CARLISLE COMPANIES INC

Form 10-Q July 26, 2018

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UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 or 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

FOR THE QUARTERLY PERIOD ENDED JUNE 30, 2018

Commission file number 1-9278

www.carlisle.com

CARLISLE COMPANIES INCORPORATED

(Exact name of registrant as specified in its charter) **Delaware** 31-1168055 (State of incorporation) (I.R.S. Employer Identification No.) (480) 781-5000 (Telephone Number) 16430 North Scottsdale Road, Suite 400. Scottsdale, Arizona 85254 (Address of principal executive office, including zip code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act. Large accelerated filer Accelerated filer

Non-accelerated filer Smaller reporting company

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Yes No

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes No

On July 19, 2018, there were 59,736,717 shares of the registrant's common stock outstanding, par value \$1.00 per share.

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PART I Item 1. Financial Statements Carlisle Companies Incorporated Condensed Consolidated Statements of Income and Comprehensive Income (Unaudited)

	Three Mor Ended Jur		Six Months Ended June 30,			
(in millions, except share and per share amounts)	2018	2017	2018	2017		
Revenues	\$1,236.1	\$983.9	\$2,220.8	\$1,757.9		
Cost of goods sold	903.9	697.4	1,639.2	1,245.3		
Selling and administrative expenses	159.9	127.0	308.5	251.9		
Research and development expenses	14.2	13.1	28.1	25.1		
Other operating (income) expense, net	(1.6	0.1	(9.4)	(0.2)		
Operating income	159.7	146.3	254.4	235.8		
Interest expense, net	14.2	7.0	28.7	13.6		
Other non-operating (income) expense, net	(0.7	(0.4)	1.2	(1.8)		
Income from continuing operations before income taxes	146.2	139.7	224.5	224.0		
Provision for income taxes	31.5	45.0	51.9	71.4		
Income from continuing operations	114.7	94.7	172.6	152.6		
Discontinued operations:						
(Loss) income before income taxes	(1.3	12.1	297.7	18.3		
(Benefit) provision for income taxes	(0.3	4.5	47.0	6.8		
(Loss) income from discontinued operations	(1.0	7.6	250.7	11.5		
Net income	\$113.7	\$102.3	\$423.3	\$164.1		
Basic earnings per share attributable to common shares:						
Income from continuing operations	\$1.88	\$1.47	\$2.80	\$2.35		
(Loss) income from discontinued operations	(0.02	0.12	4.07	0.18		
Basic earnings per share	\$1.86	\$1.59	\$6.87	\$2.53		
Diluted earnings per share attributable to common shares:						
Income from continuing operations	\$1.87	\$1.46	\$2.78	\$2.34		
(Loss) income from discontinued operations	(0.02	0.12	4.04	0.18		
Diluted earnings per share	\$1.85	\$1.58	\$6.82	\$2.52		
Average shares outstanding (in thousands):						
Basic	60,641	63,746	61,159	64,048		
Diluted	61,059	64,140	61,593	64,473		
Dividende de dens dens du sid	# 0 0 7	# 0 0 5	#0.74	A A 7C		
Dividends declared and paid per share	\$0.37	\$0.35	\$0.74	\$0.70		
Comprehensive income:						
Net income	\$113.7	\$102.3	\$423.3	\$164.1		
	φτιδ./	φ102.3	φ 4 23.3	φ104.Ι		
Other comprehensive income (loss)		10.9	(100)	21.0		
Foreign currency translation	```	19.8		31.2		
Accrued post-retirement benefit liability, net of tax	1.1	0.4	2.0	0.8		

Other, net of tax	0.3	(0.6)	0.5	(0.7)
Other comprehensive income (loss)	(34.0) 19.6	(10.7) 31.3	
Comprehensive income	\$79.7	\$121.9	\$412.6	\$195.4	
See accompanying Notes to Condensed Consolidated Financial Statements (Unaudited)					

Carlisle Companies Incorporated Condensed Consolidated Balance Sheets (Unaudited)

Condensed Consolidated Balance Sheets (Unaudited)	l	D
(in millions, except share and per share amounts)	June 30, 2018	December 31, 2017
ASSETS		
Current assets:		
Cash and cash equivalents	\$762.4	\$ 378.3
Receivables, net of allowance of \$5.6 million and \$6.5 million, respectively	841.6	625.7
Inventories	491.2	448.8
Prepaid expenses	19.9	21.7
Other current assets	54.3	73.6
Discontinued operations	—	96.5
Total current assets	2,169.4	1,644.6
Property, plant, and equipment, net	752.5	731.1
Goodwill, net	1,448.0	1,452.1
Other intangible assets, net	1,019.2	1,065.0
Other long-term assets	39.1	34.9
Discontinued operations	_	372.1
Total assets	\$5,428.2	\$ 5,299.8
LIABILITIES AND EQUITY		
Current liabilities:		
Accounts payable	\$415.6	\$ 332.1
Accrued expenses	253.5	257.8
Deferred revenue	31.3	27.8
Discontinued operations	—	40.9
Total current liabilities	700.4	658.6
Long-term liabilities:		
Long-term debt	1,586.9	1,586.2
Deferred revenue	193.1	188.0
Other long-term liabilities	275.5	288.7
Discontinued operations	—	50.0
Total long-term liabilities	2,055.5	2,112.9
Shareholders' equity:		
Preferred stock, \$1 par value per share (5,000,000 shares authorized and unissued)	—	_
Common stock, \$1 par value per share (200,000,000 shares; 59,817,890 and 61,839,734 shares outstanding, respectively)	78.7	78.7
Additional paid-in capital	365.8	353.7
Deferred compensation equity	7.8	10.4
Treasury shares, at cost (18,668,973 and 16,613,193 shares, respectively)	(888.6)	(649.6)
Accumulated other comprehensive loss	(102.9)	(85.7)
Retained earnings	3,211.5	2,820.8
Total shareholders' equity	2,672.3	2,528.3
Total liabilities and equity	\$5,428.2	\$ 5,299.8
See accompanying Notes to Condensed Consolidated Financial Statements (Unaudited)		

Carlisle Companies Incorporated Condensed Consolidated Statements of Cash Flows (Unaudited)

	Six Mont June 30,	ths Ended
(in millions)	2018	2017
Operating activities:		
Net income	\$423.3	\$164.1
Reconciliation of net income to net cash provided by operating activities:		
Depreciation	43.8	40.2
Amortization	53.5	38.9
Stock-based compensation, net of tax benefit	13.4	7.3
Deferred taxes	(8.9)	(1.5)
Gain on sale of discontinued operation, net of tax	(247.6)	
Other operating activities, net		7.9
Changes in assets and liabilities, excluding effects of acquisitions:	. ,	
Receivables	(194.9)	(167.6)
Inventories		(38.7)
Prepaid expenses and other assets	3.2	-
Accounts payable	66.3	71.7
Accrued expenses	(91.1)	
Deferred revenues	8.7	-
Other long-term liabilities Net cash (used in) provided by operating activities		(0.3) 134.7
Net cash (used in) provided by operating activities	(2.0)	134.7
Investing activities:		
Proceeds from sale of discontinued operation	754.6	_
Capital expenditures	(66.9)	(66.1)
Acquisitions, net of cash acquired		(225.9)
Other investing activities, net	5.7	0.1
Net cash provided by (used in) investing activities	674.1	(291.9)
Net cash provided by (used in) investing activities	074.1	(231.3)
Financing activities:		
Proceeds from revolving credit facility	—	263.0
Repayments of revolving credit facility	—	(153.0)
Repurchases of common stock	(235.7)	(150.0)
Dividends paid	(45.6)	(45.8)
Withholding tax paid related to stock-based compensation	(9.6)	(8.1)
Proceeds from exercise of stock options	5.0	3.5
Net cash used in financing activities	(285.9)	(90.4)
Effect of foreign currency exchange rate changes on cash and cash equivalents	_	2.1
Change in cash and cash equivalents	385.4	(245.5)
Less: change in cash and cash equivalents of discontinued operations		(3.7)
Cash and cash equivalents at beginning of period	378.3	385.3
Cash and cash equivalents at end of period	\$762.4	\$136.1
See accompanying Notes to Condensed Consolidated Financial Statements (Una	-	φ100.1

Carlisle Companies Incorporated Condensed Consolidated Statement of Shareholders' Equity (Unaudited)

	Comm	on Stock	Additions	Deferred	Accumulated Other		Shares	s in Treasu	ry Total	
(in millions, except per share amounts)	Shares	Amount	Paid-In ^I Capital	Compensati Equity	otoomprehens Income (Loss)	Earnings	Shares	Cost	Sharehold Equity	ers'
Balance as of December 31, 2016	64.3	\$ 78.7	\$ 335.3	\$ 10.3	\$ (122.2)	\$2,547.4	14.2	\$(382.6)	\$ 2,466.9	
Net income	_	_	_	_	_	164.1	_	_	164.1	
Other comprehensive income, net of tax	_	_	_	_	31.3	_	_	_	31.3	
Cash dividends - \$0.70 per share	_	_	_	_	_	(45.8)	_	_	(45.8)
Repurchases of common stock	(1.5)	_	_	_	_	_	1.5	(150.0)	(150.0)
Issuances and deferrals, net for stock based compensation $^{\left(1\right) }$	0.2	_	6.3	2.8	_	_	(0.2)	(3.1)	6.0	
Balance as of June 30, 2017	63.0	\$ 78.7	\$ 341.6	\$ 13.1	\$ (90.9)	\$2,665.7	15.5	\$ (535.7)	\$ 2,472.5	
Balance as of December 31, 2017	61.8	\$ 78.7	\$ 353.7	\$ 10.4	\$ (85.7)	\$2,820.8	16.6	\$(649.6)	\$ 2,528.3	
Adoption of accounting standards ⁽²⁾	—	_	_	_	(6.5)	13.0	—	_	6.5	
Net income	_	_	_	_	_	423.3	_	—	423.3	
Other comprehensive loss, net of tax	_	_	_	_	(10.7)		_	_	(10.7)
Cash dividends - \$0.74 per share	_	_	_	_	_	(45.6)	_	_	(45.6)
Repurchases of common stock	(2.2)	_	_	_	_		2.2	(240.6)	(240.6)
Issuances and deferrals, net for stock based compensation $^{\left(1\right)}$	0.2	_	12.1	(2.6)	_	_	(0.2)	1.6	11.1	
Delever of two 00,0040	FO O	A ZO Z	A 005 0	• 7 0	¢ (100 0)	00011	10.0	φ (000 0)	 	

Balance as of June 30, 2018 59.8 \$78.7 \$ 365.8 \$ 7.8 \$ (102.9) \$3,211.5 18.6 \$ (888.6) \$ 2,672.3 (1) Issuances and deferrals, net for stock based compensation reflects share activity related to option exercises, restricted and performance shares vested and net issuances and deferrals associated with deferred compensation equity.

