## 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): January 28, 1998

## THE PITTSTON COMPANY

(Exact Name of registrant as specified in its charter)

## Virginia

(State or other
jurisdiction
of Incorporation)

1-9148

## (Commission

File Number)

54-1317776
(I.R.S. Employer

Identification No.)

1000 Virginia Center Parkway
P. O. Box 4229

Glen Allen, VA 23058-4229
(Address of principal (Zip Code) executive offices)
(804)553-3600
(Registrant's telephone number, including area code)

Item 5. Other Events
Item 5.-. Other Events

The Pittston Company has announced earnings for the fourth quarter of 1997 for its Brink's Group, Burlington Group and Minerals Group. Press releases dated January 28, 1998, are filed as exhibits to this report and are incorporated herein by reference.

## EXHIBITS

99(a) Registrant's Brink's Group press release dated January 28, 1998.

99(b) Registrant's Burlington Group press release dated January 28, 1998.

99(c) Registrant's Minerals Group press release dated January 28, 1998.

## SIGNATURE

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.

THE PITTSTON COMPANY
(Registrant)

By /s/ AUSTIN F. REED Vice President, General Counsel and Secretary

## Exhibit

99(a)

## Description

Registrant's Brink's Group
press release dated January 28, 1998
Registrant's Burlington Group press release dated January 28, 1998

Registrant's Minerals Group press release dated January 28, 1998

Richmond, VA - January 28, 1998 - Pittston Brink's Group reported net income of $\$ 21.2$ million, or $\$ .55$ per share ( $\$ .54$ diluted), in the fourth quarter ended December 31, 1997, an 18\% increase over the $\$ 18.0$ million, or $\$ .47$ per share ( $\$ .46$ diluted), earned in the fourth quarter of 1996. Combined fourth quarter revenues of Brink's, Incorporated and Brink's Home Security, Inc. increased 24\% to \$301.2 million. For the full year 1997, Pittston Brink's Group net income increased $23 \%$ to $\$ 73.6$ million or $\$ 1.92$ per share ( $\$ 1.90$ diluted) compared to $\$ 59.7$ million or $\$ 1.56$ per share ( $\$ 1.54$ diluted) for the comparable period in 1996. Combined revenues for the full year 1997 were up $21 \%$ to $\$ 1.1$ billion.

Brink's, Incorporated (Brink's)
Brink's worldwide consolidated revenues increased $26 \%$ to $\$ 254.1$ million in the quarter. Operating profits amounted to $\$ 25.8$ million, $37 \%$ greater than recorded in the prior year's quarter due to improvements in North American, European and Latin American operations. For the full year 1997, Brink's worldwide consolidated revenues increased $22 \%$ to a record $\$ 921.9$ million and operating profits climbed $44 \%$ to a record $\$ 81.6$ million, the thirteenth consecutive year of improved operating profits.

Revenues from North American operations (United States and Canada) amounted to $\$ 130.4$ million in the quarter, $18 \%$ higher than in the comparable period in 1996. Operating profits for the quarter increased $13 \%$ to $\$ 12.4$ million primarily due to improved results achieved by armored car operations, which include ATM services, and money processing operations. For the full year 1997, North American revenues and operating profits were $\$ 482.2$ million and $\$ 40.6$ million, respectively, representing increases of $15 \%$ and $18 \%$ over the full year 1996.

Revenues and operating profits from European operations and affiliates amounted to $\$ 45.1$ million and $\$ 5.0$ million, respectively, in the quarter, $28 \%$ and 82\% higher than in the comparable 1996 periods. The increase in operating profits reflects improved results from most operating units, particularly in the Netherlands and France. For the full year 1997, revenues increased 14\% to \$146.5 million and operating profits increased $112 \%$ to $\$ 10.0$ million. Europe's operating profits in 1997 were much improved in most countries but were partially offset by lower results from the $38 \%$ owned affiliate in France. Yesterday, Brink's announced that its subsidiary had acquired, for payments over three years totaling the equivalent of approximately US $\$ 39$ million, nearly all of the remaining shares of its affiliate in France, which had revenues of approximately US \$220 million in 1997.

Revenues and operating profits from Latin American operations and affiliates amounted to $\$ 71.9$ million and $\$ 7.8$ million, respectively, in the quarter, $45 \%$ and $98 \%$ higher than in the comparable 1996 periods. The increase in revenues reflects the acquisition, in the first quarter of 1997, of a majority interest in Brink's Venezuelan affiliate, in which Brink's previously owned a 15\% interest. Brink's now owns $61 \%$ of this company. The improvement in Latin American operating profits was also attributable to the increased ownership position in the Venezuelan affiliate. Interest and minority interest expenses associated with the acquisition partially offset the profits generated by the Venezuelan operations.

Revenues and operating profits from Asia/Pacific operations and affiliates amounted to $\$ 6.6$ million and $\$ 0.6$ million, respectively, in the quarter. Revenues were essentially unchanged over the comparable 1996 period and operating profits decreased $\$ 0.6$ million.

Brink's Home Security, Inc. (BHS)
Brink's Home Security's revenues totaled $\$ 47.1$ million in the fourth quarter 1997, a $15 \%$ increase over the year earlier period. Operating profits increased $23 \%$ to $\$ 13.4$ million. For the full year ended December 31, 1997, revenues and operating profits increased $15 \%$ and $18 \%$, respectively, to $\$ 179.6$ million and $\$ 52.8$ million.

Brink's Home Security's subscriber base increased by $15 \%$ in 1997 and now exceeds 511,000 customers. Installations exceeded 105,000 in 1997, a $7 \%$ increase over the prior year. In the fourth quarter, Brink's Home Security installed over 25,000 new subscribers, slightly less than a year earlier. A major factor in the fourth quarter decrease was lower responses to advertising early in the quarter. Annualized recurring revenues increased 21\% to $\$ 154.7$ million as of December 31, 1997 due to a greater number of subscribers and higher average monitoring fees per subscriber. Brink's Home Security's disconnect rate for the full year 1997 was $7.5 \%$, excluding the discontinuance in the fourth quarter of about 4,300 special, limited service contracts for a large homeowners' association.

Over 95\% of fourth quarter installations included up front cash payments. The company believes this cash commitment from the customer is key to maintaining a low disconnect rate and maximizing long term economic value. Efforts are on-going to maximize installation revenues and reduce the already industry low disconnect rate.

Based on demonstrated retention of customers, Brink's Home Security adjusted its annual depreciation rate for capitalized subscribers' installation costs beginning in 1997. This change more accurately matches depreciation expense with monthly recurring revenue generated from customers. This change in estimate reduced depreciation expense for capitalized installation costs for the quarter and full year ended December 31, 1997 by approximately $\$ 2.4$ million and $\$ 8.9$ million, respectively.

Brink's Home Security occupied a new state-of-the-art national
monitoring, customer service and corporate center in Irving, Texas, in November, 1997. This 91,000 square foot facility allowed Brink's Home Security to consolidate its operations from three buildings into one, which is expected to
result in greater operating efficiencies. Brink's Home Security opened
operations in Salt Lake City and the New York metropolitan area during the fourth quarter, bringing to seven the total number of new markets opened in 1997.

Financial - Consolidated
The Pittston Company (the "Company") reported consolidated revenues of $\$ 912.1$ million in the fourth quarter ended December 31, 1997 compared to $\$ 820.5$ million for the comparable period in 1996. Net income was $\$ 37.9$ million compared to $\$ 31.1$ million in the prior year's quarter. For the full year 1997, consolidated revenues were $\$ 3.4$ billion and net income was $\$ 110.2$ million. A year ago, consolidated revenues for the full year 1996 were $\$ 3.1$ billion and net income was $\$ 104.2$ million. Consolidated cash flow from operating activities totaled $\$ 268.1$ million for the full year ended December 31, 1997. Total debt at December 31, 1997 was $\$ 243.3$ million.

During 1997 the Company purchased 1,515 shares of its Series C Convertible Preferred Stock, 166,000 shares of Pittston Brink's Group Common Stock and 332,300 shares of Pittston Burlington Group Common Stock at a total cost of $\$ .6$ million, $\$ 4.3$ million and $\$ 7.4$ million respectively. As of December 31, 1997 the Company had remaining authority to purchase over time 1 million shares of Pittston Minerals Group Common Stock, 1.1 million shares of Pittston Brink's Common Stock, 1.1 million shares of Pittston Burlington Group Common Stock and an additional $\$ 24.4$ million of its Series C Convertible Preferred Stock. The aggregate purchase price limitation for all common stock purchases was $\$ 24.9$ million at December 31, 1997.

*     *         *             *                 *                     *                         *                             *                                 *                                     * 

Pittston Brink's Group Common Stock (NYSE-PZB), Pittston Burlington Group Common Stock (NYSE-PZX) and Pittston Minerals Group Common Stock (NYSE-PZM) represent the three classes of common stock of The Pittston Company, a diversified company with interests in security services through Brink's, Incorporated and Brink's Home Security, Inc. (Pittston Brink's Group), global freight transportation and logistics management services through BAX Global Inc. (Pittston Burlington Group) and mining and minerals exploration through Pittston Coal Company and Pittston Mineral Ventures (Pittston Minerals Group). Copies of the Pittston Burlington Group and Pittston Minerals Group earnings releases are available upon request.

