# UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549 

## FORM 8-K

## CURRENT REPORT

Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934
Date of Report (Date of earliest event reported): November 2, 2004

## Watts Water Technologies, Inc.

(Exact Name of Registrant as Specified in Charter)

| Delaware 1-11499 | 04-2916536 |
| :---: | :---: |
| (State or other juris- (Commission | (IRS Employer <br> Identification No.) |
| 815 Chestnut Street, North Andover, MA | 01845 |
| (Address of principal executive offices) | ip Code) |
| Registrant's telephone number, including | : (978) 688-1811 |

(Former name or former address, if changed since last report)

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 following provisions (see 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 November 2, 2004, Watts Water Technologies, Inc. announced its financial results for the fiscal quarter and nine months ended September 26, 2004. The full text of the press release issued in connection with the announcement is attached as Exhibit 99.1 to this Current Report on Form 8-K.

The information in this Form 8-K and the Exhibit attached hereto shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (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 or the Exchange Act, except as expressly set forth by specific reference in such a filing.

## Item 9.01. Financial Statements and Exhibits

(c) Exhibits. The following exhibits are being furnished herewith:

```
Exhibit No.
    99.1
    Press release dated November 2, }200
```


## 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.


WATTS WATER TECHNOLOGIES, INC.

```
By: /s/ William C. McCartney
    William C. McCartney
    Chief Financial Officer
```


## Exhibit 99.1

FOR IMMEDIATE RELEASE Contact: William C. McCartney ---------------------- Chief Financial Officer
Telephone: (978) 688-1811 Fax: (978) 688-2976

## WATTS WATER TECHNOLOGIES REPORTS THIRD QUARTER 2004 RESULTS

North Andover, MA...November 2, 2004. Watts Water Technologies, Inc. (NYSE: WTS) today announced results for the third quarter ended September 26, 2004, reflecting increases in sales and net income of $22 \%$ and $54 \%$, respectively, over the third quarter ended September 28 , 2003. Sales were $\$ 214,843,000$, an increase of $\$ 39,334,000$, or $22 \%$, compared to the third quarter of 2003 . Net income was $\$ 13,705,000$, an increase of $\$ 4,800,000$, or $54 \%$, compared to the third quarter of 2003. Net income for the third quarters of 2004 and 2003 included losses from discontinued operations of $\$ 125,000$ and $\$ 114,000$, respectively.

Income from continuing operations for the third quarter of 2004 was $\$ 13,830,000$, or $\$ 0.42$ per share, an increase of $\$ 4,811,000$, or $53 \%$, compared to income from continuing operations for the third quarter of 2003 of $\$ 9,019,000$, or $\$ 0.33$ per share. Income from continuing operations for the third quarter of 2004 includes costs incurred for our manufacturing restructuring plan of $\$ 349,000$, or $\$ 0.01$ per share.

The nine months ended September 26, 2004 reflected increases in sales and net income of $20 \%$ and $64 \%$, respectively, over the nine months ended September 28, 2003. Sales were $\$ 618,183,000$, an increase of $\$ 103,470,000$, or $20 \%$, compared to the nine months ended September 28 , 2003. Net income for the nine months ended September 26, 2004, was $\$ 38,659,000$, an increase of $\$ 15,038,000$, or $64 \%$, compared to the nine months ended September 28, 2003. Net income for the nine months ended September 26, 2004 and September 28, 2003 included losses from discontinued operations of $\$ 220,000$ and $\$ 3,014,000$, respectively.

Income from continuing operations for the nine months ended September 26, 2004 was $\$ 38,879,000$, or $\$ 1.19$ per share, an increase of $\$ 12,244,000$, or $46 \%$, compared to income from continuing operations for the nine months ended September 28, 2003 of $\$ 26,635,000$, or $\$ 0.97$ per share. Income from continuing operations for the nine months ended September 26, 2004 and September 28, 2003 included net costs incurred for our manufacturing restructuring plan of $\$ 1,417,000$, or $\$ 0.04$ per share, and $\$ 640,000$, or $\$ 0.02$ per share, respectively.

Earnings per share for the third quarter and nine months of 2004 includes an increase of $17 \%$ in outstanding shares resulting from the Company's Class A Common Stock Offering in December 2003.