⁽²⁾ Refer to Note 2 for further information regarding new accounting standards adopted.

See accompanying Notes to Condensed Consolidated Financial Statements (Unaudited)

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Carlisle Companies Incorporated Notes to Condensed Consolidated Financial Statements (Unaudited) Note 1—Basis of Presentation

The accompanying unaudited Condensed Consolidated Financial Statements have been prepared by Carlisle Companies Incorporated (the "Company" or "Carlisle"). The accompanying unaudited Condensed Consolidated Financial Statements do not include all disclosures as required by accounting principles generally accepted in the United States of America ("United States" or "U.S."), and should be read in conjunction with the Company's audited Consolidated Financial Statements and notes thereto included in the Annual Report on Form 10-K for the year ended December 31, 2017.

The accompanying unaudited Condensed Consolidated Financial Statements are prepared in conformity with accounting principles generally accepted in the U.S. and, of necessity, include some amounts that are based upon management estimates and judgments. The accompanying unaudited Condensed Consolidated Financial Statements include assets, liabilities, revenues and expenses of all majority-owned subsidiaries. Intercompany transactions and balances are eliminated in consolidation.

In the Company's opinion, the accompanying unaudited Condensed Consolidated Financial Statements contain all adjustments, consisting solely of adjustments of a normal, recurring nature, except as disclosed in Note 2 for new accounting standards adopted, necessary to present fairly the financial position, results of operations and cash flows for the periods presented. During the fourth quarter of 2017, the Company revised (i) the Condensed Consolidated Statements of Income to include a subtotal of operating income, with other non-operating (income) expense, net reflected as a separate line item below interest expense, net and (ii) its segment measure of profit and loss to operating income (previously earnings before interest and taxes). The Company has reclassified certain prior period amounts to conform to the current period presentation of operating income, including other operating (income) expense, net, operating income and other non-operating (income) expense, net in the Condensed Consolidated Statements of Income and operating income in Note 3. These changes were made to better reflect the Company's results of operations and to be consistent with the change in the measure of operating performance evaluated by the Chief Operating Decision Maker, the Company's Chief Executive Officer.

Discontinued Operations

The results of operations for the Company's Carlisle FoodService Products ("CFS") segment have been classified as discontinued operations for all periods presented in the Condensed Consolidated Statements of Income. Assets and liabilities subject to the completed sale of CFS have been classified as discontinued operations for all periods presented in the Condensed Consolidated Balance Sheets. Refer to Note 5 for additional information.

Note 2—New Accounting Pronouncements

New Accounting Standards Adopted

In May 2014, the Financial Accounting Standards Board ("FASB") issued ASU 2014-09, *Revenue from Contracts with Customers* ("ASU 2014-09"). ASU 2014-09 outlines a single, comprehensive model for entities to use in accounting for revenue arising from contracts with customers and supersedes most current revenue recognition guidance issued by the FASB, including industry specific guidance. ASU 2014-09 provides accounting guidance for all revenue arising from contracts with customers and affects all entities that enter into contracts with customers to provide goods and services.

On January 1, 2018, the Company adopted ASU 2014-09 and all the related amendments ("ASC 606") to all uncompleted contracts using the modified retrospective method. The Company recognized the cumulative effect of initially applying ASC 606 as an adjustment to the opening balance of retained earnings totaling \$6.5 million. The comparative information has not been adjusted and continues to be reported under the accounting standards in effect for those periods. The Company expects the impact of the adoption of ASC 606 to be immaterial to its reported revenue on an ongoing basis.

A majority of the Company's revenues continue to be recognized when products are shipped from its manufacturing facilities or delivered to the customer, depending on shipping terms. For certain highly customized product contracts in the Carlisle Interconnect Technologies segment, revenue was previously recognized as billed, at the point products were shipped and title and associated risk and rewards of ownership passed to the customer. In accordance with ASC

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606, the Company now recognizes revenue over time, for those highly customized products, using the input method as products are manufactured.

A summary of the effects of adopting ASC 606 on the Condensed Consolidated Financial Statements follows:

10110WS.		Three Months Ended June 30, 2018			
(in millions)		As Reported	Balances Without Adoption of ASC 606	Effect of Change Higher/(Lower)	
Condensed Consolidated Statement of In	come				
Revenues		\$1,236.1	\$1,227.1	\$ 9.0	
Cost of goods sold		903.9	896.9	7.0	
Operating income		159.7	157.7	2.0	
Provision for income taxes		31.5	31.0	0.5	
Income from continuing operations		114.7	113.2	1.5	
Net income		113.7	112.2	1.5	
		Six Month	s Ended Ju	une 30, 2018	
(in millions)		As Reported	Balances Without Adoption of ASC 606	Effect of Change Higher/(Lower)	
Condensed Consolidated Statement of In	come				
Revenues		\$2,220.8	\$2,200.8	\$ 20.0	
Cost of goods sold		1,639.2	1,625.3	13.9	
Operating income		254.4	248.3	6.1	
Provision for income taxes		51.9	50.4	1.5	
Income from continuing operations		172.6	168.0	4.6	
Net income		423.3	418.7	4.6	
	June 3	30, 2018			
(in millions)	As Repor	Balance Without Adoptio ted of ASC 600	Effect o n Change Higher/		
Condensed Consolidated Balance Sheet			-		
Receivables	\$841.	6 \$ 799.6	\$ 42.0)	
Inventories	491.2	-	(28.3)	
Other current assets	54.3		0.9	,	
Accrued expenses	253.5	252.0	1.5		
Other long-term liabilities	275.5		2.0		
Retained earnings		.5 3,205.0	6.5		

In March 2017, the FASB issued ASU 2017-07, *Compensation—Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost* ("ASU 2017-07"), which requires employers to include only the service cost component of net periodic pension cost and net periodic postretirement benefit cost in operating income, if such measure is presented. The other components of net benefit cost, including amortization of prior service cost/credit, and settlement and curtailment effects, are to be included in non-operating income. ASU 2017-07 also stipulates that only the service cost component of net benefit cost is eligible for capitalization into inventory or other tangible assets.

On January 1, 2018, the Company adopted ASU 2017-07 using a retrospective approach for the presentation in the Condensed Consolidated Statement of Income to include only the service cost component of net periodic pension costs and net periodic postretirement benefit cost in operating income. The Company elected to use, as a practical expedient, the amounts disclosed in its defined benefit plan note for the prior comparative period as the estimation basis for applying the retrospective presentation requirements. As a result of adopting ASU 2017-07, net periodic benefit income for the non-service cost components of \$(0.6) million and \$(1.2) million was reclassified from other

operating (income) expense, net to other non-operating (income) expense, net for the three and six months ended June 30, 2017.

In February 2018, the FASB issued ASU 2018-02, *Income Statement - Reporting Comprehensive Income* (*Topic 220*): *Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income* ("ASU 2018-02") which allows entities to reclassify from accumulated other comprehensive income to retained earnings for stranded tax effects related to the change in federal tax rate for all items accounted for in other comprehensive income. Entities can also elect to reclassify other stranded tax effects that relate to the Tax Cuts and Jobs Act, but do not directly relate to the change in the federal tax rate, including state taxes and changing from a worldwide tax system to a territorial system. Tax effects that are stranded in other comprehensive income for other reasons may not be reclassified.

Effective January 1, 2018, the Company early adopted ASU 2018-02 using a modified retrospective approach for the presentation in the Condensed Consolidated Balance Sheets to reclassify \$6.5 million related to the change in federal tax rate from accumulated other comprehensive loss to retained earnings. *New Accounting Standards Issued But Not Yet Adopted*

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)* ("ASU 2016-02") which requires lessees to recognize a lease liability for the obligation to make lease payments, measured at the present value on a discounted basis, and a right-of-use ("ROU") asset for the right to use the underlying asset for the duration of the lease term, measured at the lease liability amount adjusted for lease prepayments, lease incentives received, and initial direct costs. The lease liability and ROU asset are recognized in the balance sheet at the commencement of the lease. For income statement purposes, the FASB retained a dual model, requiring leases to be classified as either operating or finance. Operating leases will result in straight-line expense while finance leases will result in a front-loaded expense pattern. Classification will be based on criteria that are largely similar to those applied in current lease accounting. ASU 2016-02 is effective for the Company beginning January 1, 2019, and requires the use of a modified retrospective approach for leases that exist or are entered into after the beginning of the earliest comparative period presented in the financial statements. Early application of the ASU is permitted; however, the Company plans to adopt on January 1, 2019. The Company continues to evaluate the impact of adopting the standard on the Consolidated Financial Statements.