Pittston Brink's Group Supplemental Financial Data

BRINK'S, INCORPORATED

| (In thousands) |  | Three Months <br> Ended December 31 |  | Twelve Months Ended December 31 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1997 | 1996 | 1997 | 1996 |
|  | (Unaudited) |  |  |  |  |
| OPERATING REVENUES |  |  |  |  |  |
| North America (United States \& Canada) | \$ | 130,430 | 110,670 | 482,182 | 418,941 |
| Europe |  | 45,133 | 35,253 | 146,464 | 128,848 |
| Latin America |  | 71,923 | 49,657 | 266,445 | 182,481 |
| Asia/Pacific |  | 6,612 | 6,675 | 26,760 | 23,741 |
| Total operating revenues | \$ | 254,098 | 202,255 | 921, 851 | 754, 011 |
| OPERATING PROFIT |  |  |  |  |  |
| North America (United States \& Canada) | \$ | 12,417 | 11,004 | 40,612 | 34,387 |
| Europe |  | 4,981 | 2,738 | 10,039 | 4,734 |
| Latin America |  | 7,764 | 3,923 | 28,711 | 15,243 |
| Asia/Pacific |  | 624 | 1,223 | 2,229 | 2,459 |
| Total operating profit | \$ | 25,786 | 18,888 | 81,591 | 56,823 |
| DEPRECIATION AND AMORTIZATION | \$ | 5,990 | 6,072 | 30,758 | 24,293 |

BRINK'S HOME SECURITY, INC.

| (Dollars in thousands) |  | Three Months Ended December 31 |  | Twelve Months Ended December 31 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1997 | 1996 | 1997 | 1996 |
|  | (Unaudited) |  |  |  |  |
| OPERATING REVENUES | \$ | 47,102 | 40,921 | 179,583 | 155,802 |
| OPERATING PROFIT | \$ | 13,390 | 10,860 | 52,844 | 44,872 |
| DEPRECIATION AND AMORTIZATION | \$ | 8,682 | 8,032 | 30,344 | 30,115 |
| Annualized recurring revenues (a) |  |  |  | 154,718 | 128,106 |


| Number of Subscribers: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Beginning of period | 500,374 | 427,793 | 446,505 | 378,659 |
| Installations | 25,242 | 26,511 | 105, 630 | 98,541 |
| Disconnects | $(9,803)$ | $(7,799)$ | $(36,322)$ | $(30,695)$ |
| Discontinued limited service contracts (b) | $(4,281)$ | - | $(4,281)$ | - |
| End of period | 511,532 | 446,505 | 511, 532 | 446,505 |

(a) Annualized recurring revenues are calculated based on the number of subscribers at period end multiplied by the average fee per subscriber received in the last month of the period for monitoring, maintenance and related services.
(b) Special limited service contracts for a large homeowners' association that were discontinued as of December 31, 1997.

Pittston Brink's Group STATEMENTS OF OPERATIONS


SEGMENT INFORMATION

| Operating revenues: Brink's | \$ | 254,098 | 202,255 | 921,851 | 754,011 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| BHS |  | 47,102 | 40,921 | 179,583 | 155, 802 |
| Total operating revenues | \$ | 301, 200 | 243,176 | 1,101,434 | 909,813 |
| Operating profit: |  |  |  |  |  |
| Brink's | \$ | 25,786 | 18,888 | 81,591 | 56,823 |
| BHS |  | 13,390 | 10,860 | 52,844 | 44,872 |
| Segment operating profit |  | 39,176 | 29,748 | 134,435 | 101,695 |
| General corporate expense |  | $(1,810)$ | $(1,573)$ | $(6,871)$ | $(7,457)$ |
| Total operating profit | \$ | 37,366 | 28,175 | 127,564 | 94,238 |

See accompanying notes.

## s)

Current assets:

| Cash and cash equivalents | \$ | 37,694 | 20,012 |
| :---: | :---: | :---: | :---: |
| Accounts receivable, net of estimated amounts uncollectible |  | 160,912 | 124,928 |
| Inventories and other current assets |  | 48,518 | 45,117 |
| Total current assets |  | 247,124 | 190, 057 |
| Property, plant and equipment, at cost, net of accumulated depreciation and amortization |  | 346,672 | 256,759 |
| Intangibles, net of accumulated amortization |  | 18,510 | 28,162 |
| Other assets |  | 80,024 | 76,687 |
| Total assets | \$ | 692,330 | 551,665 |
| Liabilities and Shareholder's Equity |  |  |  |
| Current liabilities | \$ | 178,348 | 139,392 |
| Long-term debt, less current maturities |  | 38,682 | 5,542 |
| Other liabilities |  | 94,820 | 93,353 |
| Total liabilities |  | 311,850 | 238,287 |
| Shareholder's equity |  | 380,480 | 313,378 |
| Total liabilities and shareholder's equity | \$ | 692,330 | 551,665 |

See accompanying notes.

Pittston Brink's Group
STATEMENTS OF CASH FLOWS

|  | Twelve Months Ended December 31 |
| :---: | :---: |
| (In thousands) | 19971996 |

Cash flows from operating activities:
Net income
Adjustments to reconcile net income to net
cash provided by operating activities:
Depreciation and amortization
Other, net
Changes in operating assets and liabilities, $\quad$ net of effects of acquisitions
$\quad$ and dispositions:
Increase in receivables
Increase in inventories and other current assets
$\quad$ Increase in current liabilities
Other, net

See accompanying notes.

The Pittston Company and Subsidiaries
Pittston Brink's Group
NOTES TO FINANCIAL INFORMATION
(1) The Pittston Company (the "Company") has three classes of common stock: Pittston Brink's Group Common Stock ("Brink's Stock"), Pittston Burlington Group Common Stock ("Burlington Stock") and Pittston Minerals Group Common Stock ("Minerals Stock"), which were designed to provide shareholders with separate securities reflecting the performance of the Pittston Brink's Group (the "Brink's Group"), Pittston Burlington Group (the "Burlington Group") and Pittston Minerals Group (the "Minerals Group"), respectively, without diminishing the benefits of remaining a single corporation or precluding future transactions affecting any of the Groups.

The financial information for the Brink's Group includes the results of the Company's Brink's, Incorporated ("Brink's") and Brink's Home Security, Inc. ("BHS") businesses. It is prepared using the amounts included in the Company's consolidated financial statements. Accordingly, the Company's consolidated financial statements must be read in connection with the Brink's Group's financial data.
(2) In 1988, the trustees of certain pension and benefit trust funds (the "Trust Funds") established under collective bargaining agreements with the United Mine Workers of America ("UMWA") brought an action (the "Evergreen Case") against the Company and a number of its coal subsidiaries, claiming that the defendants were obligated to contribute to such Trust Funds in accordance with the provisions of the 1988 and subsequent National Bituminous Coal Wage Agreements, to which neither the Company nor any of its subsidiaries were a signatory. In 1993, the Company recognized in its consolidated financial statements the potential liability that might have resulted from an ultimate adverse judgement in the Evergreen Case.

In March 1996, a settlement was reached in the Evergreen Case. Under the terms of the settlement, the coal subsidiaries which had been signatories to earlier National Bituminous Coal Wage Agreements agreed to make various lump sum payments in full satisfaction of all amounts allegedly due to the Trust Funds through January 31, 1996, to be paid over time as follows: approximately $\$ 25.8$ million upon dismissal of the Evergreen Case and the remainder of $\$ 24$ million in installments of $\$ 7.0$ million in 1996 and $\$ 8.5$ million in each of 1997 and 1998. The first payment was entirely funded through an escrow account previously established by the Company. The second and third payments of $\$ 7.0$ million and $\$ 8.5$ million were paid in 1996 and 1997, respectively, and were funded from cash provided by operating activities. In addition, the coal subsidiaries agreed to future participation in the UMWA 1974 Pension Plan.

As a result of the settlement of the Evergreen Case at an amount lower than previously accrued, the Company recorded a pretax gain of \$35.7 million ( $\$ 23.2$ million after-tax) in the first quarter of 1996 in its consolidated financial statements.
(3) In 1996, the Company adopted Statement of Financial Accounting Standards ("SFAS") No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of". SFAS No. 121 requires companies to review assets for impairment whenever circumstances indicate that the carrying amount of an asset may not be recoverable. SFAS No. 121, resulted in a pretax charge to earnings in the first quarter of 1996 for the Company and the Minerals Group of $\$ 29.9$ million ( $\$ 19.5$ million after-tax), of which $\$ 26.3$ million was included in cost of sales and $\$ 3.6$ million was included in selling, general and administrative expenses. SFAS No. 121 had no impact on the Brink's Group.
(4) Based on demonstrated retention of customers, BHS adjusted its annual depreciation rate for capitalized subscribers' installation costs beginning in 1997. This change more accurately matches depreciation expense with monthly recurring revenue generated from customers. This change in accounting estimate reduced depreciation expense for capitalized installation costs by $\$ 2.4$ million and $\$ 8.9$ million in the quarter and year ended December 31, 1997, respectively.
(5) Under the share repurchase program authorized by the Board of Directors of the Company (the "Board"), the Company purchased shares in the periods presented as follows:

|  | Quarter Ended December 31 1997 |  | Quarter Ended December 31 1996 | Year Ended December 31 1997 | Year Ended December 31 1996 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Brink's Stock: |  |  |  |  |  |
| Shares |  | - | 278,000 | 166,000 | 278,000 |
| Cost (in millions) | \$ | - | 6.9 | 4.3 | 6.9 |
| Burlington Stock: |  |  |  |  |  |
| Shares |  | - | 55,300 | 332,300 | 75,600 |
| Cost (in millions) | \$ | - | 1.0 | 7.4 | 1.4 |
| Convertible Preferred Stock: |  |  |  |  |  |
| Shares |  | - | - | 1,515 | 20,920 |
| Cost (in millions) | \$ | - | - | 0.6 | 7.9 |
| Excess carrying amount (a) | \$ | - | - | 0.1 | 2.1 |

(a) The excess of the carrying amount of the Convertible Preferred Stock over the cash paid to holders for repurchases made during the years. This amount is deducted from preferred dividends in the company's Statement of operations.
(6) In the fourth quarter of 1997, the Company implemented a new accounting standard, Statement of Financial Accounting Standards ("SFAS") No. 128, "Earnings Per Share." SFAS No. 128 replaced the calculation of primary and fully diluted net income per share with basic and diluted net income per share. Unlike primary net income per share, basic net income per share excludes any dilutive effects of options, warrants and convertible securities. Diluted net income per share is very similar to the previous fully diluted net income per share. All prior-period net income per share data have been restated to conform with the provisions of SFAS No. 128.
(7) Certain prior period amounts have been reclassified to conform to the current period's financial statement presentation.
(8) Financial information for the Minerals Group, which includes the results of the Pittston Coal Company and Pittston Mineral Ventures operations, and the Burlington Group which includes the results of the Company's BAX Global Inc. business, is available upon request.