Patrick S. O'Keefe, Chief Executive Officer, commented, "We are pleased with the third quarter results from all three of our geographic segments, North America, Europe and China. Our overall increase in sales was achieved by internal growth, the contribution from acquired companies, and the change in foreign exchange rates. In comparing quarterly year over year sales, our internal growth rate was $10 \%$ and contributed $\$ 17,987,000$, the acquisitions of McCoy Enterprises, Inc, TEAM Precision Pipework, Ltd, and Flowmatic Systems, Inc. contributed $\$ 10,756,000$, or $6 \%$, and the change in foreign exchange rates contributed $\$ 5,938,000$, or $3 \%$, due primarily to the strengthening of the euro versus the U.S. dollar. Additionally, due to the adoption of Financial Accounting Standards Board Interpretation No. 46, "Consolidation of Variable Interest Entities-Revised" (FIN 46R) we recorded $\$ 4,653,000$ of revenue in the third quarter of 2004 as a result of the consolidation of our minority owned subsidiary, Jameco International LLC."

Mr. O'Keefe continued, "Our North American segment sales for the third quarter of 2004 increased $20 \%$ to $\$ 145,056,000$ compared to $\$ 121,001,000$ for the third quarter of 2003 . This increase in North American sales was due to internal sales growth of $\$ 10,462,000$, or $9 \%$, the inclusion of $\$ 8,358,0000$ in sales from the acquisition of McCoy Enterprises, Inc., acquired on May 21, 2004, and Flowmatic Systems, Inc., acquired on January 5, 2004, the inclusion of $\$ 4,653,000$ in sales resulting from the consolidation of Jameco International LLC, and $\$ 582,000$ due to favorable foreign exchange rates associated with the strengthening of the Canadian dollar versus the U.S. dollar."

Mr. O'Keefe continued, "Internal sales growth in the North American wholesale market was $9 \%$ over the third quarter of 2003. This increase was led by increased sales of backflow prevention units, as well as, strength in our plumbing and under-floor radiant heating product lines. Our internal sales growth in the North American home improvement retail market was $8 \%$ for the third quarter of 2004 over the third quarter of 2003.

Mr. O'Keefe continued, "We derived $29 \%$ of our total sales for the third quarter of 2004 from Europe. European sales increased $\$ 12,175,000$, or $24 \%$, compared to the third quarter of 2003. This increase includes internal sales growth of $\$ 4,421,000$, or $9 \%$, the inclusion of $\$ 2,398,000$ in sales from the acquisition of TEAM Precision Pipework, Ltd., acquired on April 16, 2004, and $\$ 5,356,000$ due to favorable foreign exchange rates associated with the strengthening of the euro versus the U.S. dollar. The internal sales growth is attributable to market share gains in the European wholesale markets."

Mr. O'Keefe continued, "We are pleased with the positive operating trends in our Chinese subsidiaries. The plants continue to increase capacity utilization and gain manufacturing efficiencies. These increased manufacturing efficiencies allowed our Chinese operations to generate a profit for the second consecutive quarter. Year-to-date, the operations are also profitable."

Mr. O'Keefe continued, "In the third quarter of 2004 we recorded a tax benefit of approximately $\$ 876,000$ for prior years state tax credits. We also recorded in cost of sales a pre-tax charge of approximately $\$ 567,000$ for accelerated depreciation for both the expected closure of a U.S. manufacturing plant and a reduction in the estimated useful lives of certain manufacturing equipment, both part of our cost reduction program. In this quarter we incurred and recorded pre-tax charges of approximately $\$ 1,200,000$ for costs to comply with the Sarbanes-Oxley Act ("SOX"). In addition, we expect to record approximately $\$ 3,000,000$ in the fourth quarter of 2004 for additional costs to comply with SOX".

On January 5, 2004, the Company acquired substantially all of the assets of Flowmatic Systems, Inc. located in Dunnellon, Florida, for approximately $\$ 16,800,000$ in cash. Flowmatic designs and distributes high quality reverse osmosis components and filtration equipment. Their product lines include stainless steel and plastic housings, filter cartridges, storage tanks, control valves, as well as complete reverse osmosis systems for residential and commercial applications.

On April 16, 2004, the Company acquired $90 \%$ of the stock of TEAM Precision Pipework, Ltd., located in Ammanford, West Wales, United Kingdom for approximately $\$ 17,200,000$ subject to final adjustments, if any, as stipulated in the purchase and sale agreement. TEAM custom designs and manufactures manipulated pipe and hose tubing assemblies, which are utilized in the heating ventilation and air conditioning markets. TEAM is a supplier to major original equipment manufacturers of air conditioning systems and several of the major European automotive air conditioning manufacturers.

On May 21, 2004, the Company acquired $100 \%$ of the stock of McCoy Enterprises, Inc., which we subsequently renamed Orion Enterprises, Inc. (Orion), located in Kansas City, Kansas, for approximately $\$ 27,800,000$ in cash. Orion distributes its products under the brand names of Orion, FloSafe and Laboratory Enterprises. Orion's product lines include a complete line of acid resistant waste products, double containment piping systems, as well as, a line of high purity pipes, fittings and faucets.