Note 3—Segment Information

The Company has organized its operations into four primary segments, based on the products it sells, each of which represent a reportable segment as follows:

Carlisle Construction Materials ("CCM")—the principal products of this segment are insulation materials, rubber (EPDM), thermoplastic polyolefin (TPO) and polyvinyl chloride (PVC) roofing membranes used predominantly on non-residential low-sloped roofs, related roofing accessories, including flashings, fasteners, sealing tapes and coatings and waterproofing products. CCM also manufactures and distributes energy-efficient rigid foam insulation panels for substantially all roofing applications. The markets served primarily include new construction, re-roofing and maintenance of low-sloped roofs, water containment, HVAC sealants and coatings and waterproofing. In addition, CCM offers a broad range of specialty polyurethane products and solutions across a broad diversity of markets and applications.

Carlisle Interconnect Technologies ("CIT")—the principal products of this segment are high-performance wire, cable, connectors, contacts and cable assemblies for the transfer of power and data primarily for the aerospace, medical, defense electronics, test and measurement equipment and select industrial markets. **Carlisle Fluid Technologies ("CFT")**—the principal products of this segment are industrial liquid and powder finishing equipment and integrated system solutions for spraying, pumping, mixing, metering and curing of a variety of coatings used in the general industrial, transportation, auto refinishing, protective coating, wood and specialty markets.

Carlisle Brake & Friction ("CBF")—the principal products of this segment include high-performance brakes and friction material and clutch and transmission friction material for the construction, agriculture, mining,

on-highway, aerospace and motor sports markets.

A summary of segment information follows:

, .	Three Months Ended June 30,				
	2018		2017		
(in millions)	Revenues	Operating Income (Loss)	Revenues	Operating Income (Loss)	
Carlisle Construction Materials	\$828.6	\$141.4	\$631.2	\$129.1	
Carlisle Interconnect Technologies	237.7	27.5	201.8	20.2	
Carlisle Fluid Technologies	73.3	7.8	71.0	7.4	
Carlisle Brake & Friction	96.5	2.9	79.9	1.3	
Segment Total	1,236.1	179.6	983.9	158.0	
Corporate and unallocated ⁽¹⁾ Total	— \$1,236.1	(19.9) \$159.7	— \$983.9	(11.7) \$146.3	

Six Months Ended June 30,				
2018		2017		
Revenues	Operating Income (Loss)	Revenues	Operating Income (Loss)	
\$1,427.2	\$217.2	\$1,077.3	\$209.8	
462.0	54.7	396.0	41.7	
136.8	13.5	131.5	12.3	
194.8	7.4	153.1	2.5	
2,220.8	292.8	1,757.9	266.3	
—	(38.4)	—	(30.5)	
\$2,220.8	\$254.4	\$1,757.9	\$235.8	
	2018 Revenues \$1,427.2 462.0 136.8 194.8 2,220.8 —	2018 Operating Revenue Jinconse \$1,427.2 \$217.2 462.0 54.7 136.8 13.5 194.8 7.4 2,220.8 292.8	2018 2017 Revenues Operating Income (Loss) Revenues \$1,427.2 \$217.2 \$1,077.3 \$62.0 54.7 396.0 136.8 13.5 131.5 194.8 7.4 153.1 2,220.8 292.8 1,757.9 - (38.4))	

(1) Corporate operating loss includes other unallocated costs, primarily general corporate expenses.

Note 4—Acquisitions Accella Holdings LLC

On November 1, 2017, the Company acquired 100% of the equity of Accella Holdings LLC, the parent company to Accella Performance Materials Inc. (collectively "Accella"), a specialty polyurethane platform, from Accella Performance Materials LLC, a subsidiary of Arsenal Capital Partners, for total consideration of \$671.4 million, including a cash, working capital and indebtedness settlement, which was finalized in the first quarter of 2018. Accella offers a wide range of polyurethane products and solutions across a broad diversity of markets and applications. The Company funded the acquisition with borrowings from the Revolving Credit Facility.

In the three and six months ended June 30, 2018, Accella contributed revenues of \$121.9 million and \$228.4 million, respectively, and an operating income of \$1.7 million and \$0.1 million, respectively, to the Company's consolidated results. The results of operations of the acquired business are reported as part of the CCM segment.

The Accella amounts included in the pro forma financial information below are based on Accella's historical results and therefore may not be indicative of the actual results if owned by Carlisle. The pro forma adjustments represent management's best estimates based on information available at the time the pro forma information was prepared and may differ from the adjustments that may actually have been required. Accordingly, pro forma information should not be relied upon as being indicative of the historical results that would have been realized had the acquisition occurred as of the date indicated or that may be achieved in the future.

Noto 1 Acquici

The unaudited combined pro forma financial information presented below includes revenues and income from continuing operations, net of tax, of the Company as if the business combination had occurred on January 1, 2016, based on the purchase price allocation presented below:

Unaudited FIU			
Forma as of			
June 30, 2017			
Three	Six		
Months	Months		
Ended	Ended		
\$1,092.6	\$1,953.0		
90.3	140.9		
	Forma as June 30, 2 Three Months Ended \$1,092.6	Forma as of June 30, 2017 Three Six Months Months Ended Ended \$1,092.6 \$1,953.0	

The pro forma financial information reflects adjustments to Accella's historical financial information to apply the Company's accounting policies and to reflect the additional depreciation and amortization related to the preliminary fair value adjustments of the acquired net assets of \$2.7 million and \$6.8 million for the three and six months ended June 30, 2017, respectively, together with the associated tax effects. Also, the pro forma financial information reflects acquisition-related costs described above as if they occurred in 2016. The following table summarizes the consideration transferred to acquire Accella and the preliminary allocation of the purchase price among the assets acquired and liabilities assumed. The acquisition has been accounted for using the acquisition method of accounting in accordance with ASC 805, *Business Combinations*, which requires that consideration be allocated to the acquired assets and assumed liabilities based upon their acquisition date fair values with the remainder allocated to goodwill. The fair values are preliminary and subject to change pending receipt of the final valuation for all acquired assets and liabilities.

	Preliminary Allocation	Measurement Period	Revised Preliminary Allocation	
(in millions)	As of 11/1/2017	Adjustments	As of 6/30/2018	
Total cash consideration transferred	\$ 670.7	\$ 0.7	\$ 671.4	
Recognized amounts of identifiable assets acquired and liabilities assumed:				
Cash and cash equivalents	\$ 16.5	\$ —	\$ 16.5	
Receivables, net	66.8	—	66.8	
Inventories	48.5	(1.0)	47.5	
Prepaid expenses and other current assets	0.9	—	0.9	
Property, plant and equipment	59.6	_	59.6	
Definite-lived intangible assets	240.0	—	240.0	
Other long-term assets	15.6	—	15.6	
Accounts payable	(45.5)	_	(45.5)	
Income tax payable	2.0	_	2.0	
Accrued expenses	(23.2)	9.5	(13.7)	
Other long-term liabilities	(15.6)	—	(15.6)	
Deferred income taxes	(83.5)	—	(83.5)	
Total identifiable net assets	282.1	8.5	290.6	
Goodwill	\$ 388.6	\$ (7.8)	\$ 380.8	

The goodwill recognized in the acquisition of Accella is attributable to its significant purchase synergies, other administrative synergies and the assembled workforce to Carlisle, in addition to opportunities for product line expansions. The Company acquired \$68.5 million of gross contractual accounts receivable, of which \$1.7 million was not expected to be collected at the date of acquisition. Goodwill of \$38.5 million is tax deductible, primarily in the United States. All of the goodwill has been preliminarily assigned to the CCM reporting unit which aligns with the CCM reportable segment. The \$240.0 million value allocated to

definite-lived intangible assets consists of \$146.0 million of customer relationships with useful lives ranging from 9 to 12 years, various acquired technologies of \$66.0 million with useful lives ranging from 3 to 14 years and trade names of \$28.0 million with useful lives ranging from 4 to 14 years. In accordance with the purchase agreement, Carlisle is indemnified for up to \$25.0 million, and recorded an indemnification asset of \$15.6 million in other long-term assets relating to the indemnification for a pre-acquisition income tax liability. The Company has also recorded, as part of the purchase price allocation, deferred tax liabilities related to intangible assets of approximately \$83.5 million.

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Excluding Accella, proforma results of operations for the 2017 acquisitions have not been presented because the effect of these acquisitions was not material to the Company's financial condition or results of operations for any of the periods presented.

Drexel Metals

On July 3, 2017, the Company acquired 100% of the equity of Drexel Metals, Inc., ("Drexel Metals") for cash consideration of \$55.8 million. Drexel Metals is a leading provider of architectural standing seam metal roofing systems for commercial, institutional and residential applications.

In the three and six months ended June 30, 2018, Drexel Metals contributed revenues of \$19.0 million and \$31.0 million, respectively, and operating income of \$1.8 million and \$2.3 million, respectively, to the Company's consolidated results. The results of operations of the acquired business are reported within the CCM segment.

Consideration has been allocated to goodwill of \$26.9 million, \$19.0 million to definite-lived intangible assets, \$10.4 million to indefinite-lived intangible assets, \$8.8 million to inventory, \$5.3 million to accounts receivable, \$5.8 million to accounts payable and \$10.8 million to deferred income and other taxes payable. Definite-lived intangible assets consist of customer relationships with an estimated useful life of nine years. Of the \$26.9 million of goodwill, none is deductible for tax purposes. All of the goodwill was assigned to the CCM reporting unit, which aligns with the reportable segment.

Arbo

On January 31, 2017, the Company acquired 100% of the equity of Arbo Holdings Limited ("Arbo") for estimated consideration of GBP 9.1 million or \$11.5 million, including the estimated fair value of contingent consideration of GBP 2.0 million or \$2.5 million and a working capital settlement, which was finalized in the second quarter of 2017. Arbo is a provider of sealants, coatings, and membrane systems used for waterproofing and sealing buildings and other structures.

In the three and six months ended June 30, 2018, Arbo contributed revenues of \$4.9 million and \$9.4 million, respectively, and operating income of \$0.3 million and \$0.5 million, respectively, to the Company's consolidated results. The results of operations of the acquired business are reported within the CCM segment.