## The Pittston Company and Subsidiaries CONSOLIDATED STATEMENTS OF OPERATIONS



See accompanying notes.

Current assets:
Cash and cash equivalents
Accounts receivable, net of estimated
amounts uncollectible

See accompanying notes.

The Pittston Company and Subsidiaries CONSOLIDATED STATEMENTS OF CASH FLOWS

| (In thousands) |  | Twelve Months Ended December 31 19971996 |  |
| :---: | :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |  |
| Net income | \$ | 110,198 | 104,154 |
| Adjustments to reconcile net income to net cash |  |  |  |
| provided by operating activities: |  |  |  |
| Noncash charges and other write-offs |  | 830 | 29,948 |
| Depreciation, depletion and amortization |  | 129,186 | 114,617 |
| Provision for aircraft heavy maintenance |  | 34, 057 | 32,057 |
| Provision for deferred income taxes |  | 10,611 | 19,320 |
| Other, net |  | 21,750 | 14,972 |
| Changes in operating assets and liabilities |  |  |  |
| net of effects of acquisitions and dispositions: |  |  |  |
| Increase in receivables |  | $(39,697)$ | $(53,885)$ |
| (Increase) decrease in inventories and other current assets |  | $(2,638)$ | 7,402 |
| Increase in current liabilities |  | 32,562 | 382 |
| Other, net |  | $(28,750)$ | $(72,296)$ |
| Net cash provided by operating activities |  | 268,109 | 196,671 |
| Cash flows from investing activities: |  |  |  |
| Additions to property, plant and equipment |  | $(173,768)$ | $(180,651)$ |
| Proceeds from disposal of property, |  |  |  |
| plant and equipment <br> Aircraft heavy maintenance |  | $\begin{gathered} 4,064 \\ (29,748) \end{gathered}$ | $\begin{gathered} 11,309 \\ (23,373) \end{gathered}$ |
| Acquisitions and related contingent payments, net of cash acquired |  | $(65,494)$ | $(4,168)$ |
| Other, net |  | 7,589 | 5,272 |
| Net cash used by investing activities |  | $(257,357)$ | $(191,611)$ |
| Cash flows from financing activities: |  |  |  |
| Net additions to debt |  | 41,991 | 14,000 |
| Share and other equity activity, net |  | $(24,082)$ | $(30,666)$ |
| Net cash provided (used) by financing activities |  | 17,909 | $(16,666)$ |
| Net increase (decrease) in cash and cash equivalents |  | 28,661 | $(11,606)$ |
| Cash and cash equivalents at beginning of period |  | 41, 217 | 52,823 |
| Cash and cash equivalents at end of period | \$ | 69,878 | 41,217 |

See accompanying notes.

Richmond, VA - January 28, 1998 - Pittston Burlington Group reported net income of $\$ 13.2$ million, or $\$ .68$ per share ( $\$ .66$ diluted), in the fourth quarter ended December 31, 1997, a $25 \%$ increase over the $\$ 10.6$ million, or $\$ .55$ per share ( $\$ .53$ diluted) earned in the fourth quarter of 1996. Consolidated worldwide revenues totaled $\$ 448.0$ million, an $11 \%$ increase over the $\$ 403.5$ million reported in the prior year's quarter. For the full year 1997, consolidated worldwide revenues increased $13 \%$ to $\$ 1.7$ billion compared to $\$ 1.5$ billion for the full year 1996. Net income for the full year was $\$ 40.2$ million, or $\$ 2.06$ per share ( $\$ 2.01$ diluted), excluding special second quarter consulting expenses of $\$ .40$ per share ( $\$ .39$ diluted). A year ago, net income was $\$ 33.8$ million, or $\$ 1.76$ per share ( $\$ 1.72$ diluted).

## International

BAX Global's international revenues rose $10 \%$ in the fourth quarter to $\$ 282.6$ million from $\$ 257.5$ million in the comparable 1996 period reflecting growth in all major geographic regions. International expedited freight services revenues increased $9 \%$ to $\$ 214.3$ million due to higher volumes. Other international revenues, which consist primarily of customs clearances and ocean services, rose $11 \%$ to $\$ 68.3$ million.

International operating profits amounted to $\$ 11.8$ million in the fourth quarter, a $39 \%$ increase over the $\$ 8.5$ million earned in the fourth quarter of 1996. The increase was due in large part to continued improvement in U.S. export operating margins. For the full year 1997, international revenues increased $11 \%$ to $\$ 1.03$ billion from $\$ 930.3$ million for full year 1996. In 1997, excluding the special second quarter consulting expenses, international operating profits totaled $\$ 38.9$ million, a $36 \%$ increase over the $\$ 28.5$ million recorded a year earlier. The increase reflects the improvement in U.S. export operating margins and continued expansion of ocean freight services.

BAX Global and the privately held Distribution Services Limited ("DSL") have mutually agreed not to complete the acquisition of DSL by BAX Global. While the preliminary purchase agreement that was announced December 17, 1997 has been terminated, the companies continue to look for alternative ways to cooperate for mutual benefit.

Intra-U.S.
In the fourth quarter, BAX Global's intra-U.S. expedited freight services revenues increased $15 \%$ to $\$ 163.2$ million, mainly reflecting higher volumes. Intra- U.S. operating profits were $\$ 12.3$ million in the fourth quarter, a $16 \%$ increase compared to the $\$ 10.6$ million earned in the same period a year ago. Fourth quarter intra-U.S. expedited freight services average yield (revenue per pound) increased slightly while weight shipped increased 14\% over the 1996 fourth quarter. For the full year 1997, intra-U.S. revenues increased 13\% to $\$ 628.4$ million compared to $\$ 554.6$ million for full year 1996. In full year 1997, excluding the special second quarter consulting expenses, intra-U.S. operating profits were $\$ 36.9$ million compared to $\$ 36.1$ million a year earlier.

During 1997, BAX Global began a Business Process Innovation ("BPI") program comprised of an extensive review of all aspects of the company's operations. Senior management from around the world, working with a major consulting firm, reviewed all areas of the business including sales, operations, finance, logistics and information technology. The result, which was customerdriven, was the development of a master plan for performance improvements which, when fully implemented, is intended to deliver the highest level of customer service in the logistics management and freight transportation industries. The plan details improvements in BAX Global's worldwide business through development of information systems that are intended to enhance productivity, improve the company's competitive position and make it easy for customers to do business with BAX Global.

BAX Global recently initiated the detailed design phase with an expenditure commitment of approximately $\$ 50$ million over the next six months largely in the form of capital expenditures. This detailed design phase is planned to be completed in mid-1998. This phase is intended to detail significant earnings enhancements achievable as a result of this process, following which the implementation phase would be authorized. A further incremental investment in technology, business improvements and employee training of up to $\$ 150$ million, depending on the scope of benefits and enhancements, could be required over the next two to three years. When fully implemented, BAX Global will have a fully integrated global information management system which is expected to help create significant
sustainable competitive advantages, substantially enhance customer service and facilitate major improvements in employee productivity, market share and profitability.

## Financial - Consolidated

The Pittston Company (the "Company") reported consolidated revenues of $\$ 912.1$ million in the fourth quarter ended December 31, 1997 compared to $\$ 820.5$ million for the comparable period in 1996. Net income was $\$ 37.9$ million compared to $\$ 31.1$ million in the prior year's quarter. For the full year 1997, consolidated revenues were $\$ 3.4$ billion and net income was $\$ 110.2$ million. Consolidated revenues for full year 1996 were $\$ 3.1$ billion and net income was $\$ 104.2$ million. Consolidated cash flow from operating activities totaled $\$ 268.1$ million for the full year ended December 31, 1997. Total debt at December 31, 1997 was \$243.3 million.

During 1997 the Company purchased 1,515 shares of its Series $C$ Cumulative Convertible Preferred Stock and 166,000 shares of Pittston Brink's Group Common Stock and 332,300 shares of Pittston Burlington Group Common Stock at a total cost of $\$ .6$ million, $\$ 4.3$ million and $\$ 7.4$ million, respectively. As of December 31,1997 the Company had remaining authority to purchase over time 1 million shares of Pittston Minerals Group Common Stock; 1.1 million shares of

Pittston Brink's Common Stock; 1.1 million shares of Pittston Burlington Group Common Stock and an additional $\$ 24.4$ million of its Series C Convertible Preferred Stock. The aggregate purchase price limitation for all common stock was $\$ 24.9$ million at December 31, 1997.

