# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

**WASHINGTON, DC 20549** 

| FORM 8-K |  |
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|          |  |

### **CURRENT REPORT**

## PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of report (Date of earliest event reported) September 7, 2011

## **Matrix Service Company**

(Exact Name of Registrant as Specified in Its Charter)

## DELAWARE

(State or Other Jurisdiction of Incorporation)

001-15461 (Commission File Number) 73-1352174 (IRS Employer Identification No.)

5100 E Skelly Dr., Suite 700, Tulsa, OK (Address of Principal Executive Offices)

74135 (Zip Code)

#### 918-838-8822

(Registrant's Telephone Number, Including Area Code)

#### **NOT APPLICABLE**

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

| follo | Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the wing provisions ( <i>see</i> General Instruction A.2. below): |
|-------|---|
|       | Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)   |
|       | Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)  |
|       | Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))  |
|       | Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))  |

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

On September 7, 2011, Matrix Service Company (the "Company") issued a press release announcing financial results for the fourth quarter and the fiscal year ending June 30, 2011. The full text of the press release is attached as Exhibit 99 to this Current Report on Form 8-K.

The information in this Item 2.02 and Exhibit 99 attached hereto is being furnished pursuant to Item 2.02 and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

#### Item 9.01 Financial Statements and Exhibits.

The following exhibit is furnished herewith:

| Exhibit |             |
|---------|-------------|
| No.     | Description |

99 Press Release dated September 7, 2011, announcing financial results for the fourth quarter and fiscal year ending June 30, 2011.

### **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.

Matrix Service Company

Dated: September 7, 2011

By: /s/ Kevin S. Cavanah

Kevin S. Cavanah

Vice President and Chief Financial Officer

## EXHIBIT INDEX

Exhibit No. Description

99 Press Release dated September 7, 2011, announcing financial results for the fourth quarter and fiscal year ending June 30, 2011.



## MATRIX SERVICE ANNOUNCES RESULTS FOR THE FOURTH QUARTER AND FISCAL YEAR ENDED JUNE 30, 2011

TULSA, OK – September 7, 2011 – **Matrix Service Company** (Nasdaq: MTRX) today reported its financial results for the fourth quarter and fiscal year ended June 30, 2011.

#### **Fourth Quarter of Fiscal 2011 Results**

Revenues for the fourth quarter ended June 30, 2011 were \$163.6 million compared to \$140.7 million in the same period a year earlier. Net income for the fourth quarter of fiscal 2011 was \$5.7 million, or \$0.21 per fully diluted share. The Company recognized a net loss in the fourth quarter of fiscal 2010 of \$4.2 million, or (\$0.16) per fully diluted share. The fiscal 2010 fourth quarter results included non-routine charges totaling \$3.5 million, or (\$0.08) per fully diluted share and a loss on a series of projects at a customer site totaling \$4.6 million, or (\$0.11) per fully diluted share.

John R. Hewitt, President and CEO of Matrix Service Company, said "We are very pleased with the overall performance this year. Even with a struggling national economy our employees have done a great job winning and executing projects in our core businesses. Matrix Service is well positioned to take advantage of continued opportunities in the energy market."

Consolidated gross profit was \$20.9 million in the fourth quarter of fiscal 2011 compared to \$3.8 million in the same period a year earlier. The prior year gross profit included a non-routine charge of \$3.1 million and a loss on a series of projects at a customer site totaling \$4.6 million. Gross margins were 12.8% in the fourth quarter of fiscal 2011 compared to 2.7% in the same period a year earlier. The improvement in the fourth quarter of fiscal 2011 was due to better project execution, the favorable effect of improved recovery of construction overhead costs in the fourth quarter of fiscal 2011 and the effect of the charges mentioned above on the fourth quarter of fiscal 2010 results. Selling, general and administrative expenses were \$11.4 million, or 6.9% of revenue, in fiscal 2011 compared to \$10.5 million, or 7.4% of revenue, in the same period a year earlier. The increase in selling, general and administrative expenses is primarily attributable to higher incentive compensation costs due to improved operating results compared to the same period a year earlier.