Consideration has been allocated to goodwill of \$4.7 million, \$2.2 million to definite-lived intangible assets, \$2.1 million to inventory, \$1.6 million to indefinite-lived intangibles, \$1.5 million to accounts receivable, \$1.4 million to accounts payable, and \$1.4 million to deferred income and other taxes payable. Definite-lived intangible assets consist of customer relationships with an estimated useful life of 15 years. Of the \$4.7 million of goodwill, \$1.3 million is deductible for tax purposes. All of the goodwill was assigned to the CCM reporting unit, which aligns with the reportable segment.

Note 5—Discontinued Operations

As previously announced, the Company completed the sale of CFS to the Jordan Company of New York, NY, on March 20, 2018, for gross proceeds of \$754.6 million, subject to a working capital adjustment. The sale of CFS is consistent with the Company's vision of operating a portfolio of businesses with highly engineered manufacturing products in strong growth markets.

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A summary of the results from discontinued operations included in the Condensed Consolidated Statements of Income follows:

(in millions)	Three I Ended 30,	Months June	Six Months Ended June 30,		
	2018	2017	2018	2017	
Revenues	\$—	\$87.4	\$69.5	\$170.6	
Cost of goods sold	—	60.0	49.5	121.7	
Other operating expenses, net	1.0	15.3	15.8	30.5	
Operating (loss) income	(1.0)	12.1	4.2	18.4	
Other non-operating (income) expense, net	_	_	_	0.1	
(Loss) income from discontinued operations before income taxes	(1.0)	12.1	4.2	18.3	
(Loss) gain on sale of discontinued operations	(0.3)	—	293.5		
(Benefit) provision for income taxes	(0.3)	4.5	47.0	6.8	
(Loss) income from discontinued operations	\$(1.0)	\$7.6	\$250.7	\$11.5	

A summary of the carrying amounts of CFS's major assets and liabilities, which were classified as discontinued operations in the Condensed Consolidated Balance Sheet follows:

(in millions)	December 31, 2017
ASSETS	
Cash and cash equivalents	\$ 1.3
Receivables, net	32.0
Inventories	59.0
Prepaid other current assets	4.2
Total current assets	\$ 96.5
Property, plant, and equipment, net	\$ 49.7
Goodwill, net	149.7
Other intangible assets, net	169.4
Other long-term assets	3.3
Total long-term assets	\$ 372.1
LIABILITIES	
Accounts payable	\$ 20.4
Accrued expenses	20.5
Total current liabilities	\$ 40.9

Other long-term liabilities	\$ 50.0
Total long-term liabilities	\$ 50.0

A summary of cash flows from discontinued operations included in the Condensed Consolidated Statements of Cash Flows follows:

(in millions)	Ended June 30,			
	2018 2017			
Net cash (used in) provided by operating activities	\$(1.5) \$24.9			
Net cash used in investing activities	(8.1) (217.6)			
Net cash provided by financing activities ⁽¹⁾	10.9 196.4			
Change in cash and cash equivalents from discontinued operations	\$1.3 \$3.7			
(1)				

Represents borrowings from the Carlisle cash pool to fund capital expenditures and acquisitions.

Note 6—Earnings Per Share

The Company's restricted shares and restricted stock units contain non-forfeitable rights to dividends and are considered participating securities for purposes of computing earnings per share pursuant to the two-class method. The computation below of earnings per share includes the income attributable to the vested and deferred restricted shares in the numerator and includes the dilutive impact of those underlying shares in the denominator. The computation below of earnings per share excludes the income attributable to the unvested restricted shares and restricted stock units from the numerator and excludes the dilutive impact of those underlying shares from the denominator. Stock options are included in the calculation of diluted earnings per share utilizing the treasury stock method and performance share awards are included in the calculation of diluted earnings per share considering those are contingently issuable. Neither is considered to be a participating security as they do not contain non forfeitable dividend rights. The following reflects income from continuing operations and share data used in the basic and diluted earnings per share computations using the two-class method:

	Three Mor Ended Ju		Six Month June 30,	s Ended
(in millions, except share and per share amounts)	2018	2017	2018	2017
Income from continuing operations	\$114.7	\$94.7	\$172.6	\$152.6
Less: dividends declared on common stock outstanding, restricted shares and restricted share units	(22.5)	(23.1)	(45.6)	(45.8)
Undistributed earnings	92.2	71.6	127.0	106.8
Percent allocated to common shareholders ⁽¹⁾		99.4 %		99.4 %
	91.6	71.2	126.2	106.2
Add: dividends declared on common stock	22.4	22.4	45.2	44.9
Income from continuing operations attributable to common shares	\$114.0	\$93.6	\$171.4	\$151.1
Shares (in thousands):				
Weighted-average common shares outstanding	60,641	63,746	61,159	64,048
Effect of dilutive securities:				
Performance awards	103	69	103	69
Stock options	315	325	331	356
Adjusted weighted-average common shares outstanding and assumed conversion	61,059	64,140	61,593	64,473
Per share income from continuing operations attributable to common shares:				
Basic	\$1.88	\$1.47	\$2.80	\$2.35
		-		
Diluted	\$1.87	\$1.46	\$2.78	\$2.34
⁽¹⁾ Basic weighted-average common shares outstanding Basic weighted-average common shares outstanding, unvested restricted shares expected to vest	60,641	63,746	61,159	64,048
and restricted share units	61,038	64,160	61,556	64,462
Percent allocated to common shareholders	99.3 %	99.4 %	99.4 %	99.4 %

To calculate earnings per share for income from discontinued operations and for net income, the denominator for both basic and diluted earnings per share is the same as used in the above table. Income from discontinued operations and net income used in the basic and diluted earnings per share computations follows:

	Three M Ended 30,		Six Mor Ended 30,	
(in millions, except share amounts presented in thousands)	2018	2017	2018	2017
(Loss) income from discontinued operations attributable to common shareholders for basic and diluted earnings per share	\$(0.9)	\$ 7.5	\$249.1	\$11.4
Net income attributable to common shareholders for basic and diluted earnings per share	113.0	101.1	420.4	162.5
Anti-dilutive stock options excluded from EPS calculation ⁽¹⁾	711	379	644	285

(1) Represents stock options excluded from the calculation of diluted earnings per share, as such options' assumed proceeds upon exercise would result in the repurchase of more shares than the underlying award.

Note 7—Revenue Recognition

Revenue is recognized when obligations under the terms of a contract with a customer are satisfied; generally this occurs with the transfer of control of the Company's products or services. Revenue is measured as the amount of total consideration expected to be received in exchange for transferring goods or providing services. Total expected consideration, in certain cases, is estimated at each reporting period, including interim periods, and is subject to change with variability dependent on future events, such as customer behavior related to future purchase volumes, returns, early payment discounts and other customer allowances. Estimates for rights of return, discounts and rebates to customers and other adjustments for variable consideration are provided for at the time of sale as a deduction to revenue, based on an analysis of historical experience and actual sales data. Changes in these estimates are reflected as an adjustment to revenue in the period identified. Sales, value added and other taxes collected concurrently with revenue-producing activities are excluded from revenue.

The Company receives payment at the inception of the contract for separately priced extended service warranties, and revenue is deferred and recognized on a straight-line basis over the life of the contracts. The term of these warranties range from 5 to 40 years. The weighted average life of the contracts as of June 30, 2018, is approximately 19 years.

Performance Obligations

A performance obligation is a promise in a contract to transfer a distinct good or service to the customer in exchange for payment and is the unit of account. A contract's transaction price is allocated to each distinct performance obligation and recognized as revenue when or as the performance obligation is satisfied. The majority of the Company's contracts have a single performance obligation to transfer individual goods or services. For contracts with multiple performance obligations, the contract's transaction price is allocated to each distinct good or service in the contract. The primary method used to estimate standalone selling price is observable prices.

The Company's performance obligations are satisfied, and control is transferred, either at a point in time or over time as work progresses. For the majority of the Company's products, control is transferred and revenue is recognized when the product is shipped from the manufacturing facility or delivered to the customer, depending on shipping terms.

Revenue is recognized over time primarily for separately priced extended service warranties in the CCM segment and certain highly customized product contracts in the CIT segment. Revenues for separately priced extended service warranties are recognized over the life of the contract. Revenues for highly customized product contracts are recognized based on the proportion of costs incurred to date, relative to total estimated costs to complete the contract and are generally incurred over twelve months or less. Highly

customized product contract costs generally include labor, material and overhead.

A summary of the timing of revenue recognition and reconciliation of disaggregated revenue by reportable segment follows:

Three Months Ended June 30, 2018					
ССМ	CIT	CFT	CBF	Total	
\$823.3	\$219.9	\$73.3	\$96.5	\$1,213.0	
5.3	17.8	_	_	23.1	
\$828.6	\$237.7	\$73.3	\$96.5	\$1,236.1	
Three M	onths En	ded Ju	ne 30, 2	017	
ССМ	CIT	CFT	CBF	Total	
\$626.1	\$200.4	\$71.0	\$79.9	\$977.4	
5.1	1.4	_	_	6.5	
\$631.2	\$201.8	\$71.0	\$79.9	\$983.9	
Six Mon	ths Ende	d June	30, 201	8	
ССМ	CIT	CFT	СВ	F Total	
\$1,416.	7 \$433.	5 \$130	6.8 \$1	94.8 \$2,181.8	
10.5	28.5	—	—	39.0	
\$1,427.	2 \$462.	0 \$130	6.8 \$1	94.8 \$2,220.8	
Six Mon	ths Ende	d June	30, 201	7	
ССМ	CIT	CFT	СВ	F Total	
\$1,067.	3 \$393.	0 \$13	1.5 \$1	53.1 \$1,744.9	
10.0	3.0	—	_	13.0	
\$1,077.	3 \$396.	0 \$13	1.5 \$1	53.1 \$1,757.9	
	CCM \$823.3 5.3 \$828.6 Three M CCM \$626.1 5.1 \$631.2 Six Mon CCM \$1,416. 10.5 \$1,427. Six Mon CCM \$1,427.	CCM CIT \$823.3 \$219.9 5.3 17.8 \$828.6 \$237.7 Three Months End CCM CCM CIT \$626.1 \$200.4 5.1 1.4 \$631.2 \$201.8 Six Months Ende CCM CCM CIT \$1,416.7 \$433. 10.5 28.5 \$1,427.2 \$462. Six Months Ende CCM CCM CIT \$1,4067.3 \$393. 10.0 3.0	CCM CIT CFT \$823.3 \$219.9 \$73.3 5.3 17.8 \$828.6 \$237.7 \$73.3 Three Months Ended Jun CCM CIT CFT \$626.1 \$200.4 \$71.0 5.1 1.4 \$631.2 \$201.8 \$71.0 Six Months Ended June CCM CIT CFT \$1,416.7 \$433.5 \$136 10.5 28.5 \$1,427.2 \$462.0 \$136 Six Months Ended June CCM CIT CFT \$1,416.7 \$433.5 \$136 10.5 28.5 \$1,427.2 \$462.0 \$136 Six Months Ended June CCM CIT CFT \$1,427.2 \$463.0 \$136 Six Months Ended June CCM CIT C1 CFT \$1,067.3 \$393.0 \$137 10.0 3.0	CCM CIT CFT CBF \$823.3 \$219.9 \$73.3 \$96.5 5.3 17.8 \$828.6 \$237.7 \$73.3 \$96.5 Three Months Ended June 30, 2 CCM CIT CFT CBF \$626.1 \$200.4 \$71.0 \$79.9 5.1 1.4 \$631.2 \$201.8 \$71.0 \$79.9 Six Months Ended June 30, 201 CCM CIT CFT CB \$1,416.7 \$433.5 \$136.8 \$12 \$10.5 28.5 \$1,427.2 \$462.0 \$136.8 \$12 Six Months Ended June 30, 201 CCM CIT CFT CB \$1,427.2 \$462.0 \$136.8 \$12 Six Months Ended June 30, 201 CCM CIT CFT CB \$1,067.3 \$393.0 \$131.5 \$14 10.0 3.0	CCM CIT CFT CBF Total \$823.3 \$219.9 \$73.3 \$96.5 \$1,213.0 5.3 17.8 23.1 \$828.6 \$237.7 \$73.3 \$96.5 \$1,236.1 Three Months Ended June 30, 2017 CCM CIT CFT CBF Total \$626.1 \$200.4 \$71.0 \$79.9 \$977.4 5.1 1.4 6.5 \$631.2 \$201.8 \$71.0 \$79.9 \$983.9 Six Months Ended June 30, 2018 CCM CIT CFT CBF Total \$1,416.7 \$433.5 \$136.8 \$194.8 \$2,181.8 10.5 28.5 39.0 \$1,427.2 \$462.0 \$136.8 \$194.8 \$2,220.8 Six Months Ended June 30, 2017 CCM \$136.8 \$194.8 \$2,220.8 \$1,427.2 \$462.0 \$136.8 \$194.8 \$2,220.8 \$1,427.2 \$462.0 \$136.8 \$194.8 \$2,220.8 Six Months Ended June 30, 2017 CCM CIT

Remaining performance obligations for extended service warranties represent the transaction price for the remaining stand-ready obligation to perform warranty services. A summary of estimated revenue expected to be recognized in the future related to performance obligations that are unsatisfied or partially unsatisfied as of June 30, 2018, follows:

(in millions)	Remainder of 2018	2019	2020	2021	2022	2023	Thereafter
Extended service warranties	\$ 10.2	\$19.6	\$18.6	\$17.6	\$16.4	\$15.2	\$ 115.7

The Company has applied the practical expedient to not disclose information about remaining performance obligations that have original expected durations of one year or less. Additionally, the Company has applied the transition practical expedient to not disclose the amount of transaction price allocated to the remaining performance obligations and an expectation of when the Company expects to recognize associated revenues, for the six months ended June 30, 2018.

Contract Balances

Contract liabilities relate to payments received in advance of performance under a contract, primarily related to extended service warranties in the CCM segment and systems contracts in the CFT segment. Contract liabilities are recognized as revenue as (or when) the Company performs under the contract. A summary of the change in contract liabilities for the six months ended June 30, follows:

(in millions)	2018	2017
Balance as of January 1	\$215.8	\$195.2
Revenue recognized	(31.2)	(32.2)
Revenue deferred	39.6	45.5
Acquired liabilities	0.2	—

Balance as of June 30 \$224.4 \$208.5

Contract assets relate to the Company's right to payment for performance completed to date under a contract, primarily related to highly customized product contracts within the CIT segment. Accounts receivable are recorded when the right to payment becomes unconditional. A summary of the change in contract assets for the six months ended June 30, follows:

(in millions)	2018
Balance as of January 1	\$—
Adoption of ASC 606	22.8
Revenue recognized and unbilled	69.5
Revenue billed	(49.5)
Balance as of June 30	\$42.8

Contract assets were immaterial as of June 30, 2017.

Costs to Obtain a Contract

The Company has applied the practical expedient to recognize costs of obtaining or fulfilling a contract as expense as incurred. These costs generally included sales commissions and are included in selling, general and administrative costs in the Condensed Consolidated Statement of Income.

Revenues by End-Market

A summary of revenues disaggregated by major end-market industries and reconciliation of disaggregated revenue by segment follows:

32.1

77.6

	Three Months Ended June 30, 2018				
(in millions)	ССМ	CIT	CFT	CBF	Total
General construction	\$768.1	\$—	\$—	\$—	\$768.1
Aerospace	_	150.8	_	3.5	154.3
Heavy equipment	31.6	_	—	79.3	110.9
Transportation	_	_	39.9	11.5	51.4
Medical	_	34.6	—	—	34.6
General industrial and other	28.9	52.3	33.4	2.2	116.8
Total revenues	\$828.6	\$237.7	\$73.3	\$96.5	\$1,236.1
	Three M	onths En	ded Ju	ne 30, 2	017
(in millions)	ССМ	CIT	CFT	CBF	Total
General construction	\$631.2	\$—	\$—	\$—	\$631.2
Aerospace	—	126.4	—	4.2	130.6
Line and a submarket					
Heavy equipment	—		—	61.8	61.8

32.1

43.3

_

\$631.2 \$201.8 \$71.0 \$79.9 \$983.9

____ 31.2 3.1

Medical

Total revenues

General industrial and other -

	Six Months Ended June 30, 2018					
(in millions)	ССМ	CIT	CFT	CBF	Total	
General construction	\$1,314.4	\$—	\$—	\$—	\$1,314.4	
Aerospace	—	305.6	_	9.8	315.4	
Heavy equipment	57.8	_	_	158.5	216.3	
Transportation	_	_	73.1	21.3	94.4	
Medical	—	69.3	_	—	69.3	
General industrial and other	55.0	87.1	63.7	5.2	211.0	
Total revenues	\$1,427.2	\$462.0	\$136.8	\$194.8	\$2,220.8	

	Six Months Ended June 30, 2017					
(in millions)	ССМ	CIT	CFT	CBF	Total	
General construction	\$1,077.3	\$—	\$—	\$—	\$1,077.3	
Aerospace	—	257.9	_	9.1	267.0	
Heavy equipment	—	_	_	116.8	116.8	
Transportation	—	_	71.7	20.1	91.8	
Medical	_	60.4	_	_	60.4	
General industrial and other	_	77.7	59.8	7.1	144.6	
Total revenues	\$1,077.3	\$396.0	\$131.5	\$153.1	\$1,757.9	

Revenues by Geographic Area

A summary of revenues based on the country to which the product was delivered and reconciliation of disaggregated revenue by segment follows:

	Three Months Ended June 30, 2018					
(in millions)	ССМ	CIT	CFT	CBF	Total	
United States	\$733.6	\$164.7	\$30.7	\$38.7	\$967.7	
International:						
Europe	52.4	23.0	15.0	28.9	119.3	
Asia	3.6	25.6	24.6	20.6	74.4	
Canada	29.5	1.4	1.7	0.7	33.3	
Mexico and Latin America	1.4	12.4	0.5	3.9	18.2	
Middle East and Africa	5.8	6.7	0.8	0.3	13.6	
Other	2.3	3.9	—	3.4	9.6	
Total international	95.0	73.0	42.6	57.8	268.4	
Total revenues	\$828.6	\$237.7	\$73.3	\$96.5	\$1,236.1	

	Three Months Ended June 30, 2017				
(in millions)	ССМ	CIT	CFT	CBF	Total
United States	\$564.7	\$129.0	\$29.1	\$33.9	\$756.7
International:					
Europe	43.2	21.9	13.7	23.2	102.0
Asia	2.5	30.5	22.5	16.0	71.5
Canada	14.8	0.9	2.0	1.1	18.8
Mexico and Latin America	0.5	12.0	1.9	3.0	17.4
Middle East and Africa	4.6	5.9	0.6	0.2	11.3
Other	0.9	1.6	1.2	2.5	6.2
Total international	66.5	72.8	41.9	46.0	227.2
Total revenues	\$631.2	\$201.8	\$71.0	\$79.9	\$983.9

	Six Months Ended June 30, 2018					
(in millions)	ССМ	CIT	CFT	CBF	Total	
United States	\$1,262.6	\$320.3	\$56.3	\$80.2	\$1,719.4	
International:						
Europe	91.8	45.3	28.3	59.2	224.6	
Asia	8.8	48.5	44.4	39.5	141.2	
Canada	47.9	2.5	3.3	1.4	55.1	
Mexico and Latin America	2.3	24.4	2.6	7.5	36.8	
Middle East and Africa	8.9	14.3	1.4	0.5	25.1	
Other	4.9	6.7	0.5	6.5	18.6	
Total international	164.6	141.7	80.5	114.6	501.4	
Total revenues	\$1,427.2	\$462.0	\$136.8	\$194.8	\$2,220.8	

	Six Months Ended June 30, 2017					
(in millions)	ССМ	CIT	CFT	CBF	Total	
United States	\$959.3	\$254.7	\$54.2	\$63.4	\$1,331.6	
International:						
Europe	79.5	48.4	26.7	45.7	200.3	
Asia	4.4	50.5	40.3	29.3	124.5	
Canada	24.8	2.3	3.6	2.3	33.0	
Mexico and Latin America	0.9	23.6	3.6	5.9	34.0	
Middle East and Africa	6.9	13.3	1.0	1.8	23.0	
Other	1.5	3.2	2.1	4.7	11.5	
Total international	118.0	141.3	77.3	89.7	426.3	
Total revenues	\$1,077.3	\$396.0	\$131.5	\$153.1	\$1,757.9	

Note 8—Exit and Disposal Activities

Beginning in the fourth quarter of 2016, and through 2018, the Company has undertaken operational restructuring and other cost reduction actions to streamline processes and manage costs throughout various departments. These actions resulted in exit, disposal and employee termination benefit costs, primarily resulting from planned reductions in workforce, facility consolidations and relocations, and lease termination costs, as further discussed below by operating segment.