This release contains both historical and forward looking information. In particular, statements herein regarding BPI capital investment projections and the benefits from the redesign initiatives are subject to known and unknown risks, uncertainties and contingencies, many of which are beyond the control of BAX Global and which may cause actual results, performance or achievements to differ materially from those which are anticipated. Factors that might affect such forward looking statements include, among others, changes in the scope of BPI, delays in the design and implementation of BPI, overall economic and business conditions, the demand for BAX Global's services, pricing and other competitive factors in the industry, new government regulations, and uncertainty about the implementation of systems initiatives.

Pittston Burlington Group Common Stock (NYSE-PZX), Pittston Brink's Group Common Stock (NYSE-PZB) and Pittston Minerals Group Common Stock (NYSE-PZM) represent the three classes of common stock of The Pittston Company, a diversified company with interests in global freight transportation and logistics management services through BAX Global Inc. (Pittston Burlington Group), security services through Brink's, Incorporated and Brink's Home Security, Inc. (Pittston Brink's Group), and in mining and minerals exploration through Pittston Coal Company and Pittston Mineral Ventures (Pittston Minerals Group). Copies of the Pittston Brink's Group and Pittston Minerals Group earnings releases are available upon request.

BAX GLOBAL INC.

|  | Three Months | Twelve Months |
| :--- | ---: | ---: |
| (In thousands, | Ended December 31 | Ended December 31 |
| except per pound/shipment amounts) | 1997 | 1996 |

## operating revenues

Intra-U.S.:

| Expedited freight services | \$ | 163,167 | 142,409 | 620,839 | 547,647 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Other |  | 2,207 | 3,588 | 7,579 | 6,906 |
| Total Intra-U.S. |  | 165,374 | 145,997 | 628,418 | 554,553 |
| International: |  |  |  |  |  |
| Expedited freight services | \$ | 214,279 | 196,142 | 784,730 | 713,834 |
| Customs clearances |  | 32,749 | 31,645 | 124,145 | 120,438 |
| Ocean and other |  | 35,584 | 29,749 | 125, 045 | 96,044 |
| Total International |  | 282,612 | 257,536 | 1,033,920 | 930,316 |
| Total operating revenues | \$ | 447,986 | 403,533 | 1,662,338 | 1,484,869 |
| OPERATING PROFIT |  |  |  |  |  |
| Intra-U.S. | \$ | 12,305 | 10,623 | 36,858 | 36,143 |
| International |  | 11,842 | 8,503 | 38,906 | 28,461 |
| Other (a) |  | - | - | $(12,500)$ | - |
| Total operating profit | \$ | 24,147 | 19,126 | 63,264 | 64,604 |
| Expedited freight services shipment growth rate |  | 7.3\% | (3.0\%) | 12.0\% | 1.3\% |
| Expedited freight services weight growth rate: |  |  |  |  |  |
|  |  | 13.6\% | (1.6\%) | 8.7\% | 3.3\% |
| International |  | 10.7\% | (2.6\%) | 9.0\% | 2.5\% |
| Worldwide |  | 12.1\% | (2.2\%) | 8.9\% | 2.9\% |
| Expedited freight services |  |  |  |  |  |
| Expedited freight services shipments(thousands) |  | 1,357 | 1,265 | 5,798 | 5,179 |
| Expedited freight services average: |  |  |  |  |  |
| Yield (revenue per pound) | \$ | . 908 | . 913 | . 903 | . 882 |
| Revenue per shipment | \$ | 278 | 268 | 242 | 244 |
| Weight per shipment (pounds) |  | 306 | 293 | 268 | 276 |

(a) Consulting expenses related to the redesign of BAX Global Inc.'s business processes and new information systems architecture.

| (In thousands, except per share amounts) |  | Three Months <br> Ended December 31 |  | Twelve Months Ended December 31 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1997 | 1996 | 1997 | 1996 |
|  | (Unaudited) |  |  |  |  |
| Operating revenues | \$ | 447,986 | 403,533 | 1,662,338 | 1,484,869 |
| Operating expenses |  | 389,639 | 354,903 | 1,455,336 | 1,301,974 |
| Selling, general and administrative expenses |  | 36,658 | 31,618 | 153,104 | 127,254 |
| Total costs and expenses |  | 426,297 | 386,521 | 1,608,440 | 1,429,228 |
| Other operating income, net |  | 648 | 564 | 2,507 | 1,530 |
| Operating profit |  | 22,337 | 17,576 | 56,405 | 57,171 |
| Interest income |  | 221 | 286 | 820 | 2,463 |
| Interest expense |  | $(1,641)$ | $(1,113)$ | $(5,211)$ | $(4,097)$ |
| Other expense, net |  | (8) | (89) | (679) | $(2,028)$ |
| Income before income taxes |  | 20,909 | 16,660 | 51,335 | 53,509 |
| Provision for income taxes |  | 7,729 | 6,073 | 18,987 | 19,708 |
| Net income | \$ | 13,180 | 10,587 | 32,348 | 33,801 |
| Net income per common share: |  |  |  |  |  |
| Basic | \$ | . 68 | . 55 | 1.66 | 1.76 |
| Diluted |  | . 66 | . 53 | 1.62 | 1.72 |
| Average common shares outstanding: |  |  |  |  |  |
| Basic |  | 19,443 | 19,408 | 19,448 | 19,223 |
| Diluted |  | 20,054 | 19,828 | 19,993 | 19,681 |

SEGMENT INFORMATION

| Operating revenues: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| BAX Global | \$ | 447,986 | 403,533 | 1,662,338 | 1,484,869 |
| Operating profit: |  |  |  |  |  |
| BAX Global | \$ | 24,147 | 19,126 | 63,264 | 64,604 |
| General corporate expense |  | $(1,810)$ | $(1,550)$ | $(6,859)$ | $(7,433)$ |
| Operating profit | \$ | 22,337 | 17,576 | 56,405 | 57,171 |

See accompanying notes.

Pittston Burlington Group
CONDENSED BALANCE SHEETS

|  | December 31 | December 31 |
| :---: | :---: | :---: |
| (In thousands) | 1997 | 1996 |

## Assets

Current assets:
Cash and cash equivalents
Accounts receivable, net of estimated amounts
uncollectible

| (In thousands) | Twelve Months Ended December 31 19971996 |  |  |
| :---: | :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |  |
| Net income | \$ | 32,348 | 33,801 |
| Adjustments to reconcile net income to net cash |  |  |  |
| Depreciation and amortization |  | 29,905 | 23,427 |
| Provision for aircraft heavy maintenance |  | 34,057 | 32,057 |
| Other, net |  | 4,730 | 3,556 |
| Changes in operating assets and liabilities, net of effects of acquisitions and dispositions: |  |  |  |
| Increase in receivables |  | $(43,012)$ | $(33,875)$ |
| Decrease in inventories and other current assets |  | 2,531 | 680 |
| Increase in current liabilities |  | 13,534 | 5,300 |
| Other, net |  | $(2,585)$ | $(1,857)$ |
| Net cash provided by operating activities |  | 71,508 | 63,089 |
| Cash flows from investing activities: |  |  |  |
| Additions to property, plant and equipment |  | (31, 064 ) | $(61,321)$ |
| Proceeds from disposal of property, plant and equipment |  | 75 | 3,898 |
| Acquisitions and related contingent payments, net of cash acquired |  | $(9,131)$ | $(2,944)$ |
| Aircraft heavy maintenance |  | $(29,748)$ | $(23,373)$ |
| Other, net |  | 4,857 | 4,757 |
| Net cash used by investing activities |  | $(65,011)$ | $(78,983)$ |
| Cash flows from financing activities: |  |  |  |
| Net additions to (reductions of) debt |  | 6,346 | (364) |
| Payments from Minerals Group |  | 7,696 | 12,179 |
| Share and other equity activity, net |  | $(9,567)$ | $(3,950)$ |
| Net cash provided by financing activities |  | 4,475 | 7,865 |
| Net increase (decrease) in cash and cash equivalents |  | 10,972 | $(8,029)$ |
| Cash and cash equivalents at beginning of period |  | 17,818 | 25,847 |
| Cash and cash equivalents at end of period | \$ | 28,790 | 17,818 |

See accompanying notes.

The Pittston Company and Subsidiaries
Pittston Burlington Group
NOTES TO FINANCIAL INFORMATION
(1) The Pittston Company (the "Company") has three classes of common stock: Pittston Brink's Group Common Stock ("Brink's Stock"), Pittston Burlington Group Common Stock ("Burlington Stock") and Pittston Minerals Group Common Stock ("Minerals Stock"), which were designed to provide shareholders with separate securities reflecting the performance of the Pittston Brink's Group (the "Brink's Group"), Pittston Burlington Group (the "Burlington Group") and Pittston Minerals Group (the "Minerals Group"), respectively, without diminishing the benefits of remaining a single corporation or precluding future transactions affecting any of the Groups.

The financial information for the Burlington Group includes the results of the Company's BAX Global Inc. business. It is prepared using the amounts included in the Company's consolidated financial statements. Accordingly, the Company's consolidated financial statements must be read in connection with the Burlington Group's financial data.
(2) In 1988, the trustees of certain pension and benefit trust funds (the "Trust Funds") established under collective bargaining agreements with the United Mine Workers of America ("UMWA") brought an action (the "Evergreen Case") against the Company and a number of its coal subsidiaries, claiming that the defendants were obligated to contribute to such Trust Funds in accordance with the provisions of the 1988 and subsequent National Bituminous Coal Wage Agreements, to which neither the Company nor any of its subsidiaries were a signatory. In 1993, the Company recognized in its consolidated financial statements the potential liability that might have resulted from an ultimate adverse judgement in the Evergreen Case.

