝＝＝＝＝ | ＝＝＝＝＝＝＝＝＝ |

＝ニニニニニニニニ
\＄32，600 37，582 488
3，038
21，210
36， 862
131， 780
332，334
14， 860
4，700
6，468
490， 142

| 474 | 474 |
| :---: | :---: |
| 106，210 | 105，522 |
| $(189,853)$ | $(190,657)$ |
| $(130,573)$ | $(131,273)$ |
| 152，231 | 141， 617 |
| （360） |  |
| $(4,860)$ | $(4,946)$ |
| $(66,731)$ | $(79,263)$ |
| \＄434，339 | \＄410， 879 |

The accompanying notes are an integral part of this statement．

## WESTINGHOUSE AIR BRAKE COMPANY

## CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS



## WESTINGHOUSE AIR BRAKE COMPANY

## CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

(UNAUDITED)
three months ended MARCH 31
1998
1997

Net income
Adjustments to reconcile net income to cash provided by operations Depreciation and amortization
Provision for ESOP contribution
Other
Changes in operating assets and liabilities
Accounts receivable
Inventories
Accounts payable
Accrued income taxes
Accrued liabilities
Other assets and liabilities
Net cash provided by operating activities
INVESTING ACTIVITIES
Purchase of property, plant and equipment, and cost of acquired business

Net cash used for investing activities
FINANCING ACTIVITIES
Net proceeds from revolving credit arrangements
Net repayments of other borrowings
Debt issuance fees
Purchase of treasury stock
Cash dividends
Proceeds from exercise of stock options
Net cash provided by (used for) financing activities
Effect of changes in currency exchange rates
Increase in cash
Cash, beginning of period
Cash, end of period
\$ 10, 858
6,384
1,188
100

| $(11,327)$ | $(5,693)$ |
| :---: | :---: |
| $(3,941)$ | 2,510 |
| 5,407 | 1,213 |
| 5,038 | 4,260 |
| $(443)$ | $(1,942)$ |
| $(797)$ | 454 |
| ----- | .---- |
| 12,467 | 17,347 |


| $(9,229)$ | $(4,409)$ |
| ---: | ---: |
| -------- |  |
| $(9,229)$ | $(4,409)$ |

37,020
$(2,017)$
$(44,000)$
(281)
$(9,278)$
(292)

3,368

| ------ | ----- |
| ---: | ---: |
| 3,556 | 368 |
| 836 | 618 |

\$ 3,986
========

The accompanying notes are an integral part of this statement.
(UNAUDITED)

## 1. BUSINESS

Westinghouse Air Brake Company (the "Company") is North America's largest manufacturer of value-added equipment for locomotives, railway freight cars and passenger transit vehicles. The Company's products, which are sold to both the original equipment manufacturer market and the aftermarket, are intended to enhance safety, improve productivity and reduce maintenance costs for its customers. The Company's products include electronic controls and monitors, air brakes, couplers, door controls, draft gears and brake shoes. The Company's primary manufacturing operations are in the United States and Canada, and the Company's revenues have been primarily from North America. The Company's customer base consists of freight transportation (railroad) companies, locomotive and freight car original equipment manufacturers, transit car builders and public transit systems.

## 2. ACCOUNTING POLICIES

## BASIS OF PRESENTATION

The unaudited condensed consolidated interim financial statements have been prepared in accordance with generally accepted accounting principles and the rules and regulations of the Securities and Exchange Commission and include the accounts of Westinghouse Air Brake Company and its majority owned subsidiaries ("WABCO"). These condensed interim financial statements do not include all of the information and footnotes required for complete financial statements. In management's opinion, these financial statements reflect all adjustments, which are of a normal recurring nature, necessary for a fair presentation of the results for the interim periods presented. Results for these interim periods are not necessarily indicative of results to be expected for the full year. Certain prior period amounts have been reclassified, where necessary, to conform to the current period presentation.

The notes included herein should be read in conjunction with the audited consolidated financial statements included in WABCO's Annual Report on Form 10-K for the year ended December 31, 1997.

## USE OF ESTIMATES

The preparation of financial statements in conformity with generally accepted accounting principles requires the Company to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and reported amounts of revenues and expenses during the reporting period. Actual amounts could differ from the estimates.

