

**Abridgment of Presentation Made by William A. Shumaker,
Kewaunee Scientific's Chairman of the Board, President and Chief Executive
Officer at the Company's 2011 Annual Meeting of Stockholders
Held on August 24, 2011**

During Kewaunee's more than 105-year history, we have seldom encountered more challenging times than the existing difficult economic environment that we are presently experiencing. According to McGraw Hill Construction Report, the current recession produced the steepest downturn in construction activity in the postwar period, and the initial stage of recovery is taking its time getting started. Through the first five months of this calendar year, construction growth rate has steadily declined. The U.S. Department of Commerce reported in May that the seasonally adjusted annual rate of construction was just \$753 billion. That figure is down 7.1% from May 2010. Private and public projects have been hit hard, which unfortunately negatively affects the demand for our products. A weak economy and continued difficulties with construction financing have slowed investment in nonresidential buildings. Particularly hard hit have been key commercial building sectors, but even some relatively stable institutional sectors – such as education and healthcare – have seen unusually large declines this year.

We believe that more markets will progressively turnabout from decline to growth, but overall, economic growth will be limited by the lingering recession, the lack of spending confidence, and investor caution as long as the battle in Washington remains unresolved.

We entered fiscal year 2011 with excellent momentum, and our sales and profits in the first half of the year were good and expected to improve. Based on economic projections at that time, along with our strong backlog, we believed that the second half of the fiscal year would be much better. As the year progressed, the worldwide economic picture changed dramatically. For example, the price of oil shot past \$100 a barrel, negatively affecting the cost of all petroleum based products. This drove the price of epoxy resin from \$1.10 per pound to its current rate of \$1.80 a pound, which adversely affected our profit margins. Almost simultaneously, the domestic steel industry started to take capacity out of the marketplace that would later have the effect of dramatically increasing the price of steel. We felt the full impact of the recession in the second half of the year, as the number of construction projects available in the marketplace declined, as the U.S. Department of Commerce is now reporting. Increased competition in the marketplace produced aggressive pricing across all of our markets.

Despite the year's many challenges, I feel Kewaunee is stronger today than we were a year ago. We brought to the marketplace outstanding new products, with additional new products in the pipeline; a renewed domestic and international sales network; and energetic, talented people working in an efficient management structure. I will speak more of these specifics later.

Sales for fiscal year 2011 were slightly over \$100 million, up 1% from sales of \$99 million in the prior year, and the second highest in the Company's history. The increase in sales came from our International Sales Group. Domestic sales decreased, as spending for small and medium sized projects continued to be well below pre-recession levels and have yet to sustain any noticeable improvement. Owners are quick to react to current economic conditions and delay these types of projects, because they are the easiest to place on hold. This accounted for the small increase in sales. In addition, a delay in the project construction schedule for a large project in Saudi Arabia reduced both our domestic and international financial results. I will discuss more about this project later.

Sales from domestic operations were \$84.1 million, down 4% from sales of \$87.6 million in the prior year. The demand for larger domestic laboratory projects continued to hold up relatively well during the year, as owners often moved forward with projects, although at a slower rate, to take advantage of aggressive pricing in the marketplace that reduced their overall building cost for a project.

Sales from international operations were \$15.9 million, up 38% from sales of \$11.5 million in the prior year. The international laboratory furniture marketplace continued its gradual recovery from the economic slowdown, and we experienced increased sales, earnings, and quotation activity from the Asian and Middle East markets.

The Company's order backlog was \$65.7 million at April 30, 2011, down slightly from \$68.9 million at April 30, 2010. Although our order backlog decreased slightly last year, Kewaunee is well positioned to grow our domestic and international order backlog in the coming fiscal year.

Net earnings for the year were \$1,850,000, or \$0.72 per diluted share, down from net earnings of \$3,572,000, or \$1.39 per diluted share, in the prior year. Higher costs paid for steel and epoxy resin raw materials and building construction delays negatively affected our earnings. We have implemented a number of cost reduction initiatives, which I will discuss in more detail later, to meet these challenges and improve our earnings in the future.