In March 1996, a settlement was reached in the Evergreen Case. Under the terms of the settlement, the coal subsidiaries which had been signatories to earlier National Bituminous Coal Wage Agreements agreed to make various lump sum payments in full satisfaction of all amounts allegedly due to the Trust Funds through January 31, 1996, to be paid over time as follows: approximately $\$ 25.8$ million upon dismissal of the Evergreen Case and the remainder of $\$ 24$ million in installments of $\$ 7.0$ million in 1996 and $\$ 8.5$ million in each of 1997 and 1998 . The first payment was entirely funded through an escrow account previously established by the Company. The second and third payments of $\$ 7.0$ million and $\$ 8.5$ million were paid in 1996 and 1997, respectively, and were funded from cash provided by operating activities. In addition, the coal subsidiaries agreed to future participation in the UMWA 1974 Pension Plan.

As a result of the settlement of the Evergreen Case at an amount lower than previously accrued, the Company recorded a pretax gain of \$35.7 million ( $\$ 23.2$ million after-tax) in the first quarter of 1996 in its consolidated financial statements.
(3) In 1996, the Company adopted Statement of Financial Accounting Standards ("SFAS") No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of." SFAS No. 121 requires companies to review assets for impairment whenever circumstances indicate that the carrying amount of an asset may not be recoverable. SFAS No. 121 resulted in a pretax charge to earnings in the first quarter of 1996 for the Company and the Minerals Group of $\$ 29.9$ million ( $\$ 19.5$ million after-tax), of which $\$ 26.3$ million was included in cost of sales and $\$ 3.6$ million was included in selling, general and administrative expenses. SFAS No. 121 had no impact on the Burlington Group.
(4) Under the share repurchase program authorized by the Board of Directors of the Company (the "Board"), the Company purchased shares in the periods presented as follows:

| Quarter Ended | Quarter Ended | Year Ended | Year Ended |
| :---: | :---: | :---: | :---: |
| December 31 | December 31 | December 31 | December 31 |
| 1997 | 1996 | 1997 | 1996 |

Brink's Stock:

| Shares |  | - | 278,000 | 166,000 | 278,000 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cost (in millions) | \$ | - | 6.9 | 4.3 | 6.9 |
| lington Stock: |  |  |  |  |  |
| Shares |  | - | 55,300 | 332,300 | 75,600 |
| Cost (in millions) | \$ | - | 1.0 | 7.4 | 1.4 |
| vertible Preferred Stock: |  |  |  |  |  |
| Shares |  | - | - | 1,515 | 20,920 |
| Cost (in millions) | \$ | - | - | 0.6 | 7.9 |
| Excess carrying amount (a) | \$ | - | - | 0.1 | 2.1 |

(a) The excess of the carrying amount of the Convertible Preferred Stock over the cash paid to holders for repurchases made during the years. This amount is deducted from preferred dividends in the Company's Statement of Operations.
(5) In the fourth quarter of 1997, the Company implemented a new accounting standard, Statement of Financial Accounting Standards ("SFAS") No. 128,
"Earnings Per Share." SFAS No. 128 replaced the calculation of primary and fully diluted net income per share with basic and diluted net income per share. Unlike primary net income per share, basic net income per share excludes any dilutive effects of options, warrants and convertible securities. Diluted net income per share is very similar to the previous fully diluted net income per share. All prior-period net income per share data have been restated to conform with the provisions of SFAS No. 128.
(6) Certain prior period amounts have been reclassified to conform to the current period's financial statement presentation.
(7) Financial information for the Minerals Group, which includes the results of the Pittston Coal Company and Pittston Mineral Ventures operations, and the Brink's Group, which includes the results of the Company's Brink's, Incorporated and Brink's Home Security, Inc. businesses, is available upon request.

The Pittston Company and Subsidiaries CONSOLIDATED STATEMENTS OF OPERATIONS

| (In thousands, except | Three Months <br> Ended December 31 |  |  | Twelve Months Ended December 31 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| per share amounts) |  | 1997 | 1996 | 1997 | 1996 |
|  | (Unaudited) |  |  |  |  |
| Net sales | \$ | 162,933 | 173,798 | 630,626 | 696,513 |
| Operating revenues |  | 749,186 | 646,709 | 2,763,772 | 2,394,682 |
| Net sales and operating revenues |  | 912,119 | 820,507 | 3,394,398 | 3,091,195 |
| Cost of sales |  | 157,439 | 174,261 | 609,025 | 707,497 |
| Operating expenses |  | 611,113 | 535,091 | 2,270,341 | 1,989,149 |
| Restructuring and other credits, including litigation accrual |  | $(3,104)$ | $(9,541)$ | $(3,104)$ | $(47,299)$ |
| Selling, general and administrative expenses |  | 88,432 | 74,685 | 344,008 | 292,718 |
| Total costs and expenses |  | 853,880 | 774,496 | 3,220,270 | 2,942,065 |
| Other operating income, net |  | 4,651 | 3,635 | 14,000 | 17,377 |
| Operating profit |  | 62,890 | 49,646 | 188,128 | 166,507 |
| Interest income |  | 1,317 | 1,271 | 4,394 | 3,487 |
| Interest expense |  | $(7,851)$ | $(3,541)$ | $(27,119)$ | $(14,074)$ |
| Other expense, net |  | $(2,050)$ | $(2,312)$ | $(7,148)$ | $(9,224)$ |


| Income before income taxes |  | 54,306 | 45,064 | 158,255 | 146,696 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for income taxes |  | 16,449 | 14,000 | 48, 057 | 42,542 |
| Net income |  | 37,857 | 31,064 | 110,198 | 104,154 |
| Preferred stock dividends, net |  | (889) | (902) | $(3,481)$ | $(1,675)$ |
| Net income attributed to common shares | \$ | 36,968 | 30,162 | 106,717 | 102,479 |
| Pittston Brink's Group: |  |  |  |  |  |
| Net income attributed to common shares | \$ | 21,205 | 17,981 | 73,622 | 59,695 |
| Net income per common share: |  |  |  |  |  |
| Basic | \$ | . 55 | . 47 | 1.92 | 1.56 |
| Diluted |  | . 54 | . 46 | 1.90 | 1.54 |
| Average common shares outstanding: |  |  |  |  |  |
| Basic |  | 38,362 | 38,326 | 38,273 | 38,200 |
| Diluted |  | 38,963 | 38,784 | 38,791 | 38,682 |
| Pittston Burlington Group: |  |  |  |  |  |
| Net income attributed to common shares | \$ | 13,180 | 10,587 | 32,348 | 33,801 |
| Net income per common share: |  |  |  |  |  |
| Basic | \$ | . 68 | . 55 | 1.66 | 1.76 |
| Diluted |  | . 66 | . 53 | 1.62 | 1.72 |
| Average common shares outstanding: |  |  |  |  |  |
| Basic |  | 19,443 | 19,408 | 19,448 | 19,223 |
| Diluted |  | 20,054 | 19,828 | 19,993 | 19,681 |
| Pittston Minerals Group: |  |  |  |  |  |
| Net income attributed to common shares: | \$ | 2,583 | 1,594 | 747 | 8,983 |
| Net income per common share: |  |  |  |  |  |
| Basic | \$ | . 32 | . 20 | . 09 | 1.14 |
| Diluted |  | . 32 | . 20 | . 09 | 1.08 |
| Average common shares outstanding: |  |  |  |  |  |
| Basic |  | 8,136 | 7,970 | 8,076 | 7,897 |
| Diluted |  | 8,136 | 8,010 | 8,102 | 9,884 |

See accompanying notes.

> The Pittston Company and Subsidiaries

CONDENSED CONSOLIDATED BALANCE SHEETS

| (In thousands) | December 311 |
| :--- | :--- |

Cash flows from operating activities:

| Net income | \$ | 110,198 | 104,154 |
| :---: | :---: | :---: | :---: |
| Adjustments to reconcile net income to net cash |  |  |  |
| provided by operating activities: |  |  |  |
| Noncash charges and other write-offs |  | 830 | 29,948 |
| Depreciation, depletion and amortization |  | 129,186 | 114,617 |
| Provision for aircraft heavy maintenance |  | 34, 057 | 32, 057 |
| Provision for deferred income taxes |  | 10,611 | 19,320 |
| Other, net |  | 21,750 | 14,972 |
| Changes in operating assets and liabilities |  |  |  |
| Increase in receivables |  | $(39,697)$ | $(53,885)$ |
| (Increase) decrease in inventories and other current assets |  | $(2,638)$ | 7,402 |
| Increase in current liabilities |  | 32,562 | 382 |
| Other, net |  | $(28,750)$ | $(72,296)$ |
| Net cash provided by operating activities |  | 268,109 | 196,671 |
| Cash flows from investing activities: |  |  |  |
| Additions to property, plant and equipment |  | $(173,768)$ | $(180,651)$ |
| Proceeds from disposal of property, |  |  |  |
| Aircraft heavy maintenance |  | $(29,748)$ | $(23,373)$ |
| Acquisitions and related contingent payments, net of cash acquired |  | $(65,494)$ | $(4,168)$ |
| Other, net |  | 7,589 | 5,272 |
| Net cash used by investing activities |  | $(257,357)$ | $(191,611)$ |
| Cash flows from financing activities: |  |  |  |
| Net additions to debt |  | 41,991 | 14,000 |
| Share and other equity activity, net |  | $(24,082)$ | $(30,666)$ |
| Net cash provided (used) by financing activities |  | 17,909 | $(16,666)$ |
| Net increase (decrease) in cash and cash equivalents |  | 28,661 | $(11,606)$ |
| Cash and cash equivalents at beginning of period |  | 41,217 | 52,823 |
| Cash and cash equivalents at end of period | \$ | 69,878 | 41,217 |

See accompanying notes.