## EARNINGS PER SHARE

Basic earnings per common share are computed by dividing net income applicable to common shareholders by the weighted-average number of shares of common stock outstanding during the period. Diluted earnings per common share are computed by dividing net income applicable to common shareholders by the weighted average number of shares of common stock outstanding adjusted for the assumed conversion of all dilutive securities (such as employee stock options).

## OTHER COMPREHENSIVE INCOME

In the first quarter of 1998, the Company adopted Statement of Financial Accounting Standards No. 130, "Reporting Comprehensive Income," which established standards for reporting and displaying comprehensive income and its components in financial statements. Comprehensive income is defined as net income and all nonowner changes in shareholders' equity. Accumulated other comprehensive income consists entirely of foreign currency translation adjustments. Total comprehensive income for the quarters ending March 31, 1998 and 1997 was $\$ 10.9$ million and $\$ 9.1$ million, respectively.

## 3. ACQUISITIONS

Effective July 31, 1997, the Company acquired $100 \%$ of the stock of H.P. s.r.l. ("HP"), an Italian company, for a total purchase price of $\$ 5.8$ million, that
included the assumption of $\$ 2.3$ million in debt. HP is located in Sassuolo, Italy and is a leading supplier of door controls for transit rail cars and buses in the Italian market. The acquisition was accounted for under the purchase method.

Effective May 1, 1997, the Company purchased Stone Safety Service Corporation and Stone U.K. Limited ("Stone"), a supplier of transit air conditioning equipment, from Enprotech Corporation, a subsidiary of Itochu International. Stone is located in New Jersey and England. On June 27, 1997, the Company acquired the heavy rail air conditioning business of Thermo King Corporation ("Thermo King"), a subsidiary of Westinghouse Electric. The Thermo King purchase included certain inventory, equipment and drawings. The aggregate purchase price for the Stone and Thermo King acquisitions was approximately $\$ 7.7$ million. The acquisitions were accounted for under the purchase method.

The results of operations for these acquisitions are included in the Company's financial statements since the date of the applicable transaction. The effect of the acquisitions is not material to the consolidated financial position or results of operations of the Company.

## 4. INVENTORIES

Inventories are stated at the lower of cost or market. Cost is determined under the first-in, first-out (FIFO) method. Inventory costs include material, labor and overhead. The components of inventory, net of reserves, were:

| Dollars in thousands | MARCH 31 1998 | DECEMBER 31 1997 |
| :---: | :---: | :---: |
| Raw materials | \$28,744 | \$27,395 |
| Work-in-process | 29,267 | 26,640 |
| Finished goods | 15,863 | 15,262 |
| Total inventory | \$73,874 | \$69,297 |

## 5. RESTRICTED STOCK AWARD

In February 1998, the Company granted 15,000 shares of restricted common stock to an officer. The shares vest according to a vesting schedule over the next three years. The grant date market value totaled $\$ 372,000$ and is being amortized to expense over the vesting period. Unamortized compensation is recorded as a separate component of shareholders' equity.

## 6. EARNINGS PER SHARE

The computation of earnings per share is as follows:

| In thousands, except per shar | THREE ENDED 1998 | ONTHS RCH 31 1997 |
| :---: | :---: | :---: |
| In thousands, except per shar |  |  |
| BASIC EARNINGS PER SHARE |  |  |
| Net income applicable |  |  |
| Divided by Weighted average shares outstanding | 24,962 | 28,552 |
| Basic earnings per share | \$. 43 | \$. 34 |
| diluted earnings per share |  |  |
| Net income applicable to common shareholders | \$10,858 | \$9,589 |
| Divided by sum of Weighted average shares Outstanding |  |  |
| Conversion of dilutive stock options | 24,962 707 | 28,552 |
| Diluted shares outstanding | 25,669 | 28,552 |
| Diluted earnings per share | \$. 42 | \$. 34 |

Options to purchase 2.3 million shares of common stock were outstanding in the first three months of 1997, but were not included in the computation of diluted earnings per share because the options' exercise price exceeded the average market price of the common shares.

