## Quanex

## Quanex Fiscal Third Quarter 2007 Results

August 28, 2007
MACSTEEL Continued to Experience Product Mix Improvement
Engineered Products Operating Income up 11\% from a Year Ago
Cash Provided by Operating Activities Strong at $\$ 134$ million YTD
HOUSTON, Aug. 28, 2007 (PRIMENEWSWIRE) -- Quanex Corporation (NYSE:NX) today reported fiscal third quarter 2007 results for the period ending July 31, 2007. Net sales were $\$ 554.1$ million compared to $\$ 553.0$ million a year ago, and income from continuing operations was $\$ 40.2$ million versus $\$ 44.9$ million in the year ago period. Diluted earnings per share from continuing operations were $\$ 1.02$ compared to $\$ 1.14$ in the third quarter last year. Diluted earnings per share in the quarter were $\$ 1.02$. The latest 12 months return on invested capital was $14.8 \%$ compared to $19.0 \%$ a year ago.

```
Fiscal Third Quarter 2007 Highlights
* Vehicular Products net sales were $284.6 million versus
    $259.8 million a year ago; net sales at Building Products were
    $275.1 million compared to $299.9 million in the year ago quarter.
* Vehicular Products reported operating income of $31.3 million
    versus $40.3 million a year ago; operating income at Building
    Products was $37.6 million compared to $41.6 million in the
    year ago period.
* Cash plus short-term investments at quarter-end totaled
    $143.7 million.
* For the nine months ended July 31, 2007, cash provided by operating
    activities was $134.3 million, compared to $129.0 million in the
    same period a year ago, and capital expenditures were $25.0 million
    versus $61.0 million in the first nine months of 2006, primarily
    the result of reduced spending at MACSTEEL now that the Phase 8
    and Phase 9 capital projects are complete.
```

Selected Financial Information
Fiscal Third Quarter 2007 Financials
(\$ in millions, except per share data)

Net Sales
Operating Income
Income from Continuing Ops

EPS: Basic Earnings from Continuing Ops

EPS: Diluted Earnings from Continuing Ops

\$ 1.02 \$ 1.14

Fiscal Third Quarter 2007 Commentary


| Net Sales | $\$ 284.6$ | $\$ 259.8$ | $10 \%$ |
| :--- | ---: | ---: | ---: |
| Operating Income | 31.3 | 40.3 | $(22 \%)$ |

Vehicular Products is focused on providing its customers with engineered steel bars and extensive value added services. About $80 \%$ of its products are used in light vehicle, heavy truck and off-road powertrain applications.
"Total steel bar tons shipped by MACSTEEL were essentially even to year ago levels, but the mix of automotive bar shipments and value added products continued to improve as a percent of all bar shipments," said Raymond A. Jean, chairman and chief executive officer. "MACSTEEL's overall demand remained strong throughout the third quarter and our growing automotive backlog gives us optimism going forward. North American light vehicle builds in our third quarter were up $2 \%$ compared to a year ago, and the outlook calls for another $8 \%$ uptick in builds during our fourth quarter. As expected, operating income was down primarily due to volatile raw material costs, including a spike in metal alloy costs during the quarter. The higher alloy costs will be recovered through MACSTEEL's surcharges during our fourth quarter," Jean said.

```
BUILDING PRODUCTS
    Engineered Products ($ in millions)
```

|  | 3rd qtr 2 | 3rd qtr 2006 | inc/(dcr) |
| :---: | :---: | :---: | :---: |
| Net Sales | \$131.4 | \$138.8 | (5\%) |
| Operating Income | 17.7 | 15.9 | 11\% |

Engineered Products is focused on providing window and door customers with value added fenestration products and components. Key market drivers are housing starts (approximately $60 \%$ of sales) and remodeling activity (approximately $40 \%$ of sales).
"The housing market remains very challenging. Housing starts in our third quarter were off $22 \%$ compared to the third quarter last year, while our sales for the same period were down only $5 \%$, a testimony to our ability to generate robust organic growth through new programs and product initiatives. We are optimistic that we will hold this sales momentum through the fourth quarter. Operating income is up due to relatively strong operating performance at each of our business units, especially at Mikron. The aggressive restructuring efforts we undertook at Mikron late last year are paying off for us now, and our employees' focus on lean implementation across our businesses continue to bolster results," said Jean.

