## Quanex Building Products Corporation Fiscal Fourth Quarter and Fiscal 2008 Results

December 4, 2008 5:03 PM ET
4th Quarter EPS From Continuing Operations of $\$ 0.32$ Before a LIFO Gain
Company's Sales Outperformed the Market for the Quarter and Year
\$65 Million Cash and Equivalents Less Debt
HOUSTON, Dec. 4, 2008 (GLOBE NEWSWIRE) -- Quanex Building Products Corporation (NYSE:NX) today reported fiscal fourth quarter and fiscal 2008 results for the period ending October 31, 2008. Income from continuing operations for the quarter and year were $\$ 11.9$ million and $\$ 30.8$ million, respectively, and diluted earnings per share from continuing operations for the quarter and year were $\$ 0.32$ and $\$ 0.80$, respectively, before spinoff related costs and LIFO impact.

Including spinoff related costs and LIFO impact, income from continuing operations for the quarter and year were $\$ 15.0$ million and $\$ 15.9$ million, respectively, and diluted earnings per share from continuing operations for the quarter and year were $\$ 0.40$ and $\$ 0.41$, respectively.

Fiscal Fourth Quarter and Fiscal 2008 Highlights

* David D. Petratis, the company's president and chief executive officer, assumed the additional role of chairman of the board upon the planned retirement of Raymond A. Jean, effective December 5.
* Jairaj T. Chetnani joined the company as vice president and treasurer effective December 1.
* Net sales in the quarter were $\$ 246.3$ million versus $\$ 255.5$ million in the year ago quarter. 2008 net sales were $\$ 868.9$ million compared to $\$ 964$ million in 2007.
* Cash provided by operating activities from continuing operations in 2008 was $\$ 53$ million.
* Capital expenditures for the fiscal year were $\$ 15.8$ million.
* Cash and equivalents less debt totaled $\$ 65$ million at year end.
* LIFO transactions: recorded a fourth quarter LIFO gain of $\$ 5.1$ million ( $\$ 3.1$ million after tax, $\$ 0.08$ per diluted share). For 2008, recorded a LIFO charge of $\$ 0.4$ million ( $\$ 0.2$ million after tax, $\$ 0.01$ per diluted share). LIFO activity in 2008 was primarily associated with the aluminum sheet business.
* Spinoff related costs: recorded fiscal 2008 costs of $\$ 26.5$ million ( $\$ 14.7$ million after tax, $\$ 0.38$ per diluted share).

Fiscal Fourth Quarter and Fiscal 2008 Commentary

|  | $\begin{aligned} & 4 \text { th qtr } \\ & 2008 \end{aligned}$ | 4th qtr $2007$ | $\begin{gathered} F Y \\ 2008 \end{gathered}$ | $\begin{gathered} \text { FY } \\ 2007 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$ 112.9 | \$ 123.9 | \$ 407.9 | \$ 457.8 |
| Operating Inc. | \$ 10.1 | \$ 13.2 | \$ 29.9 | \$ 43.8 |

Engineered Products is focused on providing window and door customers with value-added fenestration products and components. Key market drivers are housing starts and remodeling activity.
"The U.S. housing market deteriorated $35 \%$ in our fiscal fourth quarter compared to the year ago quarter, and starts for fiscal 2008 were off $31 \%$ compared to a year ago. Residential remodeling activity was estimated to be down $10 \%$ in fiscal 2008 compared to last year. Net sales for the quarter and year at our Engineered Products segment were down $9 \%$ and $11 \%$, respectively. Our ability to consistently outperform the market, even in this very tough economic environment, is testimony to the market-leading positions our customers hold in the window and door industry, and importantly, our collaboration with them on new product and program initiatives," said David D. Petratis, president and chief executive officer of Quanex Building Products. "We believe Engineered Products has one of the best combinations of engineering and
design support, innovative products and components, and logistical support in the industry, all backed by the considerable financial strength of Quanex Building Products," continued Petratis.

ALUMINUM SHEET PRODUCTS (in millions)

| $\begin{aligned} & 4 \text { th qtr } \\ & 2008 \end{aligned}$ | $\begin{aligned} & 4 \text { th qtr } \\ & 2007 \end{aligned}$ | $\begin{gathered} F Y \\ 2008 \end{gathered}$ | $\begin{gathered} \text { FY } \\ 2007 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| \$ 139.0 | \$ 136.1 | \$ 479.9 | \$ 524.2 |
| \$ 12.6 | \$ 18.3 | \$ 40.3 | \$ 65.7 |
| 81 | 84 | 285 | 311 |

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, which together represent about $65 \%$ of the segment's sales.
"Shipments at Nichols Aluminum were approximately 81 million pounds in the quarter, down $4 \%$ from the year ago quarter. 2008 shipments of 285 million pounds were off $8 \%$ from last year. Spread per pound (selling price less material cost) was down $5 \%$ from both the fourth quarter 2007 and third quarter of 2008. We were pleased with the spread at Nichols, however, reduced shipments and a lower mix of painted sheet hurt their bottom line," Petratis said.