Richmond, VA - January 28, 1998 - Pittston Minerals Group reported net income of $\$ 3.5$ million, or $\$ .32$ per share in the fourth quarter ended December 31, 1997. A year earlier, net income was $\$ 2.5$ million, or $\$ .20$ per share. For the full year 1997, net income was $\$ 4.2$ million, compared to $\$ 10.7$ million a year ago. The 1997 net income per share was $\$ .09$ compared to earnings of $\$ 1.14$ per share (\$1.08 diluted) for the full year 1996.

The Minerals Group generated $\$ 49.6$ million of cash flow from operations in 1997 compared to $\$ 19.8$ million in 1996. Coal inventories were reduced by approximately 500 thousand tons in the fourth quarter as problems at nuclear power plants and transportation issues in the western U.S. tightened the steam coal market.

## Pittston Coal Company

Fourth quarter coal sales volume was 5.3 million tons compared to 5.8 million tons in the prior year quarter. Steam and metallurgical coal sales amounted to 3.2 million and 2.1 million tons compared to 3.6 million and 2.2 million tons, respectively, in last year's fourth quarter. Coal production totaled 3.8 million tons in the quarter, compared to 4.1 million tons a year earlier. Surface production accounted for $60 \%$ of total production compared to $69 \%$ in the fourth quarter of 1996.

The coal segment's operating profit was $\$ 4.7$ million in the fourth quarter compared to $\$ 5.1$ million in the same period in 1996. Operating profit in the 1997 and 1996 fourth quarters included a benefit from excess restructuring liabilities of $\$ 3.1$ million and $\$ 9.5$ million respectively. Coal margins for the quarter and full year were $\$ 2.11$ and $\$ 2.23$ per ton, respectively, compared to $\$ .62$ and $\$ 1.54$ per ton in 1996. Fourth quarter 1996 production costs were negatively impacted by increases in employee benefits and reclamation costs.

Pittston Mineral Ventures
Pittston Mineral Ventures (PMV) reported a $\$ .04$ million operating profit in the fourth quarter compared to $\$ 0.2$ million in the same period a year earlier. The Stawell gold mine in western Victoria, Australia, in which PMV has a combined $67 \%$ direct and indirect interest, produced approximately 21, 000 ounces of gold in the fourth quarter compared to approximately 21,400 ounces in the prior year quarter. The average cash cost per ounce sold was US $\$ 256$ in the fourth quarter of 1997 compared to US $\$ 280$ in the prior year quarter due in large part to lower mining expenses.

PMV's full year 1997 operating loss was $\$ 2.1$ million compared to an operating profit of $\$ 1.6$ million for the full year 1996. The 1997 results include the impact of a write-off of $\$ 1.0$ million (PMV's share) of the capital cost of a new ventilation shaft which collapsed, during construction, in the second quarter. Operations at Stawell returned to normal levels in the fourth quarter.

The Silver Swan nickel mine is currently at full production with production costs in line with expectations at approximately US $\$ 2.22 \mathrm{lb}$. However, the financial crisis in Asia has depressed worldwide nickel prices significantly, resulting in reduced profitability from this operation. PMV is continuing gold exploration projects in Nevada and Australia with its joint venture partner.

Karl Kindig, President and CEO of the Pittston Minerals Group noted that "while profits for 1997 were unsatisfactory, strong operating cash flow enabled the company to meet its legacy cost burden, pay dividends, reduce debt and invest $\$ 26$ million in the mineral operations."

Financial - Consolidated
The Pittston Company (the "Company") reported consolidated revenues of $\$ 912.1$ million in the fourth quarter ended December 31, 1997 compared to $\$ 820.5$ million for the comparable period in 1996. Net income was $\$ 37.9$ million compared to $\$ 31.1$ million in the prior year's quarter. For the full year 1997, consolidated revenues were $\$ 3.4$ billion and net income was $\$ 110.2$ million. A year ago, consolidated revenues for the full year 1996 were $\$ 3.1$ billion and net income was $\$ 104.2$ million. Consolidated cash flow from operating activities totaled $\$ 268.1$ million for the full year ended December 31, 1997. Total debt at December 31, 1997 was $\$ 243.3$ million.

During 1997, the Company purchased 1,515 shares of its Series C Convertible Preferred Stock and 166,000 shares of Pittston Brink's Group Common Stock and 332,300 shares of Pittston Burlington Group Common Stock at a total cost of $\$ .6$ million, $\$ 4.3$ million and $\$ 7.4$ million respectively. As of December 31, 1997 the Company had remaining authority to purchase over time 1 million shares of Pittston Minerals Group Common Stock, 1.1 million shares of Pittston Brink's Common Stock, 1.1 million shares of Pittston Burlington Group Common Stock and an additional $\$ 24.4$ million of its Series C Convertible Preferred Stock. The aggregate purchase price limitation for all common stock purchases was $\$ 24.9$ million at December 31, 1997.

Pittston Minerals Group Common Stock (NYSE-PZM), Pittston Brink's Group Common Stock (NYSE-PZB) and Pittston Burlington Group Common Stock (NYSE-PZX) represent the three classes of common stock of The Pittston Company, a diversified company with interests in mining and minerals exploration through Pittston Coal Company and Pittston Mineral Ventures (Pittston Minerals Group), security services through Brink's, Incorporated and Brink's Home Security, Inc. (Pittston Brink's Group) and global freight transportation and logistics management services through BAX Global Inc. (Pittston Burlington Group). Copies of the Pittston Brink's Group and Pittston Burlington Group earnings releases are available upon request.

| (In thousands) |  | Three Months Ended December 31 |  | Twelve Months Ended December 31 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1997 | 1996 | 1997 | 1996 |
|  | (Unaudited) |  |  |  |  |
| Net sales | \$ | 158, 625 | 169,426 | 612,907 | 677,393 |
| Operating profit | \$ | 4,722 | 5,075 | 12,217 | 20,034 |
| COAL SALES (Tons) : |  |  |  |  |  |
| Metallurgical |  | 2,078 | 2,145 | 7,655 | 8,124 |
| Utility and industrial |  | 3,244 | 3,607 | 12,813 | 14,847 |
| Total coal sales |  | 5,322 | 5,752 | 20,468 | 22,971 |
| PRODUCTION/PURCHASED (Tons): |  |  |  |  |  |
| Deep |  | 1,229 | 953 | 4,975 | 3,930 |
| Surface |  | 2,247 | 2,801 | 10,238 | 11,151 |
| Contract |  | 343 | 360 | 1,433 | 1,621 |
|  |  | 3,819 | 4,114 | 16,646 | 16,702 |
| Purchased |  | 1,003 | 1,397 | 4,075 | 5,762 |
| Total |  | 4,822 | 5,511 | 20,721 | 22,464 |
| (In thousands, except per ton data) |  | Three Months |  | Twelve Months |  |
|  |  | 1997 | 1996 | 1997 | 1996 |
|  |  | (Unaudited) |  |  |  |
| Net coal sales (a) | \$ | 156,181 | 167,361 | 604,140 | 670,121 |
| Current production cost of coal sold (a) |  | 144,941 | 163,809 | 558,658 | 634,754 |
| Coal margin |  | 11,240 | 3,552 | 45,482 | 35,367 |
| Non-coal margin |  | 784 | 701 | 2,465 | 2,177 |
| Other operating income, net |  | 2,248 | 2,032 | 10,351 | 13,108 |
| Margin and other income |  | 14,272 | 6,285 | 58,298 | 50,652 |
| ---------------- |  |  |  |  |  |
| Other costs and expenses: |  |  |  |  |  |
| Idle equipment and closed mines |  | 1,129 | 315 | 2,309 | 1,044 |
| Inactive employee cost |  | 6,788 | 5,542 | 27,419 | 26,300 |
| Selling, general and administrative expenses |  | 4,737 | 4,894 | 19,457 | 20,625 |
| Total other costs and expenses |  | 12,654 | 10,751 | 49,185 | 47,969 |
| Operating profit (loss) (before |  |  |  |  |  |
| restructuring and other credits |  |  |  |  |  |
| and SFAS 121) (b) | \$ | 1,618 | $(4,466)$ | 9,113 | 2,683 |
| Coal margin per ton: |  |  |  |  |  |
| Realization | \$ | 29.35 | 29.10 | 29.52 | 29.17 |
| Current production costs |  | 27.24 | 28.48 | 27.29 | 27.63 |
| Coal margin | \$ | 2.11 | . 62 | 2.23 | 1.54 |

(a) Excludes non-coal components.
(b) Restructuring and other credits in the quarter and twelve months ended December 31, 1997, consist of a benefit from excess restructuring liabilities of $\$ 3,104$. Restructuring and other credits in the twelve months ended December 31, 1996, consist of an impairment loss related to the adoption of SFAS No. 121 of $\$ 29,948$ ( $\$ 26,312$ in cost of sales and $\$ 3,636$ in selling, general and administrative expenses), a gain from the settlement of the Evergreen Case of $\$ 35,650$ and a benefit from excess restructuring liabilities of $\$ 11,649$. Restructuring and other credits in the quarter ended December 31, 1996 consist of a benefit from excess restructuring liabilities of $\$ 9,541$. Both the gain from the Evergreen Case and the benefit from excess restructuring liabilities are included in the operating profit of the Pittston Coal Company as "Restructuring and other credits, including litigation accrual."