The second half of our fiscal year was extremely difficult, as we felt the impact of higher costs for raw materials, aggressive pricing in the marketplace, the delay of the Saudi Arabia project, and an overall more difficult economic environment. Of these factors, the delay of the Saudi Arabia project had the largest impact on our financial results during this period. Much planning and preparation was made throughout our entire organization to meet the manufacturing and shipping schedule for this order. After manufacturing and shipping approximately 20% of the job, we put this order on hold when storage of our products at the jobsite became a problem and the general contractor was given a six-month extension to finish the project. Then, we learned the largest laboratory building at the site, which accounts for about 45% of our total order, had a major problem, and construction had been halted. The building was sinking, and they were attempting to stabilize it without tearing the building down and starting over.

Recently, we learned that the general contractor was unsuccessful in their attempt to save the entire building, and seventy percent of this building is being demolished. All of these delays and uncertainties led to tremendous inefficiencies in our factories, along with lost revenues and profits projected for the second half of the fiscal year. Currently, construction on all buildings in this project are moving forward, and we expect to begin installation of the project in September with manufacturing of this order expected to resume in the third quarter of this fiscal year.

The Company's gross profit margin last year decreased to 19.3%, compared to 21.6% the previous year. This was driven predominantly by higher costs for certain key raw materials primarily related to petroleum based products, such as epoxy paint, plastic products, and epoxy resin; increased transportation costs; competitive pricing in the marketplace; and the lack of small and medium size orders, which traditionally carry higher gross profit margins. Lower selling prices occurred as companies aggressively bid for jobs in order to maintain their order backlogs and market share.

Operating expenses for fiscal year 2011 were \$16.1 million, or 16.1% of sales, compared to \$15.6 million or 15.7% of sales the prior year. This increase in operating expenses resulted primarily from the expansion of our international operations. The large increase in fiscal year 2010 from fiscal year 2009 was the result of higher costs related to the Company's frozen pension plans, as the market value of pension investments declined.

The Company's financial condition remains strong. Working capital increased to \$22.1 million at April 30, 2011, up from \$20.1 million at the end of the prior year. Cash on hand at the end of the year was \$3.0 million, as compared to \$2.3 million at the end of the prior year. The debt-to-equity ratio was .34-to-1 at year-end, as compared to .17-to-1 at the end of the last fiscal year.

Even in this tough economy, I am pleased to report that we had many accomplishments in fiscal year 2011, which included new domestic and international sales distributors, and a broadening of our manufacturing capabilities and product offerings, which is allowing us to enter new business segments.

We significantly strengthened our domestic sales network during the year with the addition of ISEC. As one of the largest interior specialty contractors in the United States, ISEC has been a major player in the laboratory furniture marketplace for many years. As I stated in my annual letter to stockholders, based on ISEC's past success, we estimate this new relationship will increase our domestic sales by 15% to 20% within the next two years, as we begin to ship their orders at ISEC's historical pace. ISEC has offices located throughout the United States. Although they are our exclusive dealer only for the Rocky Mountain States, their expected role is much broader, as their strong financial strength, bonding capacity, and sales and project management capabilities will position them to quote our products in other regions of the country when the jobs are too large or complex for our local dealer.

Last year, we also opened a new direct sales office in California where we determined our coverage needed strengthening. This is a very significant marketplace for our products. We are already experiencing positive results from this new office. In a very short span of four months, this office received \$2.8 million dollars of orders, and they were recently notified that we would be awarded another project worth \$2.6 million, bringing total orders closed thus far to \$5.4 million.

We made a number of additions to our international sales network during the year. Our sales representation in Kuwait was strengthened with the addition of Advanced Technology Company. Advanced Technology is an established, full-service sales company for products in the laboratory and healthcare industries. This dealer already has over \$20 million in outstanding quotations for Kewaunee products.

We continue to look for new channels of distribution for our products in the global marketplace. During the year, a distribution agreement was signed with the ITS Group, which has a network of facilities and warehouses across Asia, to distribute Kewaunee fume hoods, biological safety cabinets, flammable storage cabinets, and acid safety cabinets in the countries of Indonesia, Malaysia, the Philippines, Vietnam, and Thailand. Additionally, Beijing Synergy Scientific Co., our dealer in China, has agreed to become a stocking distributor for our flammable storage cabinets and acid safety cabinets for the China market. We are also engaged in talks with a well-established sales organization in Australia to distribute our fume hoods, biosafety cabinets, and laminar flow product lines in that country.



Until now, we have placed the majority of our international sales efforts toward India and the Middle East, areas where we have an established presence and outstanding reputation. We think there are huge opportunities for our products in China, and we are seriously looking at this market for expansion. The Chinese government plans major investments in Centers for Disease Control, Food and Drug testing laboratories, and energy utility plants. We must have operations in China to take advantage of these opportunities. As our first step, we are actively investigating specific locations within China to locate an assembly operation for our products. This would allow us to enter the market without a significant capital investment, which can be followed over time with more aggressive expansion efforts. We may delay implementing this effort depending on the short-term profitability of the Company.