Watts Water Technologies, Inc. will hold a live web cast of its conference call to discuss third quarter results for 2004 on Wednesday, November 3, 2004, at 3:00 p.m. Eastern Time. This press release and the live webcast can be accessed by visiting the Investor Relations section of the Company's website at www.wattswater.com. Following the web cast, an archived version of the call will be available at the same address until November 3, 2005.

Watts Water Technologies, Inc. is a world leader in the manufacture of innovative products to control the efficiency, safety, and quality of water within residential, commercial, and institutional applications. Its expertise in a wide variety of water technologies enables it to be a comprehensive supplier to the water industry.

This Press Release includes statements that are not historical facts and are considered forward-looking within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements reflect Watts Water Technologies' current views about future results of operations and other forward-looking information. In some cases you can identify these statements by forward-looking words such as "anticipate," "believe," "could," "estimate," "expect," "intend," "may," "should," "will" and "would" or similar words. You should not rely on forward-looking statements because Watts' actual results may differ materially from those indicated by these forward-looking statements as a result of a number of important factors. These factors include, but are not limited to, the following: shortages in and pricing of raw materials and supplies including recent price increases by suppliers of raw materials and the Company's ability to pass these costs on to customers, loss of market share through competition, introduction of competing products by other companies, pressure on prices from competitors, suppliers, and/or customers, diversion of management's attention and costs associated with efforts to comply with Section 404 of the Sarbanes-Oxley Act of 2002, failure to meet the new requirements under Section 404 of the Sarbanes-Oxley Act of 2002 in a timely manner, identification and disclosure of material weaknesses in our internal controls over financial reporting, failure to expand our markets through acquisitions, failure or delay in developing new products, lack of acceptance of new products, failure to manufacture products that meet required performance and safety standards, foreign exchange rate fluctuations, cyclicality of industries, such as plumbing and heating wholesalers and home improvement retailers, in which the Company markets certain of its products, economic factors, such as the levels of housing starts and remodeling, impacting the markets where the Company's products are sold, manufactured, or marketed, environmental compliance costs, product liability risks, the results and timing of the Company's manufacturing restructuring plan, changes in the status of current litigation, including the James Jones case, and other risks and uncertainties discussed under the heading "Certain Factors Affecting Future Results" in the Watts Water Technologies, Inc. Annual Report on Form 10-K for the year ended December 31, 2003 filed with the Securities Exchange Commission and other reports Watts files from time to time with the Securities and Exchange Commission. Watts does not intend to, and undertakes no duty to, update the information contained in this Press Release.

WATTS WATER TECHNOLOGIES, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(Amounts in thousands, except per share information)
(Unaudited)

STATEMENTS OF INCOME

| Net sales | \$ | 214,843 | \$ | 175,509 | \$ | 618,183 | \$ | 514,713 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income from continuing operations | \$ | 13,830 | \$ | 9,019 | \$ | 38,879 | \$ | 26,635 |
| Loss from discontinued operations |  | (125) |  | (114) |  | (220) |  | $(3,014)$ |
| Net income | \$ | 13,705 | \$ | 8,905 | \$ | 38,659 | \$ | 23,621 |
| DILUTED EARNINGS PER SHARE |  |  |  |  |  |  |  |  |
| Weighted Average Number of |  |  |  |  |  |  |  |  |
| Common Shares \& Equivalents |  | 32,792 |  | 27,632 |  | 32,673 |  | 27,428 |
| Earnings per Share: |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | 0.42 | \$ | 0.33 | \$ | 1.19 | \$ | 0.97 |
| Discontinued operations |  | -- |  | (0.01) |  | (0.01) |  | (0.11) |
| Net income | \$ | 0.42 | \$ | 0.32 | \$ | 1.18 | \$ | 0.86 |
| Cash dividends per share | \$ | 0.07 | \$ | 0.06 | \$ | 0.21 | \$ | 0.18 |

# WATTS WATER TECHNOLOGIES, INC. AND SUBSIDIARIES 

 CONSOLIDATED BALANCE SHEETS(Amounts in thousands, except share information)