PITTSTON MINERAL VENTURES
(In thousands, except

## Three Months <br> Ended December 31

ounce and per ounce data)
Twelve Months Ended December 31 1997

| Gold sales | \$ | 4,319 | 4,399 | 17,714 | 19,071 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Other (expense) revenue |  | (11) | (27) | 5 | 49 |
| Net sales |  | 4,308 | 4,372 | 17,719 | 19,120 |
| Cost of sales (a) |  | 2,923 | 3,136 | 14,242 | 13,898 |
| Selling, general and administrative expenses (a) |  | 232 | 267 | 1,242 | 1,124 |
| Total costs and expenses |  | 3,155 | 3,403 | 15,484 | 15,022 |
| Operating profit - Stawell Gold Mine |  | 1,153 | 969 | 2,235 | 4,098 |
| Other operating expense, net |  | $(1,111)$ | (776) | $(4,305)$ | $(2,479)$ |
| Operating profit (loss) | \$ | 42 | 193 | $(2,070)$ | 1,619 |

Stawell Gold Mine:
Mineral Ventures' 50\% direct share:
Ounces sold

| 10,607 |  | 10,582 | 42,024 | 45,957 |
| ---: | ---: | ---: | ---: | ---: |
| 10,519 | 10,705 | 42,301 | 45,443 |  |
|  |  |  |  |  |
| 407 | (b) | 416 | 422 | (b) |
| 256 |  | 280 | 302 |  |

(a) Excludes (\$4) and $\$ 1,200$, and $\$ 93$ and $\$ 3,543$, of non-Stawell related cost of sales and selling, general and administrative expenses for the quarter and twelve months ended December 31, 1997, respectively. Excludes \$94 and \$765, and $\$ 94$ and $\$ 2,691$, of non-Stawell related cost of sales and selling, general and administrative expenses for the quarter and twelve months ended December 31, 1996, respectively. Such costs are reclassified to cost of sales and selling, general and administrative expenses in the Minerals Group statement of operations.
(b) Includes allocation of the proceeds from the liquidation of a gold forward sale hedge position in July 1997. The allocation of those proceeds is complete as of December 31, 1997.

Pittston Minerals Group
STATEMENTS OF OPERATIONS


SEGMENT INFORMATION

| Net sales: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Coal Operations | \$ | 158, 625 | 169,426 | 612,907 | 677,393 |
| Mineral Ventures |  | 4,308 | 4,372 | 17,719 | 19,120 |
| Net sales | \$ | 162,933 | 173,798 | 630,626 | 696,513 |


| Coal Operations | \$ | 4,722 | 5,075 | 12,217 | 20,034 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mineral Ventures |  | 42 | 193 | $(2,070)$ | 1,619 |
| Segment operating profit |  | 4,764 | 5,268 | 10,147 | 21,653 |
| General corporate expense |  | $(1,577)$ | $(1,373)$ | $(5,988)$ | $(6,555)$ |
| Operating profit | \$ | 3,187 | 3,895 | 4,159 | 15,098 |

See accompanying notes.

Pittston Minerals Group CONDENSED BALANCE SHEETS

|  | December 31 1997 |  | December 31 |
| :---: | :---: | :---: | :---: |
| (In thousands) |  |  | 1996 |
| Assets |  |  |  |
| Current assets: |  |  |  |
| Cash and cash equivalents | \$ | 3,394 | 3,387 |
| Accounts receivable, net of estimated amounts uncollectible |  | 63,599 | 88,552 |
| Inventories and other current assets |  | 65,527 | 67,691 |
| Total current assets |  | 132,520 | 159,630 |
| Property, plant and equipment, at cost, net of accumulated depreciation, depletion |  |  |  |
| Coal supply contracts, net of accumulated |  |  |  |
| Intangibles, net of accumulated amortization |  | 108, 094 | 111,103 |
| Other assets |  | 199,527 | 212,743 |
| Total assets | \$ | 654,182 | 706,981 |
| Liabilities and Shareholder's Equity |  |  |  |
| Current liabilities | \$ | 161,264 | 184,725 |
| Long-term debt, less current maturities |  | 116,114 | 124,572 |
| Postretirement benefits other than pensions |  | 223,836 | 219,717 |
| Workers' compensation and other claims |  | 92,857 | 105,837 |
| Other liabilities |  | 78,683 | 83,790 |
| Total liabilities |  | 672,754 | 718,641 |
| Shareholder's equity |  | $(18,572)$ | $(11,660)$ |
| Total liabilities and shareholder's equity | \$ | 654,182 | 706,981 |

See accompanying notes.

|  | Twelve Months Ended December 311997 |  |  |
| :---: | :---: | :---: | :---: |
| (In thousands) |  |  |  |
| Cash flows from operating activities: |  |  |  |
| Net income | \$ | 4,228 | 10,658 |
| Adjustments to reconcile net income to net |  |  |  |
| cash provided by operating activities: |  |  |  |
| Noncash charges and write-offs |  | 830 | 29,948 |
| Depreciation, depletion and amortization |  | 37,515 | 36,624 |
| Provision for deferred income taxes |  | 11, 052 | 22,088 |
| Other, net |  | $(2,780)$ | $(2,229)$ |
| Changes in operating assets and liabilities, net of effects of acquisitions and dispositions: |  |  |  |
| Decrease (increase) in receivables |  | 28,574 | $(4,454)$ |
| (Increase) decrease in inventories and other current assets |  | $(4,853)$ | 8,298 |
| Decrease in current liabilities |  | (313) | $(17,907)$ |
| Other, net |  | $(24,692)$ | $(63,227)$ |
| Net cash provided by operating activities |  | 49,561 | 19,799 |
| Cash flows from investing activities: |  |  |  |
| Additions to property, plant and equipment |  | $(26,434)$ | $(23,575)$ |
| Proceeds from disposal of property, plant and equipment |  | 2,982 | 4,613 |
| Acquisitions and related contingent payments |  | $(1,014)$ | $(1,134)$ |
| Other, net |  | $(2,723)$ | (419) |
| Net cash used by investing activities |  | $(27,189)$ | $(20,515)$ |

Net (reductions of) additions to debt
Payments to Burlington Group/Brink Group, ne
Share and other equity activity, net

| Net cash used by financing activities | $(22,365)$ | (896) |
| :---: | :---: | :---: |
| Net increase (decrease) in cash and cash equivalents | 7 | $(1,612)$ |
| Cash and cash equivalents at beginning of period | 3,387 | 4,999 |

Cash and cash equivalents at end of period $\quad \$ \quad 3,394$ 3,387

See accompanying notes.
The Pittston Company and Subsidiaries
Pittston Minerals Group

NOTES TO FINANCIAL INFORMATION
(1) The Pittston Company (the "Company") has three classes of common stock: Pittston Brink's Group Common Stock ("Brink's Stock"), Pittston Burlington Group Common Stock ("Burlington Stock") and Pittston Minerals Group Common Stock ("Minerals Stock"), which were designed to provide shareholders with separate securities reflecting the performance of the Pittston Brink's Group (the "Brink's Group"), Pittston Burlington Group (the "Burlington Group") and Pittston Minerals Group (the "Minerals Group"), respectively, without diminishing the benefits of remaining a single corporation or precluding future transactions affecting any of the Groups.

The financial information for the Minerals Group includes the results of the Pittston Coal Company and Pittston Mineral Ventures operations of the Company. It is prepared using the amounts included in the Company's consolidated financial statements. Accordingly, the Company's consolidated financial statements must be read in connection with the Mineral Group's financial data.
(2) In 1988, the trustees of certain pension and benefit trust funds (the "Trust Funds") established under collective bargaining agreements with the United Mine Workers of America ("UMWA") brought an action (the "Evergreen Case") against the Company and a number of its coal subsidiaries, claiming that the defendants were obligated to contribute to such Trust Funds in accordance with the provisions of the 1988 and subsequent National Bituminous Coal Wage Agreements, to which neither the Company nor any of its subsidiaries were a signatory. In 1993, the Company recognized in its consolidated financial statements the potential liability that might have resulted from an ultimate adverse judgement in the Evergreen Case.

In March 1996, a settlement was reached in the Evergreen Case. Under the terms of the settlement, the coal subsidiaries which had been signatories to earlier National Bituminous Coal Wage Agreements agreed to make various lump sum payments in full satisfaction of all amounts allegedly due to the Trust Funds through January 31, 1996, to be paid over time as follows: approximately $\$ 25.8$ million upon dismissal of the Evergreen Case and the remainder of $\$ 24$ million in installments of $\$ 7.0$ million in 1996 and $\$ 8.5$ million in each of 1997 and 1998. The first payment was entirely funded through an escrow account previously established by the Company. The second and third payments of $\$ 7.0$ million and $\$ 8.5$ million were paid in 1996 and 1997, respectively, and were funded from cash provided by operating activities. In addition, the coal subsidiaries agreed to future participation in the UMWA 1974 Pension Plan.