Aluminum Sheet Building Products (\$ in millions)

|  | 3rd qtr 2007 | 3rd qtr 2006 | inc/(dcr) |
| :---: | :---: | :---: | :---: |
| Net Sales | \$143.7 | \$161.1 | (11\%) |
| Operating Income | 20.0 | 25.8 | (22\%) |

Aluminum Sheet Products is a leading provider of common alloy aluminum sheet products for the building and construction, transportation and other consumer durable markets. Key market drivers are housing starts and remodeling activity (approximately $60 \%$ of sales).
"Third quarter shipped pounds by Nichols Aluminum were off $11 \%$ from the year ago quarter when the business was in a sold-out position. Customer demand continued to be weak in our traditional building and construction markets during the third quarter, and we experienced ongoing softness in our secondary markets as well. Operating income was off from a year ago primarily due to the reduced shipments, but material spreads remained strong," Jean said.

## Cash Flow

"Cash plus short-term investments were $\$ 144$ million at the end of our third quarter, and total debt, less cash and investments, to capitalization was essentially zero. We diligently manage our working capital, and for the quarter end, our conversion cycle was 33 days, down from 34 days at the end of the second quarter. Cash provided by operating activities remained excellent at $\$ 50$ million and $\$ 134$ million for the three months ended and nine months ended July 2007, respectively," said Jean.

Fiscal 2007 Outlook
Quanex continues to experience soft demand in its building products markets, while demand in its vehicular products markets has improved throughout the year.

For Building Products, housing starts in calendar 2007 are expected to lag 2006 by some $22 \%$. Customer demand in the fourth quarter at Engineered Products is expected to marginally improve over both the year ago and sequential third quarter as new programs with existing and new customers bolster results. At Nichols Aluminum, fourth quarter aluminum sheet shipments are expected to approximate both the year ago and sequential third quarter shipments. Material spreads at Nichols, while anticipated to come down from the third quarter, are expected to remain strong.

At Vehicular Products, demand is expected to continue to improve as light vehicle build rates are anticipated to increase during the fiscal fourth quarter. MACSTEEL's fourth quarter bar shipments are expected to exceed the year ago quarter by some $4 \%$, based in part on the strength of new programs with both the Big Three and transplant automotive customers. Material spreads are expected to improve sequentially as the cost of raw
materials, particularly for alloys, moderates. Light vehicle builds of 15.3 million in calendar 2007 are expected to be about even with 2006.
Taken together, the sales and earnings outlook for the balance of fiscal 2007 remains favorable. Accordingly, Quanex expects to report diluted earnings per share from continuing operations for the fiscal year within a range of $\$ 3.38$ to $\$ 3.46$, which includes an estimated $\$ 0.13$ per share LIFO charge. Previous 2007 guidance was $\$ 3.35$ to $\$ 3.60$ and included a $\$ 0.10$ per share LIFO charge. Quanex raised the low end of its guidance as a result of an improving outlook at MACSTEEL and ongoing benefits from the Company's lean initiatives; it lowered the high end of the guidance due to the more severe decline in the housing market.

## Other

On May 16, 2007, the Company announced that its Board of Directors had initiated a review of strategic alternatives with respect to its Building Products Group. The Group consists of Engineered Products and Aluminum Sheet Products. Strategic alternatives to be considered include, but are not limited to, a tax-free spin-off to Quanex shareholders, a sale or a joint venture. At this time, there can be no assurance that this strategic review will result in any type of transaction and the Company does not intend to provide an update to this process.

On January 26, 2005, the Company irrevocably elected, pursuant to the indenture governing its $2.50 \%$ convertible senior debentures due 2034, to settle the principal amount of the debentures in cash while the premium amount of the debentures may be settled in any combination of cash and common stock when they become convertible and are surrendered by the holders thereof. Allowing for this election and using an average stock closing price of $\$ 48.45$ for its third quarter, the Company's diluted earnings per share from continuing operations were reduced by $\$ 0.05$.

Quanex uses the Last In First Out (LIFO) method of accounting, which requires it to forecast year-end inventory prices and levels and periodically adjust interim inventory balances. For the third quarter, the Company booked a $\$ 3.0$ million ( $\$ 0.05$ per diluted share) non-cash LIFO charge that primarily reflects the rise in the cost of steel scrap at the Company's Vehicular Products Group. Year-to-date, Quanex has booked $\$ 6.0$ million ( $\$ 0.10$ per diluted share) in LIFO charges.