## 7. SUBSEQUENT EVENT

In April 1998, the Company acquired $100 \%$ of the stock of RFS(E) Limited ("RFS") of Doncaster, South Yorkshire, England, for $\$ 10.0$ million. RFS is a leading provider of vehicle overhaul, conversion and maintenance services to Britain's railway industry. RFS had revenue of approximately $\$ 27.5$ million for its most recent fiscal year.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND

RESULTS OF OPERATIONS

The following discussion should be read in conjunction with the information in the unaudited condensed consolidated financial statements and notes thereto included herein and Westinghouse Air Brake Company's Financial Statements and Management's Discussion and Analysis of Financial Condition and Results of Operations included in its 1997 Annual Report on Form 10-K.

## OVERVIEW

Westinghouse Air Brake Company ("WABCO") is North America's largest manufacturer of value-added equipment for locomotives, railway freight cars and passenger transit vehicles. The Company's primary manufacturing operations are in the United States and Canada and revenues have historically been predominantly from North America. In recent years, the proportion of international sales has increased significantly, in line with the Company's strategy to expand its business outside North America.

The Company's customer base consists of freight transportation companies, locomotive and freight car original equipment manufacturers, transit car builders and public transit systems.

WABCO's strategy for growth is focused on using technological advancements to develop new products, expanding the range of after-market products and services, and penetrating international markets. In addition, management continually evaluates acquisition opportunities that meet the Company's criteria and complement WABCO's operating strategies and product offerings.

FIRST QUARTER 1998 VERSUS FIRST QUARTER 1997
SUMMARY RESULTS OF OPERATIONS
THREE MONTHS ENDED

| Dollars in thousands, | MARCH 31 |  |  |
| :--- | :---: | :---: | :---: |
| except per share | 1998 | 1997 | CHANGE |
| Net income | $\$ 10,858$ | $\$ 9,589$ | 13.2 |
| Diluted earnings per share | .42 | .34 | 23.5 |
| Net sales | 158,136 | 136,508 | 15.8 |
| Income from operations | 24,755 | 22,542 | 9.8 |
| Earnings before interest, |  |  |  |
| $\quad$ taxes, depreciation | 31,270 | 28,791 | 8.6 |
| $\quad$ and amortization | $32.8 \%$ | $33.4 \%$ | $n m$ |

nm - not meaningful

Net income for the first three months of 1998 increased $\$ 1.3$ million, or $13.2 \%$, compared with the same period a year ago. Earnings per share increased $23.5 \%$ to $\$ .42$ per diluted share. Net sales were $\$ 158.1$ million for the first quarter of 1998, reflecting a $15.8 \%$ increase compared to the year-earlier period. The higher revenue base reflects the benefits associated with acquisitions and a strong original equipment manufacturer market. Operating income and earnings before interest, taxes, depreciation and amortization increased in the comparison primarily due to revenue growth and related gross margins.

A number of significant events occurred in the past twelve months that impacted the Company's results of operations and financial condition including:
o The Company completed several acquisitions that complement and enhance the mix of existing products and markets. Acquisitions completed during the second half of 1997 were Stone Safety Service Corporation, Stone U.K. Limited, Thermo King Corporation's heavy rail business, H.P. s.r.l. and the rail products division of Sloan Valve. Revenues from those operations totaled $\$ 10.1$ million in the first three months of 1998 and accounted for $47 \%$ of the overall sales increase in the period-to-period comparison.
shareholders, Scandinavian Incentive Holding B.V. ("SIH"), whereby the Company repurchased 4 million shares of its common stock held by SIH for \$44 million, or $\$ 11$ per share, plus $\$ 2$ million in fees.

NET SALES
The following table sets forth, for the period indicated, the Company's net sales by market:

|  | THREE MONTHS ENDED MARCH 31 |  |
| :---: | :---: | :---: |
| Dollars in thousands | 1998 | 1997 |
| Electronics | \$10,584 | \$23, 093 |
| Freight Car | 64,667 | 44,910 |
| Transit | 49,983 | 37,345 |
| Locomotive | 12,135 | 11,598 |
| Friction \& Other | 20,767 | 19,562 |
| Net sales | \$158,136 | \$136,508 |

Net sales for the first quarter of 1998 increased $\$ 21.6$ million, or $15.8 \%$, to $\$ 158.1$ million. Increased volumes in the Freight Car business, reflecting a strong original equipment manufacturer market that benefited from 17,000 new freight car deliveries compared with 14,000 a year ago, and in the Transit business, primarily as a result of acquisitions completed in the past year that generated $\$ 10.1$ million in sales, were partially offset by lower sales in the Electronics business. In the prior year period, Electronics sales benefited
from a federal mandate that certain monitoring equipment be installed in trains by July 1997.