CIT

The Company continues to incur costs to relocate certain of its medical manufacturing operations in Shenzhen, China, to a new manufacturing operation in Dongguan, China. During the three and six months ended June 30, 2018, employee termination benefit costs associated with this plan totaled \$0.5 million and \$1.2 million, respectively. Cumulative exit and disposal costs recognized are \$15.3 million through June 30, 2018, with total costs expected to approximate \$15.7 million. The remaining costs are expected to be incurred principally through the second half of 2018.

During 2017, the Company entered into a letter of undertaking with the Chinese government, whereby the Company designated \$10.1 million in cash specifically for the payment of employee termination benefits associated with the Chinese medical business action discussed above. Cash payments out of these designated funds began in August 2017 and were complete as of June 30, 2018.

CFT

During 2017, the Company initiated plans to restructure its global footprint. These plans involve exiting manufacturing operations in Brazil and Mexico, exiting the systems sales business in Germany, and relocating the manufacturing operations in Angola, Indiana, to its existing Bournemouth, United Kingdom, manufacturing operations. All facility closures were completed in the first quarter of 2018 and production

moved to either our Jackson, Tennessee, or Bournemouth facilities. During the six months ended June 30, 2018, exit and disposal costs totaled \$0.5 million, primarily reflecting employee termination benefit costs and legal fees. This project was substantially complete as of June 30, 2018, with cumulative exit and disposal costs of \$10.8 million.

CBF

During 2017, the Company announced that it would exit its manufacturing operations in Tulsa, Oklahoma, and relocate the majority of those operations to its existing manufacturing facility in Medina, Ohio. This action is expected to take approximately 18 to 21 months to complete. Total associated exit and disposal costs are expected to be between \$17.0 million to \$20.5 million, including:

Non-cash accelerated depreciation of long-lived assets at the Oklahoma facility, primarily related to property, plant and equipment that will not be transferred to Ohio (between \$3.5 million to \$4.0 million expected to be recognized ratably through the remainder of 2018),

Costs to relocate and install equipment (between \$4.5 million to \$6.5 million, expected to be incurred primarily in mid-2018),

Employee retention and termination benefits (approximately \$3.0 million, expected to be incurred ratably through the second half of 2018),

Other associated costs related to the closure of the facility and internal administration of the project (between \$6.0 million to \$7.0 million, expected to be incurred primarily in the second half of 2018). During the three and six months ended June 30, 2018, exit and disposal costs totaled \$3.3 million and \$5.3 million, respectively, primarily related to equipment moving expenses, accelerated depreciation and employee termination benefits. Remaining costs of approximately \$9.0 million are expected to be incurred principally through the second half of 2018.

Consolidated Summary

The Company's exit and disposal costs by activity follows:

(in millions)	Three Months Ended June 30,	Six Months Ended June 30,
	2018 2017	2018 2017
Employee severance and benefit arrangements	\$1.0 \$3.0	\$1.7 \$5.4
Accelerated depreciation	\$0.3 \$—	\$1.1 \$—
Relocation costs	0.2 0.6	0.4 0.9
Other restructuring costs	3.1 1.4	4.5 1.9
Total exit and disposal costs	\$4.6 \$5.0	\$7.7 \$8.2

The Company's exit and disposal activities costs by segment follows:

(in millions)		e hs d 30,	Six Months Ended June 30,	
	2018	2017	2018	2017
Carlisle Brake & Friction	\$3.3	\$1.7	\$5.3	\$2.0
Carlisle Interconnect Technologies	0.8	2.5	1.9	4.8
Carlisle Fluid Technologies	0.5	0.5	0.5	1.0
Corporate	—	0.3	—	0.4
Total exit and disposal costs	\$4.6	\$5.0	\$7.7	\$8.2

The Company's exit and disposal activities costs by financial statement line item follows:

(in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2018	2017	2018	2017
Cost of goods sold	\$3.7	\$2.0	\$6.0	\$3.8
Selling and administrative expenses	0.7	3.0	1.3	4.3
Other operating (income) expense, net	0.2	_	0.4	—
Research and development expenses	—	_	_	0.1

Total exit and disposal costs

The Company's change in exit and disposal activities liability follows:

(in millions)	CIT	CFT	CBF	Total
Balance as of December 31, 2017	\$4.9	\$6.7	\$1.5	\$13.1
Charges	1.9	0.5	5.3	7.7
Cash payments	(5.6)	(5.3)	(1.1)	(12.0)
Other adjustments and non-cash settlements	(0.6)	—	(1.1)	(1.7)
Balance as of June 30, 2018	\$0.6	\$1.9	\$4.6	\$7.1

The liability of \$7.1 million primarily relates to employee severance and benefit arrangements, and is included in accrued expenses on the Condensed Consolidated Balance Sheet.

Note 9—Income Taxes

The effective income tax rate on continuing operations for the six months ended June 30, 2018, was 23.1%. The year-to-date provision for income taxes includes taxes on earnings at an anticipated rate of approximately 24.7% and a year-to-date net discrete tax benefit of \$3.5 million.

The effective income tax rate on continuing operations for the six months ended June 30, 2017, was 31.9% and included a year-to-date net discrete tax benefit of \$5.1 million. The change in the rate from June 30, 2017 to June 30, 2018, was primarily caused by the reduction to the statutory United States income tax rate from 35% to 21% as part of the Tax Cuts and Jobs Act ("Tax Act") signed in December 2017. The changes included in the Tax Act are broad and complex. As such, on December 22, 2017, the Securities and Exchange Commission ("SEC") issued SAB 118. SAB 118 expresses views of the SEC regarding ASC Topic 740, Income Taxes in the reporting period that includes the enactment date of the Tax Act. If a company does not have the necessary information available, prepared or analyzed for certain income tax effects of the Tax Act, SAB 118 allows a company to report provisional numbers and adjust those amounts during the measurement period not to extend beyond one year. The Company has recorded provisional amounts for all known and estimable impacts of the Tax Act that are effective for the year ended December 31, 2017. There are no adjustments to the provisional numbers included in the current guarter as calculations have not been finalized nor have there been any changes in the interpretation of the law or additional guidance regarding the law that would materially impact the Company's provisional amount. The Company continues to review the anticipated impacts of the global intangible low taxed income ("GILTI") and Foreign-Derived Intangible Income deduction ("FDII") on the Company for 2018. The combined forecasted net impact of both GILTI and FDII are not anticipated to be material to the tax rate.

Note 10—Inventories

The summarized components of inventory follows:

June 30, 2018	December 31, 2017
\$200.7	\$ 177.7
74.2	62.9
249.1	238.5
(32.8)	(30.3)
\$491.2	\$ 448.8
	2018 \$200.7 74.2 249.1 (32.8)

Note 11—Goodwill and Other Intangible Assets, net

As a result of the sale of CFS on March 20, 2018, the Company reclassified \$149.7 million of goodwill and \$169.4 million of other intangible assets, net allocated to the CFS segment as of December 31, 2017, to discontinued operations within long-term assets on the Condensed Consolidated Balance Sheets. The changes in the carrying amount of goodwill, net for the six months ended June 30, 2018, follows:

CDE

(in millions)	ССМ	CIT	CFT	(1)	Total	
Balance as of December 31, 2017	\$544.3	\$640.3	\$171.0	\$96.5	\$1,452.1	
Goodwill acquired during year (2)	2.8	2.6	_	—	5.4	
Measurement period adjustments (3)	(7.8)	_	—	_	(7.8)
Currency translation and other	(1.4)	0.3	(0.6)	_	(1.7)
Balance as of June 30, 2018	\$537.9	\$643.2	\$170.4	\$96.5	\$1,448.0	

(1) CBF goodwill balance as of December 31, 2017, is presented net of accumulated impairment losses of \$130.0 million recorded in 2016. No other segments have incurred impairment losses.

⁽²⁾ For the first six months of 2018, Carlisle acquired three businesses for an aggregate purchase price of \$20.0 million.

⁽³⁾ Refer to Note 4 for further information on goodwill adjustments resulting from recent acquisitions.

A summary of the Company's other intangible assets, net follows:

	June 30, 2018			December 31, 2017		
(in millions)	Acquired Cost	Accumulated Amortization		Acquired Cost	Accumulated Amortization	
Assets subject to amortization:						
Customer relationships	\$845.6	\$ (258.6)	\$587.0	\$844.8	\$ (230.8)	\$614.0
Technology and intellectual property	232.6	(106.1)	126.5	272.0	(95.6)	176.4
Trade names and other	79.7	(18.7)	61.0	40.1	(9.6)	30.5
Assets not subject to amortization:						
Trade names	244.7	_	244.7	244.1		244.1
Other intangible assets, net	\$1,402.6	\$ (383.4)	\$1,019.2	\$1,401.0	\$ (336.0)	\$1,065.0

The net book values of other intangible assets, net by reportable segment follows:

31.