The expansion of our epoxy resin facility in Statesville, completed in the second quarter of fiscal year 2011, has allowed us to increase sales of these products. This expansion gives us the opportunity to continue growing and expanding this business. We now have the ability to offer a host of other new epoxy products, such as coved back and molded dish countertops, along with many additional colors being demanded in the marketplace.

We made good progress on our strategy to enter the healthcare furniture market with a full line of laminate furniture and architectural millwork products. During the first quarter of fiscal year 2012, we manufactured several projects for another manufacturer, which allowed us the opportunity to test our product designs and manufacturing processes. We consider sales of these products a significant part of our long-term growth plans. You may recall this market is estimated to be much larger than the laboratory furniture market, as the baby boomer population advances toward retirement age. We believe there will be many opportunities for our new products, as demand increases for outpatient care, clinics, hospitals, elderly housing, nursing homes, and other services. The Company has closed \$5.6 million of these orders that will begin to be manufactured and delivered in the third quarter of fiscal year 2012. To lead the development of this important new business, we recently named David Rausch as the General Manager of our Laminate Furniture Division.

We continue to look for new product offerings that have higher profit margins than our traditional furniture products. Many of these new products give us the opportunity to bundle the product with our furniture lines to sell them through new distribution channels. Our new biological safety cabinets fall into this category. The market for these products is well established and is estimated to be larger than the market for steel furniture or the market for fume hoods. Our new products include state-of-the-art technology, innovative designs, and other features that make them more appealing to customers and easier to install and service. We have aggressive strategies in place to expand sales and distribution of these products, including selling them to customers outside of our normal sales channels. For example, we recently added a major distributor for these products in Canada, and we are in serious discussions with major distributors for the United States and Australian markets.

As a follow-up to the biological safety cabinets, last year, we completed designs for a full product line of laminar flow hoods, and we are nearing completion of several ductless fume hood products. These products are designed to protect the laboratory researcher when performing specific tasks, while reducing the amount of energy used and providing ease of service. We also are in the final stages of receiving National Safety Foundation approval for our new `Class B biological safety cabinet, which will complete our biological safety cabinet product line.

This morning, we released the results for our first quarter ended July 31, 2011.

Sales for the quarter increased to \$26.3 million, up 6.0% from the prior year's sales figure of \$24.8 million. Net earnings for the quarter were \$22,000 or \$0.01 cents per diluted share, down from the prior year. First quarter earnings were adversely impacted by a 60% increase in petroleum-based raw materials; a 34% average increase in steel cost; and a one-time pre-tax start-up cost of \$285,000 related to our Laminate Furniture Division. Our order backlog grew to a record \$69.7 million at July 31, 2011, up from \$65.7 million at April 30, 2011 and \$66.9 million at July 31, 2010.