### Fiscal 2011 Results

Fiscal year 2011 revenues were \$627.1 million compared to \$550.8 million in fiscal 2010. Net income for fiscal 2011 was \$19.0 million, or \$0.71 per fully diluted share. Net income for fiscal 2010 was \$4.9 million, or \$0.18 per fully diluted share. The fiscal 2010 results included non-routine charges totaling \$10.0 million, or \$0.23) per fully diluted share and a loss on a series of projects at a customer site totaling \$5.4 million, or \$0.13) per fully diluted share.

Consolidated gross profit was \$74.9 million in fiscal 2011 compared to \$52.9 million in the same period a year earlier. The prior year gross profit included a non-routine charge of \$5.1 million and a loss on a series of projects at a customer site totaling \$5.4 million. Gross margins were 11.9% in fiscal 2011 compared to 9.6% in fiscal 2010. The improvement in fiscal 2011 was due to the favorable effect of improved recovery of construction overhead costs in fiscal 2011 as well as the effect of the charges mentioned above on fiscal 2010 results. Selling, general and administrative expenses were \$44.0 million, or 7.0% of revenues, in fiscal 2011 compared to \$45.2 million, or 8.2% of revenue, in the same period a year earlier. Fiscal 2010 selling, general and administrative expenses included non-routine charges

totaling \$4.8 million. The decrease in selling, general and administrative expenses was due to the effect of the charges mentioned above on fiscal 2010 results largely offset by higher legal and facility costs in fiscal 2011 as well as higher incentive compensation expense due to improved operating results.

#### **Backlog**

Consolidated backlog at June 30, 2011 totaled \$405.1 million, an increase of \$21.2 million, or 5.5%, compared to the backlog at March 31, 2011, and an increase of \$51.9 million, or 14.7%, compared to the backlog at June 30, 2010.

#### **Financial Position**

At June 30, 2011, Matrix Service's cash balance was \$59.4 million. The Company did not borrow under its revolving credit facility during the twelve months ended June 30, 2011.

#### **Earnings Guidance**

The Company expects that fiscal 2012 revenues will be between \$650 million and \$725 million and earnings to be between \$0.75 and \$0.95 per fully diluted share.

#### **Conference Call Details**

In conjunction with the press release, Matrix Service will host a conference call with John R. Hewitt, President and CEO, and Kevin S. Cavanah, Vice President and CFO. The call will take place at 11:00 a.m. (Eastern) / 10:00 a.m. (Central) on Thursday, September 8, 2011 and will be simultaneously broadcast live over the Internet which can be accessed at the Company's website at <a href="https://www.matrixservice.com">www.matrixservice.com</a> on the Investors' page under Conference Calls/Events. Please allow extra time prior to the call to visit the site and download the streaming media software required to listen to the Internet broadcast. The conference call will be recorded and will be available for replay within one hour of completion of the live call and can be accessed following the same link as the live call.

#### **About Matrix Service Company**

Matrix Service Company provides engineering, construction and repair and maintenance services principally to the petroleum, power, bulk storage terminal, pipeline and industrial gas industries.

The Company is headquartered in Tulsa, Oklahoma, with regional operating facilities throughout the United States and Canada.

This release contains forward-looking statements that are made in reliance upon the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These statements are generally accompanied by words such as "anticipate," "continues," "expect," "forecast," "outlook," "believe," "estimate," "should" and "will" and words of similar effect that convey future meaning, concerning the Company's operations, economic performance and management's best judgment as to what may occur in the future. Future events involve risks and uncertainties that may cause actual results to differ materially from those we currently anticipate. The actual results for the current and future periods and other corporate developments will depend upon a number of economic, competitive and other influences, including those factors discussed in the "Risk Factors" and "Forward Looking Statements" sections and elsewhere in the Company's reports and filings made from time to time with the Securities and Exchange Commission. Many of these risks and uncertainties are beyond the control of the Company, and any one of which, or a combination of which, could materially and adversely affect the results of the Company's operations and its financial condition. We undertake no obligation to update information contained in this release.