June 30, 2018	December 2017
\$307.9	\$ 325.1
329.2	344.5
292.0	302.5
89.8	92.9
0.3	_
\$1,019.2	\$ 1,065.0
	2018 \$307.9 329.2 292.0 89.8 0.3

Note 12—Commitments and Contingencies

Litigation

Over the years, the Company has been named as a defendant, along with numerous other defendants, in lawsuits in various state courts in which plaintiffs have alleged injury due to exposure to asbestos-containing brakes, which Carlisle manufactured in limited amounts between the late-1940s and the mid-1980s. In addition to compensatory awards, these lawsuits may also seek punitive damages. Generally, the Company has obtained dismissals or settlements of its asbestos-related lawsuits with no material effect on its financial condition, results of operations, or cash flows. The Company maintains insurance coverage that applies to the Company's defense costs and payments of settlements or judgments in connection with asbestos-related lawsuits. At this time, the amount of reasonably possible additional

asbestos claims, if any, is not material to the Company's financial position, results of operations, or operating cash flows, although these matters could result in the Company being subject to monetary damages, costs or expenses, and charges against earnings in particular periods.

The Company may occasionally be involved in various other legal actions arising in the normal course of business. In the opinion of management, the ultimate outcome of such actions, either individually or in the aggregate, will not have a material adverse effect on the consolidated financial position, results of operations for a particular period, or annual operating cash flows of the Company.

Environmental Matters

The Company is subject to increasingly stringent environmental laws and regulations, including those relating to air emissions, wastewater discharges, chemical and hazardous waste management, and disposal. Some of these environmental laws hold owners or operators of land or businesses liable for their own and for previous owners' or operators' releases of hazardous or toxic substances or wastes. Other environmental laws and regulations require the obtainment of, and compliance with, environmental permits. To date, costs of complying with environmental, health, and safety requirements have not been material, and the Company did not have any significant accruals related to potential future costs of environmental remediation as of June 30, 2018, nor are any an asset retirement obligations recorded as of that date. However, the nature of the Company's operations and its long history of industrial activities at certain of its current or former facilities, as well as those acquired, could potentially result in material environmental liabilities or asset retirement obligations.

While the Company must comply with existing and pending climate change legislation, regulation, international treaties or accords, current laws and regulations do not have a material impact on its business, capital expenditures or financial position. Future events, including those relating to climate change or greenhouse gas regulation, could require the Company to incur expenses related to the modification or curtailment of operations, installation of pollution control equipment, or investigation and cleanup of contaminated sites.

Note 13—Long-term Debt

A summary of the Company's long-term debt follows:

			Fair Val	ue ⁽¹⁾
(in millions)	June 30, 2018	December 31 2017	, June 30 2018	, December 31, 2017
3.75% Notes due 2027	\$600.0	\$ 600.0	\$571.9	\$ 607.1
3.5% Notes due 2024	400.0	400.0	386.4	403.7
3.75% Notes due 2022	350.0	350.0	349.6	358.9
5.125% Notes due 2020	250.0	250.0	258.5	264.8
Unamortized discount, debt issuance costs, and other	(13.1	(13.8)		
Total long term-debt	\$1,586.9	\$ 1,586.2		

(1) The fair value is estimated based on current yield rates plus the Company's estimated credit spread available for financings with similar terms and maturities. Based on these inputs, the debt instruments are classified as Level 2 in the fair value hierarchy.

Revolving Credit Facility (the "Facility")

During the six months ended June 30, 2018, there were no borrowings under the Facility. As of June 30, 2018, and December 31, 2017, the Facility had no outstanding balance and \$1.0 billion available for use. **Covenants and Limitations**

Under the Company's debt and credit facilities, the Company is required to meet various restrictive covenants and limitations, including limitations on certain leverage ratios, interest coverage, and limits on outstanding debt balances held by certain subsidiaries. The Company was in compliance with all covenants and limitations as of June 30, 2018 and December 31, 2017.

Letters of Credit and Guarantees

During the normal course of business, the Company enters into commitments in the form of letters of credit and bank guarantees to provide financial and performance assurance to third parties. As of June 30, 2018 and December 31, 2017, the Company had \$25.9 million and \$26.3 million in letters of credit and bank guarantees outstanding, respectively. The Company has multiple arrangements to obtain letters of credit,

which include an agreement with an unspecified availability and separate agreements for up to \$80.0 million in letters of credit, of which \$55.9 million was available for use as of June 30, 2018.

Note 14—Defined Benefit Plan

The Company recognizes net periodic benefit cost based on the actuarial analysis performed at the previous year end, adjusted if certain significant events occur during the year.

The components of net periodic benefit cost follows:

	Three Months Ended June 30,		Six Months Ended June 30,		
(in millions)	2018	2017	2018	2017	
Service cost	\$0.8	\$0.6	\$1.6	\$1.3	
Interest cost	1.4	1.3	2.8	2.6	
Expected return on plan assets	(2.6)	(2.6)	(5.2)	(5.1)	
Amortization of unrecognized loss ⁽¹⁾	1.2	0.7	2.3	1.3	
Net periodic benefit cost	\$0.8	\$—	\$1.5	\$0.1	

(1) Includes amortization of unrecognized actuarial (gain) loss and prior service credits and excludes provision for income tax of \$(0.3) million for the six months ended June 30, 2018, and and for the three and six months ended June 30, 2017, respectively.

The components of net periodic benefit cost, other than the service cost component, are included in other non-operating (income) expense, net in the Condensed Consolidated Statements of Income.

Note 15—Standard Product Warranties

The Company offers various standard warranty programs on its products, primarily for certain installed roofing systems, high-performance cables and assemblies, fluid technologies and braking products. The Company's liability for such warranty programs is included in accrued expenses in the Condensed Consolidated Balance Sheets.

The change in standard product warranty liabilities for the six months ended June 30, follows:

(in millions)	2018	2017		
Balance as of January 1	\$30.4	\$29.1		
Current year provision	9.1	8.9		
Current year claims	(7.8)	(7.9)		
Currency translation	(0.2)	0.5		
Balance as of June 30	\$31.5	\$30.6		

Note 16—Financial Instruments

Foreign Currency Forward Contracts

The Company uses foreign currency forward contracts to hedge a portion of its foreign currency exchange rate exposure to forecasted foreign currency denominated cash flows. These instruments are not held for speculative or trading purposes.

A summary of the Company's designated and non-designated cash flow hedges follows:

	June 3	80, 2018	December 31, 2017		
(in millions)	Fair Value Notiona (1) Value		Fair Value ⑴	Notional Value	
Designated hedges	\$0.1	\$ 10.5	\$(0.2)	\$ 22.3	
Non-designated hedges	(2.0)	55.6	0.2	38.6	

The fair value of foreign currency forward contracts is included in other current assets. The fair value was estimated using observable market ⁽¹⁾ inputs such as forward and spot prices of the underlying exchange rate pair. Based on these inputs, derivative assets and liabilities are classified as Level 2 in the fair value hierarchy.

For instruments that are designated and qualify as cash flow hedges, the Company had foreign forward contracts with maturities less than one year. The changes in the fair value of the contracts are recorded in accumulated other comprehensive income (loss) on the Condensed Consolidated Statements of Shareholders' Equity and recognized in the same Condensed Consolidated Statements of Income line item as the impact of the hedged item, revenues or cost of goods sold, when the underlying forecasted transaction impacts earnings. Gains and losses on the contracts representing hedge components excluded from the assessment of hedged effectiveness are recognized in the same Condensed Consolidated Statements. The change in accumulated other comprehensive income (loss) related to cash flow hedges for the three and six months ended June 30, follows:

<i>(in millions)</i> Balance as of April 1 Other comprehensive income before reclassifications Amounts reclassified from accumulated other comprehensive loss Other comprehensive income (loss) Balance as of June 30	2018 \$(3.8) 0.3 0.3 \$(3.5)	(0.3) (0.3) (0.6)
<i>(in millions)</i> Balance as of January 1 Other comprehensive income before reclassifications Amounts reclassified from accumulated other comprehensive loss Other comprehensive income (loss) Balance as of June 30	2018 \$(4.0) 0.3 0.2 0.5 \$(3.5)	(0.2) (0.5) (0.7)

For instruments that are not designated as a cash flow hedge, the Company had foreign exchange contracts with maturities less than one year. The unrealized gains and losses resulting from these contracts were immaterial and are recognized in other non-operating (income) expense, net and partially offset corresponding foreign exchange gains and losses on these balances.

Rabbi Trust

The Company has established a Rabbi Trust to provide for a degree of financial security to cover its obligations associated with its deferred compensation plan. Contributions to the Rabbi Trust by the Company are made at the discretion of management and generally are made in cash and invested in money-market funds. The Company consolidates the Rabbi Trust and therefore includes the investments in its Condensed Consolidated Balance Sheets. As of June 30, 2018 and December 31, 2017, the Company had \$10.7 million and \$13.2 million of cash, respectively, and \$4.8 million and \$4.0 million of short-term investments, respectively. The short-term investments are measured at fair value using quoted market prices in active markets (i.e., Level 1 measurements) with changes in fair value recorded in net income and the associated cash flows presented as operating cash flows.

Other Financial Instruments

Other financial instruments include cash and cash equivalents, accounts receivable, net, accounts payable, accrued expenses and long-term debt. The carrying value for cash and cash equivalents, accounts receivable, net, accounts payable and accrued expenses approximates fair value because of their short-term nature and generally negligible credit losses (refer to Note 13 for the fair value of long-term debt).