## Dividend Declared

The Board of Directors declared the Company's quarterly cash dividend of $\$ 0.14$ per share on the common stock, payable September 28, 2007 to shareholders of record on September 14, 2007.

## Corporate Profile

Quanex Corporation is an industry-leading manufacturer of value-added, engineered materials and components serving the vehicular products and building products markets.

Financial Statistics as of 7/31/07
Book value per common share: \$22.74; Total debt to capitalization: 13.4\%; Return on invested capital: 14.8\%; Return on common equity: 16.9\%; Actual number of common shares outstanding: 37,187,012.

## Definitions

Book value per common share -- calculated as total stockholders' equity as of balance sheet date divided by actual number of common shares outstanding;

Total debt to capitalization -- calculated as the sum of both the current and long term portion of debt, as of balance sheet date, divided by the sum of both the current and long term portion of debt plus total stockholders' equity as of balance sheet date;

Return on invested capital -- calculated as the total of the prior 12 months net income plus prior 12 months after-tax interest expense and capitalized interest, the sum of which is divided by the trailing five quarters average total debt (current and long term) and total stockholders' equity;

Return on common equity -- calculated as the prior 12 months net income, divided by the trailing five quarters average common stockholders' equity;
Material spreads -- calculated as the difference between average raw material costs and average selling prices.
Statements that use the words "expect," "should," "believe," "will," "might," or similar words reflecting future expectations or beliefs are forward-looking statements. The statements found above are based on current expectations. Actual results or events may differ materially from this release. Factors that could impact future results may include, without limitation, the effect of both domestic and global economic conditions, the impact of competitive products and pricing, and the availability and cost of raw materials. For a more complete discussion of factors that may affect the Company's future performance, please refer to the Company's most recent 10-K filing (December 15, 2006) under the Securities Exchange Act of 1934, in particular the section titled, "Private Securities Litigation Reform Act" contained therein.

For additional information, visit the Company's website at www.quanex.com .

## QUANEX CORPORATION

INDUSTRY SEGMENT INFORMATION
(In thousands)
(Unaudited)
Three months ended
July 31,
---------------- 2006
Nine months ended
July 31,

| -------------------- |
| :---: | :---: |
| 2007 |


| Net sales: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Engineered Building |  |  |  |  |  |  |
| 131,445 | 138,827 | Products |  | 333,897 |  | 392,468 |
| Aluminum Sheet |  |  |  |  |  |  |
| 143,667 | 161,071 | Building Products |  | 388,092 |  | 404,581 |
| 275,112 | 299,898 | Building Products |  | 721,989 |  | 797,049 |
| $(5,606)$ | $(6,687)$ | Corporate and Other |  | $(13,541)$ |  | $(16,203)$ |
| \$554,084 | \$553, 047 | Net sales |  | 491,163 |  | ,504,852 |
| Operating income: |  |  |  |  |  |  |
| \$ 31,329 | \$ 40,297 | Vehicular Products | \$ | 91,613 | \$ | 113,968 |
| Engineered Building |  |  |  |  |  |  |
| Aluminum Sheet |  |  |  |  |  |  |
| 19,985 | 25,753 | Building Products |  | 47,401 |  | 64,250 |
| 37,642 | 41,639 | Building Products |  | 77,996 |  | 103,411 |
| $(9,809)$ | $(12,909)$ | Corporate and Other |  | $(29,524)$ |  | $(25,283)$ |
| \$ 59,162 | \$ 69,027 | Operating Income | \$ | 140,085 | \$ | 192,096 |

QUANEX CORPORATION CONSOLIDATED STATEMENTS OF INCOME
(In thousands, except per share data) (Unaudited)

Three months ended

| July 31, |  |
| :---: | :---: |
| 2007 | 2006 |
| \$554, 084 | 553,0 |


|  | Nine months ended July 31, |  |
| :---: | :---: | :---: |
|  | 2007 | 2006 |
| Net sales | \$1,491,163 | \$1,504,852 |
| ```Cost of sales (exclusive of items shown separately below)``` | 1,219,189 | 1,191,414 |
| Selling, general and administrative expense | 75,194 | 68,776 |
| Depreciation and amortization | 56,695 | 52,566 |
| Operating income | 140,085 | 192,096 |
| Interest expense | $(3,071)$ | $(3,689)$ |
| Other, net | 5,386 | 2,763 |
| Income from continuing operations before taxes | 142,400 | 191,170 |
| Income tax expense | $(49,336)$ | $(69,986)$ |
| Income from continuing operations | 93,064 | 121,184 |