#### For more information, please contact:

**Matrix Service Company** 

Kevin S. Cavanah Vice President and CFO T: 918-838-8822

E: kcavanah@matrixservice.com

## **Matrix Service Company**

## **Consolidated Statements of Income**

(In thousands, except per share data)

|   | Three Mon<br>June 30,<br>2011 | June 30,<br>2010 | Twelve Mor<br>June 30,<br>2011 | June 30,<br>2010 |
|---|-------------------------------|------------------|--------------------------------|------------------|
| Revenues  | \$163,629                     | \$140,726        | \$627,052                      | \$550,814        |
| Cost of revenues  | 142,755                       | 136,957          | 552,138                        | 497,892          |
| Gross profit  | 20,874                        | 3,769            | 74,914                         | 52,922           |
| Selling, general and administrative expenses                    | 11,359                        | 10,458           | 44,014                         | 45,169           |
| Operating income (loss)   | 9,515                         | (6,689)          | 30,900                         | 7,753            |
| Other income (expense):   |                               |                  |                                |                  |
| Interest expense  | (201)                         | (147)            | (795)                          | (672)            |
| Interest income   | 6                             | 9                | 71                             | 79               |
| Other   | (155)                         | (502)            | 440                            | 250              |
| Income (loss) before income tax expense                         | 9,165                         | (7,329)          | 30,616                         | 7,410            |
| Provision (benefit) for federal, state and foreign income taxes | 3,482                         | (3,100)          | 11,634                         | 2,534            |
| Net income (loss)   | \$ 5,683                      | \$ (4,229)       | \$ 18,982                      | \$ 4,876         |
| Basic earnings (loss) per common share                          | \$ 0.21                       | \$ (0.16)        | \$ 0.72                        | \$ 0.19          |
| Diluted earnings (loss) per common share                        | \$ 0.21                       | \$ (0.16)        | \$ 0.71                        | \$ 0.18          |
| Weighted average common shares outstanding:                     |                               |                  |                                |                  |
| Basic   | 26,457                        | 26,324           | 26,406                         | 26,275           |
| Diluted   | 26,797                        | 26,549           | 26,686                         | 26,499           |

## **Matrix Service Company**

## **Consolidated Balance Sheets**

(In thousands)

|   | June 30,<br>2011 | June 30,<br>2010 |
|---|------------------|------------------|
| Assets  |                  |                  |
| Current assets:   |                  |                  |
| Cash and cash equivalents   | \$ 59,357        | \$ 50,899        |
| Accounts receivable, less allowances (2011 - \$1,428; 2010 - \$1,404)       | 103,483          | 87,327           |
| Costs and estimated earnings in excess of billings on uncompleted contracts | 40,056           | 40,920           |
| Inventories   | 2,249            | 3,451            |
| Income tax receivable   | 399              | 1,779            |
| Deferred income taxes   | 5,607            | 8,073            |
| Other current assets  | 4,399            | 6,076            |
| Total current assets  | 215,550          | 198,525          |
| Property, plant and equipment, at cost:                                     |                  |                  |
| Land and buildings  | 28,287           | 27,859           |
| Construction equipment  | 55,272           | 52,086           |
| Transportation equipment  | 21,690           | 19,192           |
| Furniture and fixtures  | 15,442           | 14,358           |
| Construction in progress  | 2,465            | 1,251            |
|   | 123,156          | 114,746          |
| Accumulated depreciation  | (69,845)         | (61,817)         |
|   | 53,311           | 52,929           |
| Goodwill  | 29,058           | 27,216           |
| Other intangible assets   | 6,953            | 4,141            |
| Other assets  | 1,564            | 1,997            |
| Total assets  | \$306,436        | \$284,808        |

## **Matrix Service Company**

## **Consolidated Balance Sheets (continued)**

(In thousands, except share data)