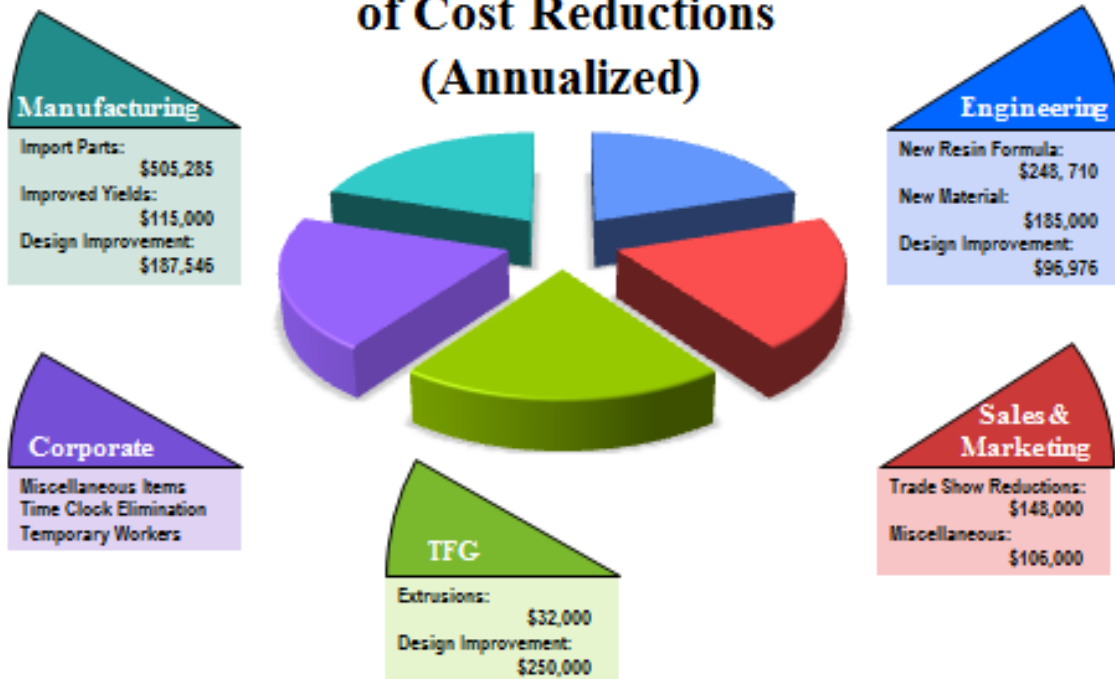
We certainly are not satisfied with this level of profitability, and we expect our second quarter financial results will be much improved over the first quarter. Increases in costs of steel and epoxy resin significantly impacted the results for the first quarter. We have increased prices on all products, but only time will tell us whether the marketplace will accept them. In the meantime, we will continue to take tough and strategic actions to manage the business during these difficult economic times by pursuing a variety of initiatives.

Throughout the Company, we are improving processes to reduce costs and increase efficiencies and, at the same time, we are investing in systems and manufacturing capabilities for the future. Strategies to reduce manufacturing costs are on-going, with a goal of offsetting all material and labor cost increases. You can see from the following charts some of the major cost reductions in each area of the Company that have been put into place. Unlike the Federal Government, these reductions are real and are a reduction from last year's actual cost figures. We will begin seeing the positive impact of these reductions in the second quarter, such as the new resin formula, new material in resin, new imported parts, and design improvements. Every group in the Company is contributing to these savings that are projected to reduce our overall costs on an annualized basis between \$3.0 million and \$3.5 million, depending on the product sales mix. Our cost reduction teams continue to identify additional significant savings, and we are implementing them as quickly as they are confirmed.

Projected FY 2012 Cost Reductions Annualized



Examples of Cost Reductions (Annualized)



We are responding to today's economy, while at the same time, using our collective strength to build solutions for future growth. We are working to create a stronger Company, positioned to benefit when the industry recovers. We continue to believe that our focus on developing and leveraging our collective strengths will result in significant benefits for our shareholders, customers, and Associates. We also continue to look for ways to increase manufacturing efficiencies, including focusing on our manufacturing strengths and identifying certain processes that can be done more efficiently by others.

Over the past three years, your Board of Directors has added four new members to the Board. This past year, we added John D. Russell. In addition, this year two of our directors have chosen not to stand for re-election, and their distinguished service to our Board and Company will end after this annual stockholder meeting. Wiley N. Caldwell was elected to the Kewaunee Board in 1988, while serving as President of W.W. Grainger, Inc., a position he held for eight years. Silas Keehn joined our Board in 2001 following a distinguished 13-year term as President of The Federal Reserve Bank of Chicago. Our Company and shareholders have been served remarkably well by the deep expertise in manufacturing, distribution, and finance that Mr. Caldwell and Mr. Keehn brought to our Board deliberations. I am grateful to them for their conscientious execution of their responsibilities and the guidance and leadership they have provided to the Company and to me.

As we move forward, our priorities remain to provide our stockholders a good return on investment and serve our customers with the best quality service. We pledge our enduring efforts to achieve these goals.

William A. Shumaker
Chairman of the Board
President and Chief Executive Officer
Kewaunee Scientific Corporation
August 24, 2011

Note: The above information is an abridgment prepared from a presentation made by William A. Shumaker, President & Chief Executive Officer of Kewaunee Scientific Corporation, at the Company's 2011 annual meeting of stockholders held in Chicago, Illinois on August 24, 2011.

Certain statements in the above transcript constitute "forward-looking" statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements involve known and unknown risks, uncertainties and other factors that could significantly impact results or achievements expressed or implied by such forward-looking statements. These factors include, but are not limited to, economic, competitive, governmental, and technological factors affecting the Company's operations, markets, products, services, and prices.