## GROSS PROFIT

Gross profit increased $13.6 \%$ to $\$ 51.8$ million in the first three months of 1998 compared to $\$ 45.6$ million in the year-earlier period. Gross margin, as a percentage of sales, was $32.8 \%$ and $33.4 \%$ in the comparison. Gross margin is dependent on a number of factors including sales volume and product mix. Incremental revenue from acquisitions within the Transit business at lower margins contributed to the lower margins in the quarter-to-quarter comparison.

OPERATING EXPENSES

|  | THREE MONTHS ENDED MARCH 31 |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  | PERCENT |
| Dollars in thousands | 1998 | 1997 | CHANGE |
| Selling and marketing | \$6,914 | \$5,626 | 22.9 |
| General and administrative | 11,584 | 9,260 | 25.1 |
| Engineering | 6,438 | 5,997 | 7.4 |
| Amortization | 2,105 | 2,135 | (1.4) |
| Total operating expenses | \$27, 041 | \$23, 018 | 17.5 |

nm - not meaningful
Total operating expenses as percentage of net sales were $17.1 \%$ in the first quarter of 1998 compared with $16.9 \%$ a year ago. Total operating expenses increased $\$ 4.0$ million in the period-to-period comparison primarily reflecting the effect of acquisitions completed in 1997. Incremental expenses from acquired businesses totaled $\$ 1.5$ million. In addition, higher operating expenses reflect costs associated with Year 2000 compliant computer software and other computer system upgrades, overall tax improvement studies and certain strategic initiatives including expanded international marketing activities and additional engineering efforts associated with new product development.

## INCOME FROM OPERATIONS

Operating income totaled $\$ 24.8$ million in first three months of 1998 compared with $\$ 22.5$ million a year ago. Higher operating income reflects higher sales volume and related gross profit.

## INTEREST EXPENSE

Interest expense increased $\$ .5$ million to $\$ 7.4$ million for the first quarter of 1998, primarily due to funding costs associated with repurchases of common stock and acquisitions, principally offset by debt repayments.

INCOME TAXES
The provision for income taxes increased $\$ .5$ million to $\$ 6.7$ million in the first three months of 1998 compared with the same period of 1997. The effective tax rate declined to $38.0 \%$ in the first quarter of 1998 from $39.0 \%$ a year ago, resulting from additional benefits of a Foreign Sales Corporation due to increased export sales and lower overall state taxes.

## LIQUIDITY AND CAPITAL RESOURCES

Liquidity is provided primarily by operating cash flow and long-term borrowings. WABCO's operations generated cash flow totaling $\$ 12.5$ million in the first quarter of 1998 and $\$ 17.3$ million a year ago. The decline in operating cash flow was primarily due to higher accounts receivable associated with increased sales growth. Gross capital expenditures were $\$ 5.3$ million and $\$ 4.4$ million in the first three months of 1998 and 1997, respectively. The majority of capital expenditures reflect spending for replacement equipment and as well as increased capacity and efficiency. The Company expects capital expenditures in 1998, exclusive of acquisitions, to approximate $\$ 28$ million.

The following table sets forth outstanding indebtedness and average interest rates at March 31, 1998. The revolving credit note and term loan interest rates are variable and dependent on market conditions. Interest on the note payable related to the Pulse acquisition has clauses which can vary the interest rate paid.

| Revolving credit notes, 7.51\%, due January 2001 | \$101, 000 |
| :---: | :---: |
| Term loan, 7.71\% | 145,500 |
| Senior notes, 9.375\%, due June 2005 | 100,000 |
| Note payable-Pulse acquisition, 9.5\%, due January 2004 | 16,990 |
| Other | 1,456 |
|  | 364,946 |
| Less--current portion | 32,600 |
|  | \$332,346 |

The Company's revolving credit and term loan borrowings have been made pursuant to a credit agreement, as amended (the Credit Agreement), with a consortium of commercial banks. The Credit Agreement provides for up to $\$ 140$ million of revolving credit loans, including letters of credit, and provided $\$ 170.6$ million of term loans, of which $\$ 145.5$ million was outstanding at March 31, 1998.