Income (loss) from discontinued operations,


| 3,129 | Current maturities of long-term debt | 2,721 |
| :---: | :---: | :---: |
| 217,616 | Total current liabilities | 208,413 |
| 127,551 | Long-term debt | 130,680 |
| 2,310 | Deferred pension credits | 1,115 |
| 7,397 | Deferred postretirement welfare benefits | 7,300 |
| 59,128 | Deferred income taxes | 66,189 |
| 13,251 | Non-current environmental reserves | 14,186 |
| 16,901 | Other liabilities | 15,754 |
| 444,154 | Total liabilities | 443,637 |
| 845,499 | Total stockholders' equity | 758,515 |
| \$1,289,653 | Total liabilities and stockholders' equity | \$1,202,152 |

QUANEX CORPORATION
CONSOLIDATED STATEMENTS OF CASH FLOW
(In thousands)
(Unaudited)

|  | Nine months ended July 31, |  |
| :---: | :---: | :---: |
|  | 2007 | 2006 |
| Operating activities: |  |  |
| Net income \$ | 93,064 | \$ 121,008 |
| Loss from discontinued operations | -- | 176 |
| Adjustments to reconcile net income to cash provided by operating activities: |  |  |
| Depreciation and amortization | 56,896 | 53,045 |
| Deferred income taxes | $(6,636)$ | 6,040 |
| Stock-based compensation | 4,724 | 3,883 |
|  | 148,048 | 184,152 |
| Changes in assets and liabilities, net of effects from acquisitions and dispositions: |  |  |
| Decrease (Increase) in accounts and notes receivable | $(15,167)$ | $(32,335)$ |
| Decrease (Increase) in inventory | $(7,890)$ | $(23,396)$ |
| Increase (Decrease) in accounts payable | 17,054 | 35,370 |
| Increase (Decrease) in accrued liabilities | $(3,420)$ | $(12,846)$ |
| Increase (Decrease) in income taxes payable | e (6,803) | $(5,253)$ |
| Increase (Decrease) in deferred pension and postretirement benefits | d 5,087 | $(11,942)$ |
| Other, net | $(2,566)$ | $(4,024)$ |
| Cash provided by (used for) operating activities from continuing operations | 134,343 | 129,726 |
| Cash provided by (used for) operating activities from discontinued operations | -- | (762) |
| Cash provided by (used for) operating activities | 134,343 | 128,964 |
| Investment activities: |  |  |
| Purchases of short-term investments | $(46,150)$ | -- |
| Proceeds from sales of short-term investments | 6,150 | -- |
| Acquisitions, net of cash acquired | $(58,493)$ | -- |
| Capital expenditures, net of retirements | $(24,986)$ | $(60,964)$ |
| Proceeds from sale of discontinued operations | -- | 5,683 |
| Retired executive life insurance proceeds | -- | 461 |
| Other, net | 286 | 275 |


| Cash provided by (used for) investing activities from continuing operations Cash used for investment activities from discontinued operations | $(123,193)$ | $(54,545)$ <br> (14) |
| :---: | :---: | :---: |
| Cash provided by (used for) investment activities | $(123,193)$ | $(54,559)$ |
| Financing activities: |  |  |
| Repayments of long-term debt | $(2,721)$ | $(2,514)$ |
| Common dividends paid | $(15,570)$ | $(13,165)$ |
| Issuance of common stock from option exerci including related tax benefits | $5,073$ | 11,112 |
| Purchases of treasury stock | -- | $(58,326)$ |
| Other, net | (11) | -- |
| Cash provided by (used for) financing activities from continuing operations | $(13,229)$ | $(62,893)$ |
| Cash used for financing activities from discontinued operations | -- | (56) |
| Cash provided by (used for) financing activities | $(13,229)$ | $(62,949)$ |
| Effect of exchange rate changes on cash and equivalents | 43 | 14 |
| Increase (Decrease) in cash and equivalents | $(2,036)$ | 11,470 |
| Beginning of period cash and equivalents | 105,708 | 49,681 |
| End of period cash and equivalents | \$ 103,672 | \$ 61,151 |

This news release was distributed by PrimeNewswire, www.primenewswire.com
SOURCE: Quanex Corporation
Quanex Corporation
Financial Contact:
Jeff Galow
713/877-5327
Media Contact:
Valerie Calvert
713/877-5305