## (Unaudited)



# WATTS WATER TECHNOLOGIES, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF OPERATIONS 

(Amounts in thousands, except per share information)
(Unaudited)

|  | Third Quarter Ended |  |  |  | Nine Months Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { September } 26 \text {, } \\ & 2004 \end{aligned}$ |  | $\begin{gathered} \text { September } 28, \\ 2003 \end{gathered}$ |  | $\begin{gathered} \text { September } 26, \\ 2004 \end{gathered}$ | $\begin{gathered} \text { September } 28 \text {, } \\ 2003 \end{gathered}$ |  |
| Net sales | \$ | 214,843 | \$ | 175,509 | 618,183 | \$ | 514,713 |
| Cost of goods sold |  | 139,828 |  | 116,136 | 400,964 |  | 341,011 |
| GROSS PROFIT |  | 75,015 |  | 59,373 | 217,219 |  | 173,702 |
| Selling, general \& administrative expenses |  | 52,235 |  | 41,396 | 150,099 |  | 123,361 |
| Restructuring |  | -- |  | -- | -- |  | 114 |
| OPERATING INCOME |  | 22,780 |  | 17,977 | 67,120 |  | 50,227 |
| Other (income) expense: |  |  |  |  |  |  |  |
| Interest income |  | (202) |  | (362) | (721) |  | (744) |
| Interest expense |  | 2,641 |  | 3,659 | 7,994 |  | 8,563 |
| Minority interest |  | 371 |  | (410) | 877 |  | (448) |
| Other |  | (371) |  | 23 | (850) |  | (129) |
|  |  | 2,439 |  | 2,910 | 7,300 |  | 7,242 |
| INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES |  | 20,341 |  | 15,067 | 59,820 |  | 42,985 |
| Provision for income taxes |  | 6,511 |  | 6,048 | 20,941 |  | 16,350 |
| INCOME FROM CONTINUING OPERATIONS |  | 13,830 |  | 9,019 | 38,879 |  | 26,635 |
| Loss from discontinued operations, net of taxes |  | (125) |  | (114) | (220) |  | $(3,014)$ |
| NET INCOME | \$ | 13,705 | \$ | 8,905 | 38,659 | \$ | 23,621 |
| BASIC EPS Income (loss) per share: |  |  |  |  |  |  |  |
| Continuing operations | \$ | 0.43 | \$ | 0.33 | 1.21 | \$ | 0.98 |
| Discontinued operations |  | (0.01) |  | -- | (0.01) |  | (0.11) |
| NET INCOME | \$ | 0.42 | \$ | 0.33 | 1.20 | \$ | 0.87 |
| Weighted average number of shares |  | 32,320 |  | 27,306 | 32,242 |  | 27,196 |
| DILUTED EPS Income (loss) per share: |  |  |  |  |  |  |  |
| Continuing operations | \$ | 0.42 | \$ | 0.33 | 1.19 | \$ | 0.97 |
| Discontinued operations |  | -- |  | (0.01) | (0.01) |  | (0.11) |
| NET INCOME | \$ | 0.42 | \$ | 0.32 | 1.18 | \$ | 0.86 |
| Weighted average number of shares |  | 32,792 |  | 27,632 | 32,673 |  | 27,428 |
| Dividends per share | \$ | 0.07 | \$ | 0.06 | 0.21 | \$ | 0.18 |

# WATTS WATER TECHNOLOGIES, INC. AND SUBSIDIARIES <br> SEGMENT INFORMATION 

(Amounts in thousands)
(Unaudited)

|  | Third Quarter Ended |  | Nine Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 26, \\ 2004 \end{gathered}$ | $\begin{gathered} \text { September } 28, \\ 2003 \end{gathered}$ | $\begin{gathered} \text { September } 26, \\ 2004 \end{gathered}$ | $\begin{gathered} \text { September } 28, \\ 2003 \end{gathered}$ |
| North America | 145,056 | 121,001 | 415,198 | 352,118 |
| Europe | 62,386 | 50,211 | 183,400 | 149,109 |
| China | 7,401 | 4,297 | 19,585 | 13,486 |
| Total | 214,843 | 175,509 | 618,183 | 514,713 |
| Operating Income |  |  |  |  |
|  | Third Quarter Ended |  | Nine Months Ended |  |
|  | $\begin{gathered} \text { September } 26 \text {, } \\ 2004 \end{gathered}$ | $\begin{gathered} \text { September } 28 \text {, } \\ 2003 \end{gathered}$ | $\begin{gathered} \text { September } 26, \\ 2004 \end{gathered}$ | $\begin{gathered} \text { September } 28, \\ 2003 \end{gathered}$ |
| North America | 19,775 | 18,735 | 58,451 | 50,704 |
| Europe | 8,023 | 6,453 | 23,460 | 15,623 |
| China | 1,277 | $(1,730)$ | 1,276 | $(2,854)$ |
| Corporate | $(6,295)$ | $(5,481)$ | $(16,067)$ | $(13,246)$ |
| Total | 22,780 | 17,977 | 67,120 | 50,227 |