## Cash Flow

"Our cash and equivalents less debt at year end were $\$ 65$ million. We have one remaining favorable cash true-up item for taxes related to the merger of Quanex Corporation with Gerdau S.A. We currently estimate the true-up to be $\$ 15$ million, down from the original estimate of $\$ 20$ million as the various tax returns near completion. We expect to receive this cash in the first calendar quarter of 2009 . Operating cash flow from continuing operations in 2008 came in at $\$ 53$ million. We continue to closely monitor our working capital, and at quarter end, our conversion cycle, the time required to convert a customer order to cash, was approximately 31 days," continued Petratis.

## Outlook

The company's fiscal first quarter segment operating income has historically been its lowest when compared to the other quarters of the year as there are fewer production days and a marked decline in residential building and remodeling activity during this time. This seasonality will be exacerbated given today's weak economic conditions. First quarter 2009 expectations indicate the company will report an operating loss of between $\$ 7$ million to $\$ 11$ million before taking into account approximately $\$ 5.5$ million of corporate expenses (excluding any LIFO impact). The majority of the loss is expected to come from Aluminum Sheet Products due to significantly lower shipments and a deteriorating spread. As in most years, the company expects to report improved operating results each sequential quarter of fiscal 2009.

While the company expects to continue to outperform the market, the overall economic volatility and the ongoing uncertainty surrounding 2009 housing starts and residential remodeling activity does not allow it to reasonably predict fiscal 2009 operating income at this time. However, the company does expect to be profitable for the year. The company will continue to monitor and analyze ongoing economic changes and the impact those changes will have on its operating performance throughout the year. Estimates for fiscal 2009 depreciation / amortization, and capital expenditures are $\$ 35$ million and $\$ 18$ million, respectively.

## Non-GAAP Financial Measures

Income from Continuing Operations Before Spinoff Related Costs and LIFO Impact
Income from continuing operations before spinoff related costs and LIFO impact is a non-GAAP financial measure. The company believes this non-GAAP financial measure provides a consistent basis for comparison between quarters and
years, and enhances the understanding of the performance of its operations as they are not influenced by certain costs incurred during the periods that are believed to be special and related to specific, infrequent items.

Set forth below is a reconciliation of reported income from continuing operations and reported diluted earnings per share from continuing operations to income from continuing operations before spinoff related costs and LIFO impact and diluted earnings per share from continuing operations before spinoff related costs and LIFO impact. The company does not intend for this information to be considered in isolation or as a substitute for other measures prepared in accordance with GAAP.

Three months ended Oct. 31, Twelve months ended Oct. 31,

| (in millions except |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| diluted EPS) | 2008 |  | 2007 |  | 2008 |  | 2007 |  |
|  | Net <br> Income | Diluted EPS | Net <br> Income | Diluted EPS | Net <br> Income | Diluted EPS | Net <br> Income | Diluted EPS |


| Income from |
| :--- |
| continuing |
| operations, |
| as reported |


| LIFO charge |
| :--- |
| (income) |

After-tax
reconciling
items
associated
with the company's
spinoff:

Stock based compensation $\begin{array}{lllllllll}\text { expense } & -- & -- & -- & -- & 13.7 & 0.36 & -- & -- \\ \begin{array}{r}\text { Transaction } \\ \text { costs }\end{array} & -- & -- & -- & -- & 2.9 & 0.08 & -- & --\end{array}$
Executive incentives \& other


Selling, general \& administrative $\begin{array}{lllllllll}\text { expense } & -- & -- & -- & -- & 17.1 & 0.44 & \text {-- }\end{array}$ Rabbi trust merger