Management believes, based upon current levels of operations and forecasted earnings, that cash flow from operations, together with borrowings under the Credit Agreement, will be adequate to make payments of principal and interest on debt, including the Notes, to make required contributions to the ESOP, to permit anticipated capital expenditures, and to fund working capital requirements and other cash needs. Nevertheless, the Company will remain leveraged to a significant extent and its debt service obligations will continue to be substantial. If the Company's sources of funds were insufficient to satisfy the Company's cash requirements, the Company may need to refinance its existing debt or obtain additional financing. There is no assurance that such new financing alternatives would be available, and, in any case, such new financing, if available, would be expected to be more costly and burdensome than the debt agreements currently in place.

EFFECT OF YEAR 2000
The Company has information system improvement initiatives under way which include both new computer hardware and software applications. The new system is expected to be operational by late 1998 and will be Year 2000 compliant. The majority of the expenditures incurred for hardware and purchased software related to this project are capitalized and amortized over their estimated useful lives. Other costs are expensed as incurred. These expenditures are not expected to have a significant impact on the Company's future results of operations or financial position.

## FORWARD-LOOKING STATEMENTS

From time to time, in this report and in other written reports and oral statements, references are made to expectations regarding future performance of the Company. Examples include, but are not limited to, statements as to expectations, beliefs and strategies, future earnings, revenue growth, and sales expansion opportunities. These "forward-looking statements," are based on currently available competitive, financial and economic data and the Company's operating plans, but they are inherently uncertain. Investors must recognize that events could turn out to be significantly different from what is expected. Differences from expectations in the factors listed below, among others, could affect the Company's financial performance in the future and could cause actual results to differ materially from those expressed or implied in such forward-looking statements. These factors, which include changes in both domestic and global assumptions and expectations are, among others: overall economic conditions; interest rates; demand for services in the freight and passenger rail industry; consolidations in the rail industry; demand for the Company's products and services; product mix; gains and losses in market share; demand for freight cars, locomotives, passenger transit cars and buses; industry demand for faster and more efficient braking equipment; continued outsourcing by the Company's customers; governmental funding for some of the Company's customers; future regulation/deregulation of the Company's customers and/or the rail industry; successful research and development; success in developing, marketing and delivering new products; the Company's ability to complete expected sales; cancellation of orders; labor stability; integration of recent acquisitions; completion of additional acquisitions; changes in expected level of capital expenditures; continued bank financing; warranty claims; environmental laws; lawsuits; and other factors identified within this Form 10-Q and other filings with the Securities and Exchange Commission. Such statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995.

## EXHIBITS AND REPORTS ON FORM 8-K

Exhibit No. 27 "Financial Data Schedule" as of and for the three months ended March 31, 1998 is filed herewith.

There were no Current Reports on Form 8-K filed during the quarter ended March 31, 1998.

## SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the Company has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

WESTINGHOUSE AIR BRAKE COMPANY
By: /s/ ROBERT J. BROOKS
Robert J. Brooks
Chief Financial Officer
Date: May 8, 1998

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM WESTINGHOUSE AIR BRAKE COMPANY'S CONDENSED CONSOLIDATED FINANCIAL STATEMENTS AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

1,000

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3-MOS
            DEC-31-1998
            JAN-01-1998
                MAR-31-1998
                    4,392
                    0
                    102,980
                    0
                    73,874
                200,341
                                    191,989
                    (81,999)
                434,339
    141,600
            0
                        0
                                    474
                                    (67,205)
434,339
0
                                    158,136
            158,136
                                    106,340
                    106,340
                27,041
                    0
            7,373
                17,513
                    6,655
        10,858
                                    0
                                    0
                                    10,858
                                    .43
                                    .42
```