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Carlisle Companies Incorporated ("Carlisle", the "Company", "we", "us" or "our") is a multi-national company that designs, manufactures and sells a wide range of products primarily throughout North America, Western Europe and the Asia Pacific region. Management's Discussion and Analysis of Financial Condition and Results of Operations ("MD&A") is designed to provide a reader of our financial statements with a narrative from the perspective of Company management. All references to "Notes" refer to our Notes to Condensed Consolidated Financial Statements in this quarterly report on Form 10-Q.

Executive Overview

We are pleased with Carlisle's record second quarter sales and diluted earnings per share results. Carlisle experienced strong organic growth driven by healthy U.S. commercial construction demand at our Carlisle Construction Materials segment ("CCM"), robust commercial aircraft build rates at our Carlisle Interconnect Technologies segment ("CIT"), strengthening of Carlisle Brake & Friction's ("CBF") off-highway vehicle markets, and continued sequential operating income improvement at Carlisle Fluid Technologies ("CFT"). We are very encouraged by CCM's ability to drive meaningful price increases in the quarter, reflecting our price discipline.

Progress and momentum continue to build on the deployment of Vision 2025. Consistent with our key strategic initiatives, in the second quarter of 2018 our organic growth was almost double our goal of 5%; we made three small but meaningful acquisitions; two metal roofing companies within the CCM segment and a European aerospace engineering firm within CIT. During the first six months of 2018, we continued to return capital to shareholders, paying \$45.6 million in dividends and repurchasing \$240.6 million of Carlisle shares. Additionally, recognizing the important contribution of all employees to the success of Vision 2025, we announced a stock option grant to U.S. employees, and a stock appreciation right grant to all employees outside the U.S., giving the opportunity for all of our 14,000 global employees to be engaged in, and benefit from our success. The cost of this grant, which includes approximately 50% stock option awards and 50% cash settled stock appreciation rights, is expected to approximate \$2 million to \$3 million in the second-half of 2018, with potential variability based on future fluctuations of Carlisle stock price and employee forfeitures. These costs will be reported within Corporate and other unallocated costs. *Summary of Financial Results*

	Three Mont June 30,	hs Ended	Six Months Ended June 30,		
(in millions, except per share amounts)	2018	2017	2018	2017	
Revenues	\$1,236.1	\$983.9	\$2,220.8	\$1,757.9	
Operating income	\$159.7	\$146.3	\$254.4	\$235.8	
Operating margin percentage	12.9 %	5 14.9 %	11.5 %	13.4 %	
Income from continuing operations	\$114.7	\$94.7	\$172.6	\$152.6	
(Loss) income from discontinued operations	\$(1.0)	\$7.6	\$250.7	\$11.5	
Diluted earnings per share attributable to common shares:					
Income from continuing operations	\$1.87	\$1.46	\$2.78	\$2.34	
(Loss) income from discontinued operations	\$(0.02)	\$0.12	\$4.04	\$0.18	
Items affecting comparability: (1)					
Impact to operating income	\$7.7	\$8.5	\$12.1	\$15.5	
Impact to income from continuing operations	\$5.7	\$5.9	\$9.1	\$10.8	
Impact on diluted EPS from continuing operations	\$0.10	\$0.09	\$0.15	\$0.17	

Items affecting comparability primarily include acquisition related costs, exit and disposal costs, facility rationalization costs, litigation costs and ⁽¹⁾ gains from divestitures. Tax effect is based on the rate of the jurisdiction where the expense is deductible. Refer to *Items Affecting Comparability* in this MD&A for further discussion.

Revenues increased in the second quarter and first six months of 2018 primarily reflecting contribution from the acquisition of Accella in the CCM segment and higher sales volumes. Increased revenues also reflect

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the adoption of Accounting Standards Codification 606, *Revenue from Contracts with Customers* ("ASC 606") in 2018 and favorable foreign currency effects. Refer to Notes 2 and 7, and *Critical Accounting Estimates* within this MD&A for further information regarding the impact of adoption of ASC 606. The increase in operating income and diluted earnings per share from continuing operations in the second quarter and first six months of 2018 primarily reflected higher sales volumes, price realization, contributions from acquisitions, and

continued operational improvements and cost savings from Carlisle Operating System ("COS"), partially offset by rising raw material, freight and labor-related costs, and unfavorable product mix. Diluted earnings per share from continuing operations also benefited from a lower effective tax rate and reduced average shares outstanding.

Outlook

Following our strong second quarter performance, we enter the second half of 2018 well-positioned to achieve our growth and performance objectives. We continue to have a positive outlook for 2018, bolstered by the strong commitment of our CCM team to maintaining price discipline, our continued focus on improved profitability at CFT, and the progress made on our restructuring efforts. We now expect overall revenue growth in 2018 to be approximately 20%. Favorably positioned with our ample liquidity and strong balance sheet, we remain committed to pursuing growth opportunities, both organically and through acquisitions, and returning capital to shareholders.

Disposition

On March 20, 2018, the Company completed the sale of its CFS operations to The Jordan Company for gross proceeds of \$754.6 million in cash, subject to certain adjustments. In the first six months of 2018, CFS used \$1.5 million and \$8.1 million in operating and investing cash flows, respectively, which are included in the Condensed Consolidated Statements of Cash Flows. Refer to Note 5 for additional information regarding discontinued operations.

Acquisitions

During the second quarter of 2018, we acquired three businesses for an aggregate purchase price of \$20.0 million, including two metal roofing companies in the CCM segment and one European aerospace engineering firm in the CIT segment.

On November 1, 2017, we acquired Accella, a specialty polyurethane platform, for total consideration of \$671.4 million. Accella offers a wide range of polyurethane products and solutions across a broad diversity of markets and applications. Accella provides an excellent adjacent opportunity into the attractive polyurethane market, which includes spray polyurethane foam and liquid applied roofing. The results of operations of the acquired business are reported within the CCM segment.

On July 3, 2017, we acquired Drexel Metals, Inc., ("Drexel Metals") for consideration of \$55.8 million. Drexel Metals is a leading provider of architectural standing seam metal roofing systems for commercial, institutional and residential applications. The results of operations of the acquired business are reported within the CCM segment.

On January 31, 2017, we acquired Arbo Holdings Limited ("Arbo") for consideration of \$11.5 million, including the estimated fair value of contingent consideration of \$2.5 million. Arbo is a leading provider of sealants, coatings and membrane systems used for waterproofing and sealing buildings and other structures. The results of operations of the acquired business are reported within the CCM segment.

Consolidated Results of Operations

Revenues

(in millions)	Three Months Ended June 30,				Acquisition		Price /	Exchange	
	2018	2017	Change	%	Effect	Effect			
Revenues	\$1,236.1	\$983.9	\$252.2	25.6%	14.3	%	10.6 %	0.7	%

The increase in revenues from acquired businesses in the second quarter of 2018 primarily reflected contribution of \$140.9 million from the acquisitions of Accella and Drexel in the CCM segment. The increase in sales volume in the second quarter of 2018 primarily reflected favorable commercial roofing market conditions for CCM, an increase in demand for SatCom and aerospace products at CIT and higher demand for our heavy equipment products at CBF.

(in millions)	Six Months Ended June 30,			Acquisition	Price /	Exchange
	2018	2017	Change %	FIJECI	Effect	Rate Effect

Revenues \$2,220.8 \$1,757.9 \$462.9 26.3% 14.8 % %0.4 1.1 % The increase in revenues from acquired businesses in the first six months of 2018 primarily reflected contribution of \$259.4 million from the acquisitions of Accella and Drexel in the CCM segment. The increase in sales volume in the

first six months of 2018 primarily reflected favorable commercial roofing market conditions for CCM, an increase in demand for SatCom and aerospace products at CIT and higher demand for our heavy equipment products at CBF.

Gross Margin

(in millions)	Three Months En	ded June 30,	Six Months Ended June 30,			
	2018 2017	Change %	2018	2017	Change %	
Gross margin	\$332.2 \$286	.5 \$45.7 16.0%	\$581.6	\$512.6	\$69.0 13.5%	
Gross margin percentage	26.9 % 29.1	%	26.2 %	29.2 %		
Depreciation and amortization	\$24.1 \$20.4	Ļ	\$50.3	\$39.6		

The decrease in gross margin percentage (gross margin expressed as a percentage of revenues) in the second quarter and first six months of 2018 was driven by unfavorable changes in mix and unfavorable raw material dynamics. Also included in cost of goods sold were exit and disposal costs totaling \$3.7 million in the second quarter of 2018, compared with \$2.0 million in the second quarter of 2017, and \$6.0 million in the first six months of 2018, compared with \$3.8 million in the first six months of 2017, primarily at CIT and CBF attributable to our restructuring initiatives. The decrease was partially offset by lower per unit costs resulting from higher capacity utilization as a result of higher sales volume in the CCM and CIT segments and savings from COS.

Selling and Administrative Expenses

(in millions)	Three Months Ended June 30,			Six Months Ended June 30,				
	2018	2017	Change	%	2018	2017	Change	%
Selling and administrative expenses	\$159.9	\$127.0	\$ 32.9	25.9%	\$308.5	\$251.9	\$ 56.6	22.5%
As a percentage of revenues	12.9 %	12.9 %			13.9 %	14.3 %		
Depreciation and amortization	\$21.9	\$13.7			\$41.2	\$27.7		

The increase in selling and administrative expense in the second quarter and first six months of 2018 primarily reflected acquired selling general and administrative costs from the acquisition of Accella, increased stock-based and other compensation costs, and charges for the facility rationalization and plant restructuring projects at CIT. The selling and administrative costs from the acquired businesses also included non-cash amortization of acquired intangible assets. Refer to Note 8 for further information on exit and disposal activities.

Research and Development Expenses

(in millione)	Three M	, Six M	Six Months Ended June 30,				
(in millions)	2018	2017	Change %	6 2018	2017	Change	%
Research and development expenses	\$14.2	\$13.1	\$ 1.1 8	3.4% \$28.1	\$25.1	\$ 3.0	12.0%
As a percentage of revenues	1.1 %	1.3 %					