|  | June 30,<br>2011 | June 30,<br>2010 |
|--|------------------|------------------|
| Liabilities and stockholders' equity   |                  |                  |
| Current liabilities:   |                  |                  |
| Accounts payable   | \$ 36,377        | \$ 44,769        |
| Billings on uncompleted contracts in excess of costs and estimated earnings  | 35,485           | 28,877           |
| Accrued insurance  | 7,514            | 8,257            |
| Accrued wages and benefits   | 18,099           | 13,538           |
| Current capital lease obligation   | 262              | 772              |
| Other accrued expenses   | 2,401            | 6,572            |
| Total current liabilities  | 100,138          | 102,785          |
| Long-term capital lease obligation   | 38               | 259              |
| Deferred income taxes  | 5,789            | 4,179            |
| Acquisition payable  | 800              | _                |
| Commitments and contingencies  | _                | _                |
| Stockholders' equity:  |                  |                  |
| Common stock - \$.01 par value; 60,000,000 shares authorized; 27,888,217 shares issued as of June 30, 2011 and June 30, 2010 | 279              | 279              |
| Additional paid-in capital   | 113,686          | 111,637          |
| Retained earnings  | 100,231          | 81,252           |
| Accumulated other comprehensive income   | 1,436            | 495              |
|  | 215,632          | 193,663          |
| Less treasury stock, at cost - 1,417,539 and 1,546,512 shares as of June 30, 2011 and June 30, 2010                          | (15,961)         | (16,078)         |
| Total stockholders' equity   | 199,671          | 177,585          |
| Total liabilities and stockholders' equity   | \$306,436        | \$284,808        |

# Results of Operations (In thousands)

|                                       | Construction<br>Services | Repair and<br>Maintenance<br>Services | Other  | Total     |
|---------------------------------------|--------------------------|---------------------------------------|--------|-----------|
| Three Months Ended June 30, 2011      |                          |                                       | _      | *         |
| Gross revenues                        | \$ 90,379                | \$ 78,120                             | \$ —   | \$168,499 |
| Less: Inter-segment revenues          | 4,682                    | 188                                   |        | 4,870     |
| Consolidated revenues                 | 85,697                   | 77,932                                |        | 163,629   |
| Gross profit                          | 12,133                   | 8,741                                 | _      | 20,874    |
| Operating income                      | 5,550                    | 3,965                                 |        | 9,515     |
| Segment assets                        | 137,542                  | 102,244                               | 66,650 | 306,436   |
| Capital expenditures                  | 1,491                    | 640                                   | 717    | 2,848     |
| Depreciation and amortization expense | 1,655                    | 1,162                                 | _      | 2,817     |
| Three Months Ended June 30, 2010      |                          |                                       |        |           |
| Gross revenues                        | \$ 89,453                | \$ 54,048                             | \$ —   | \$143,501 |
| Less: Inter-segment revenues          | 2,773                    | 2                                     | _      | 2,775     |
| Consolidated revenues                 | 86,680                   | 54,046                                |        | 140,726   |
| Gross profit                          | 1,287                    | 2,483                                 | _      | 3,770     |
| Operating income (loss)               | (5,195)                  | (1,494)                               | _      | (6,689)   |
| Segment assets                        | 131,079                  | 93,224                                | 60,505 | 284,808   |
| Capital expenditures                  | 60                       | 151                                   | 1,032  | 1,243     |
| Depreciation and amortization expense | 1,602                    | 1,269                                 | _      | 2,871     |
| Twelve Months Ended June 30, 2011     |                          |                                       |        |           |
| Gross revenues                        | \$ 375,682               | \$ 263,329                            | \$ —   | \$639,011 |
| Less: Inter-segment revenues          | 11,184                   | 775                                   | _      | 11,959    |
| Consolidated revenues                 | 364,498                  | 262,554                               |        | 627,052   |
| Gross profit                          | 49,484                   | 25,430                                | _      | 74,914    |
| Operating income                      | 23,359                   | 7,541                                 | _      | 30,900    |
| Segment assets                        | 137,542                  | 102,244                               | 66,650 | 306,436   |
| Capital expenditures                  | 5,949                    | 1,533                                 | 2,934  | 10,416    |
| Depreciation and amortization expense | 6,267                    | 4,800                                 | _      | 11,067    |
| Twelve Months Ended June 30, 2010     |                          |                                       |        |           |
| Gross revenues                        | \$ 333,937               | \$ 229,774                            | \$ —   | \$563,711 |
| Less: Inter-segment revenues          | 12,683                   | 214                                   | _      | 12,897    |
| Consolidated revenues                 | 321,254                  | 229,560                               |        | 550,814   |
| Gross profit                          | 34,374                   | 18,548                                | _      | 52,922    |
| Operating income                      | 5,957                    | 1,796                                 | _      | 7,753     |
| Segment assets                        | 131,079                  | 93,224                                | 60,505 | 284,808   |
| Capital expenditures                  | 625                      | 1,233                                 | 3,444  | 5,302     |
| Depreciation and amortization expense | 6,578                    | 5,173                                 | _      | 11,751    |