As a result of the settlement of the Evergreen Case at an amount lower than previously accrued, the Company recorded a pretax gain of \$35.7 million ( $\$ 23.2$ million after-tax) in the first quarter of 1996 in its consolidated financial statements.
(3) In 1996, the Company implemented Statement of Financial Accounting Standards ("SFAS") No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of". SFAS No. 121 requires companies to review assets for impairment whenever circumstances indicate that the carrying amount of an asset may not be recoverable. SFAS No. 121 resulted in a pretax charge to earnings in the first quarter of 1996 for the Minerals Group's Coal Operation of $\$ 29.9$ million ( $\$ 19.5$ million after-tax), of which $\$ 26.3$ million was included in cost of sales and $\$ 3.6$ million was included in selling, general and administrative expenses. Assets for which the impairment loss was recognized consisted of property, plant and equipment, advanced royalties and goodwill.
(4) Under the share repurchase program authorized by the Board of Directors of the Company (the "Board"), the Company purchased shares in the periods presented as follows:

| Quarter Ended | Quarter Ended | Year Ended | Year Ended |
| :---: | :---: | :---: | :---: |
| December 31 | December 31 | December 31 | December 31 |
| 1997 | 1996 | 1997 | 1996 |

Brink's Stock:

Shares
Cost (in millions)
Burlington Stock:
Shares

278, 000

166, 000
4.3

278, 000

## 6.9

Cost (in millions)

(a) The excess of the carrying amount of the Convertible Preferred Stock over the cash paid to holders for repurchases made during the years. This amount is deducted from preferred dividends in the Company's Statement of Operations.
(5) In the fourth quarter of 1997, the Company implemented a new accounting standard, Statement of Financial Accounting Standards ("SFAS") No. 128
"Earnings Per Share." SFAS No. 128 replaced the calculation of primary and
fully diluted net income per share with basic and diluted net income per share. Unlike primary net income per share, basic net income per share excludes any dilutive effects of options, warrants and convertible securities. Diluted net income per share is very similar to the previous fully diluted net income per share. All prior-period net income per share data have been restated to conform with the provisions of SFAS No. 128
(6) Certain prior period amounts have been reclassified to conform to the current period's financial statement presentation.
(7) Financial information for the Brink's Group, which includes the results of the Company's Brink's, Incorporated and Brink's Home Security, Inc. businesses, and the Burlington Group, which includes the results of the Company's BAX Global Inc. business, is available upon request.

The Pittston Company and Subsidiaries CONSOLIDATED STATEMENTS OF OPERATIONS

| (In thousands, except | Three Months Ended December 31 |  |  |  | Twelve Months Ended December 31 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| per share amounts) |  | 1997 | 1996 | 1997 | 1996 |
|  | (Unaudited) |  |  |  |  |
| Net sales | \$ | 162,933 | 173,798 | 630,626 | 696,513 |
| Operating revenues |  | 749,186 | 646,709 | 2,763,772 | 2,394,682 |
| Net sales and operating revenues |  | 912,119 | 820,507 | 3,394,398 | 3,091,195 |
| Cost of sales |  | 157,439 | 174,261 | 609,025 | 707,497 |
| Operating expenses |  | 611,113 | 535, 091 | 2,270,341 | 1,989,149 |
| Restructuring and other credits, including litigation accrual |  | $(3,104)$ | $(9,541)$ | $(3,104)$ | $(47,299)$ |
| Selling, general and administrative expenses |  | 88,432 | 74,685 | 344,008 | 292,718 |
| Total costs and expenses |  | 853,880 | 774,496 | 3,220,270 | 2,942,065 |
| Other operating income, net |  | 4,651 | 3,635 | 14,000 | 17,377 |
| Operating profit |  | 62,890 | 49,646 | 188,128 | 166,507 |
| Interest income |  | 1,317 | 1,271 | 4,394 | 3,487 |
| Interest expense |  | $(7,851)$ | $(3,541)$ | $(27,119)$ | $(14,074)$ |
| Other expense, net |  | $(2,050)$ | $(2,312)$ | $(7,148)$ | $(9,224)$ |
| Income before income taxes |  | 54,306 | 45, 064 | 158,255 | 146,696 |
| Provision for income taxes |  | 16,449 | 14,000 | 48,057 | 42,542 |
| Net income |  | 37,857 | 31,064 | 110,198 | 104,154 |
| Preferred stock dividends, net |  | (889) | (902) | $(3,481)$ | $(1,675)$ |
| Net income attributed to common shares | \$ | 36,968 | 30,162 | 106,717 | 102,479 |
| Pittston Brink's Group: |  |  |  |  |  |
| Net income attributed to common shares | \$ | 21,205 | 17,981 | 73,622 | 59,695 |
| Net income per common share: |  |  |  |  |  |
| Basic | \$ | . 55 | . 47 | 1.92 | 1.56 |
| Diluted |  | . 54 | . 46 | 1.90 | 1.54 |
| Average common shares outstanding: |  |  |  |  |  |
| Basic |  | 38,362 | 38,326 | 38,273 | 38,200 |
| Diluted |  | 38,963 | 38,784 | 38,791 | 38,682 |
| Pittston Burlington Group: |  |  |  |  |  |
| Net income attributed to common shares | \$ | 13,180 | 10,587 | 32,348 | 33,801 |
| Net income per common share: |  |  |  |  |  |
| Basic | \$ | . 68 | . 55 | 1.66 | 1.76 |
| Diluted |  | . 66 | . 53 | 1.62 | 1.72 |
| Average common shares outstanding: |  |  |  |  |  |
| Basic |  | 19,443 | 19,408 | 19,448 | 19,223 |
| Diluted |  | 20, 054 | 19,828 | 19,993 | 19,681 |


| Net income per common share: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Basic | \$ | . 32 | . 20 | . 09 | 1.14 |
| Diluted |  | . 32 | . 20 | . 09 | 1.08 |
| Average common shares outstanding: |  |  |  |  |  |
| Basic |  | 8,136 | 7,970 | 8,076 | 7,897 |
| Diluted |  | 8,136 | 8,010 | 8,102 | 9,884 |

See accompanying notes.

The Pittston Company and Subsidiaries CONDENSED CONSOLIDATED BALANCE SHEETS

|  | December 31 |  | December 31 |
| :---: | :---: | :---: | :---: |
| (In thousands) |  | 1997 | 1996 |
| Assets |  |  |  |
| Current assets: |  |  |  |
| Cash and cash equivalents | \$ | 69,878 | 41, 217 |
| Accounts receivable, net of estimated amounts uncollectible |  | 531,317 | 475,859 |
| Inventories and other current assets |  | 125,610 | 121,338 |
| Total current assets |  | 726,805 | 638,414 |
| Property, plant and equipment, at cost, net of accumulated depreciation, depletion and amortization |  | 647,642 | 540,851 |
| Intangibles, net of accumulated amortization |  | 301,395 | 317,062 |
| Other assets |  | 320,102 | 336,276 |
| Total assets | \$ | 1,995,944 | 1,832,603 |
| Liabilities and Shareholders' Equity |  |  |  |
| Current liabilities | \$ | 643,673 | 588,691 |
| Long-term debt, less current maturities |  | 191,812 | 158, 837 |
| Postretirement benefits other than pensions |  | 231,452 | 226,697 |
| Workers' compensation and other claims |  | 106,377 | 116, 893 |
| Other liabilities |  | 137,012 | 134,778 |
| Total liabilities |  | 1,310,326 | 1,225,896 |
| Shareholders' equity |  | 685,618 | 606,707 |
| Total liabilities and shareholders' equity | \$ | 1,995,944 | 1,832,603 |

See accompanying notes.

The Pittston Company and Subsidiaries CONSOLIDATED STATEMENTS OF CASH FLOWS

|  |  |
| :--- | ---: |
| (In thousands) | Twelve Months Ended December 31 |
| 1996 |  |

Cash flows from operating activities:

| Net income | \$ | 110,198 | 104,154 |
| :---: | :---: | :---: | :---: |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |
|  |  |  |  |
| Noncash charges and other write-offs |  | 830 | 29,948 |
| Depreciation, depletion and amortization |  | 129,186 | 114,617 |
| Provision for aircraft heavy maintenance |  | 34, 057 | 32, 057 |
| Provision for deferred income taxes |  | 10,611 | 19,320 |
| Other, net |  | 21,750 | 14,972 |
| Changes in operating assets and liabilities |  |  |  |
| net of effects of acquisitions and dispositions: |  |  |  |
| Increase in receivables |  | $(39,697)$ | $(53,885)$ |
| (Increase) decrease in inventories and other current assets |  | $(2,638)$ | 7,402 |
| Increase in current liabilities |  | 32,562 | 382 |
| Other, net |  | $(28,750)$ | $(72,296)$ |
| Net cash provided by operating activities |  | 268,109 | 196,671 |
| Cash flows from investing activities: |  |  |  |
| Additions to property, plant and equipment |  | $(173,768)$ | $(180,651)$ |
| Proceeds from disposal of property, |  |  |  |
| plant and equipment |  | 4, 064 | 11,309 |
| Aircraft heavy maintenance |  | $(29,748)$ | $(23,373)$ |
| Acquisitions and related contingent payments, net of cash acquired |  | $(65,494)$ | $(4,168)$ |
| Other, net |  | 7,589 | 5,272 |
| Net cash used by investing activities |  | $(257,357)$ | $(191,611)$ |

Cash flows from financing activities:

| Net additions to debt |  | 41,991 | 14,000 |
| :---: | :---: | :---: | :---: |
| Share and other equity activity, net |  | $(24,082)$ | (30,666) |
| Net cash provided (used) by financing activities |  | 17,909 | $(16,666)$ |
| Net increase (decrease) in cash and cash equivalents |  | 28,661 | $(11,606)$ |
| Cash and cash equivalents at beginning of period |  | 41, 217 | 52,823 |
| Cash and cash equivalents at end of period | \$ | 69,878 | 41,217 |

See accompanying notes.