# **Segment Revenue from External Customers by Industry Type** (In thousands)

|                                   | Construction<br>Services | Repair and<br>Maintenance<br>Services | Total     |
|-----------------------------------|--------------------------|---------------------------------------|-----------|
| Three Months Ended June 30, 2011  |                          |                                       |           |
| Aboveground Storage Tanks         | \$ 52,681                | \$ 20,351                             | \$ 73,032 |
| Downstream Petroleum              | 12,923                   | 39,010                                | 51,933    |
| Electrical and Instrumentation    | 12,931                   | 18,571                                | 31,502    |
| Specialty                         | 7,162                    | _                                     | 7,162     |
| Total                             | \$ 85,697                | \$ 77,932                             | \$163,629 |
| Three Months Ended June 30, 2010  |                          |                                       |           |
| Aboveground Storage Tanks         | \$ 40,147                | \$ 21,261                             | \$ 61,408 |
| Downstream Petroleum              | 17,753                   | 25,683                                | 43,436    |
| Electrical and Instrumentation    | 24,273                   | 7,102                                 | 31,375    |
| Specialty                         | 4,507                    | _                                     | 4,507     |
| Total                             | \$ 86,680                | \$ 54,046                             | \$140,726 |
| Twelve Months Ended June 30, 2011 |                          |                                       |           |
| Aboveground Storage Tanks         | \$ 183,125               | \$ 81,117                             | \$264,242 |
| Downstream Petroleum              | 70,473                   | 115,267                               | 185,740   |
| Electrical and Instrumentation    | 84,731                   | 66,170                                | 150,901   |
| Specialty                         | 26,169                   | _                                     | 26,169    |
| Total                             | \$ 364,498               | \$ 262,554                            | \$627,052 |
| Twelve Months Ended June 30, 2010 |                          |                                       |           |
| Aboveground Storage Tanks         | \$ 135,883               | \$ 91,085                             | \$226,968 |
| Downstream Petroleum              | 87,003                   | 114,976                               | 201,979   |
| Electrical and Instrumentation    | 71,999                   | 23,499                                | 95,498    |
| Specialty                         | 26,369                   | _                                     | 26,369    |
| Total                             | \$ 321.254               | \$ 229,560                            | \$550.814 |

#### **Backlog**

We define backlog as the total dollar amount of revenues that we expect to recognize as a result of performing work that has been awarded to us through a signed contract that we consider firm. The following contract types are considered firm:

- fixed-price arrangements;
- minimum customer commitments on cost plus arrangements; and
- certain time and material contracts in which the estimated contract value is firm or can be estimated with a reasonable amount of certainty in both timing and amounts.

For long-term maintenance contracts we include only the amounts that we expect to recognize into revenue over the next 12 months. For all other arrangements, we calculate backlog as the estimated contract amount less revenues recognized as of the reporting date.

The following table provides a summary of changes in our backlog for the three months ended June 30, 2011:

|  | Repair and               |                         |            |
|--|--------------------------|-------------------------|------------|
|  | Construction<br>Services | Maintenance<br>Services | Total      |
|  |                          | (In thousands)          |            |
| Backlog as of March 31, 2011               | \$ 207,494               | \$ 176,388              | \$ 383,882 |
| New backlog awarded                        | 103,936                  | 80,929                  | 184,865    |
| Revenue recognized on contracts in backlog | (85,697)                 | (77,932)                | (163,629)  |
| Backlog as of June 30, 2011                | \$ 225,733               | \$ 179,385              | \$ 405,118 |

The following table provides a summary of changes in our backlog for the twelve months ended June 30, 2011:

|  | Construction | Repair and<br>Maintenance |            |
|--|--------------|---------------------------|------------|
|  | Services     | Services                  | Total      |
|  |              | (In thousands)            |            |
| Backlog as of June 30, 2010                | \$ 197,675   | \$ 155,541                | \$ 353,216 |
| New backlog awarded                        | 392,556      | 286,398                   | 678,954    |
| Revenue recognized on contracts in backlog | (364,498)    | (262,554)                 | (627,052)  |
| Backlog as of June 30, 2011                | \$ 225,733   | \$ 179,385                | \$ 405,118 |