Total
after-tax spinoff related costs

| - | -- | 14.7 | 0.38 | -- |
| :---: | :---: | :---: | :---: | :---: |

Income from continuing operations,

```
excluding
LIFO &
spinoff
related
costs $11.9 $0.32 $17.3 $0.44 $30.8 $0.80 $56.3 $1.42
Diluted
    weighted
average
common
shares
outstanding
(in
thousands)

\section*{Dividend Declared}

The Board of Directors declared a quarterly cash dividend of \(\$ 0.03\) per share on the company's common stock, payable December 31, 2008, to shareholders of record on December 18, 2008.

\section*{Corporate Profile}

Quanex Building Products Corporation is an industry-leading manufacturer of value-added, engineered materials and components serving the building products markets. It is an ROIC-driven company that grows shareholder returns through a combination of organic growth via new products and programs and strategic acquisitions.

The Quanex Building Products Corporation logo is available at http://www.globenewswire.com/newsroom /prs/?pkgid=1117

Financial Statistics as of 10/31/08

Book value per common share: \(\$ 14.55\); Total debt to capitalization: \(0.5 \%\); Actual number of common shares outstanding: 37,657,891

\section*{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;

Operating margin - combined operating income of aluminum sheet products and engineered products divided by combined net sales.

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 Registration Statement on Form 10, filed with the SEC on April 4, 2008 pursuant to the Securities Exchange Act of 1934, in particular the section titled, "Special Note About Forward-Looking Statements" contained therein.

For additional information, visit the company's website at www.quanex.com.
QUANEX BUILDING PRODUCTS CORPORATION
INDUSTRY SEGMENT INFORMATION
(In thousands)
(Unaudited)
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{2}{|l|}{Three months ended October 31,} & & \multicolumn{2}{|l|}{Twelve months ended October 31,} \\
\hline 2008 & 2007 & & 2008 & 2007 \\
\hline & & Net sales: & & \\
\hline \$112,866 & \$123,866 & Engineered Products & \$407, 896 & \$457, 764 \\
\hline 139,037 & 136,123 & Aluminum Sheet Products & 479,925 & 524,215 \\
\hline 251,903 & 259,989 & Building Products & 887,821 & 981,979 \\
\hline \((5,558)\) & \((4,463)\) & Eliminations & \((18,888)\) & \((18,005)\) \\
\hline \$246,345 & \$255,526 & Net sales & \$868,933 & \$963,974 \\
\hline & & Operating income: & & \\
\hline \$ 10,101 & \$ 13, 220 & Engineered Products & \$ 29,881 & \$ 43, 815 \\
\hline 12,565 & 18,330 & Aluminum Sheet Products & 40,260 & 65,732 \\
\hline 22,666 & 31,550 & Building Products & 70,141 & 109,547 \\
\hline 1,332 & \((4,152)\) & *Corporate and Other & \((49,160)\) & \((21,378)\) \\
\hline \$ 23,998 & \$ 27,398 & *Operating Income (Loss) & \$ 20,981 & \$ 88,169 \\
\hline
\end{tabular}
```

* Corporate and Other and Operating Income for the three and twelve
months ended October 31, 2008 include \$5.1 million LIFO income and
\$0.4 million LIFO expense, respectively. In addition, Corporate and
Other and Operating Income for the twelve months ended October 31,
2008 include \$26.5 million of special charges associated with the
spin-off / merger transaction which predominantly occurred in the
second quarter of 2008.
QUANEX BUILDING PRODUCTS CORPORATION
CONSOLIDATED STATEMENTS OF INCOME
(In thousands, except per share data)
(Unaudited)
Three months ended

October 31, | Twelve months ended |
| :---: | :---: | :---: |
| October 31, |

```
\begin{tabular}{|c|c|c|c|c|}
\hline 199,080 & 201,389 & items shown separately below) & 717,376 & 767,138 \\
\hline 14,822 & 16,325 & Selling, general and administrative expense & 95,504 & 70,676 \\
\hline 8,445 & 10,414 & Depreciation and amortization & 35,072 & 37,991 \\
\hline \[
\begin{array}{r}
23,998 \\
(124)
\end{array}
\] & \[
\begin{array}{r}
27,398 \\
(139)
\end{array}
\] & \begin{tabular}{l}
Operating income (loss) \\
Interest expense
\end{tabular} & \[
\begin{array}{r}
20,981 \\
(480)
\end{array}
\] & \[
\begin{array}{r}
88,169 \\
(591)
\end{array}
\] \\
\hline 312 & 124 & Other, net & 5,188 & 383 \\
\hline 24,186 & 27,383 & ```
Income (loss) from
    continuing operations
    before income taxes
``` & 25,689 & 87,961 \\
\hline \((9,176)\) & \((9,774)\) & Income tax expense & \((9,785)\) & \((30,830)\) \\
\hline 15,010 & 17,609
24,470 & ```
Income (loss) from
    continuing operations
Income (loss) from
    discontinued operations,
    net of taxes
``` & 15,904
5,675 & 57,131
77,491 \\
\hline \$ 15,010 & \$ 42,079 & Net income (loss) & \$ 21,579 & \$134, 622 \\
\hline \$ 0.40 & \$ 0.47 & \begin{tabular}{l}
Basic earnings per common share: \\
Earnings (loss) from continuing operations
\end{tabular} & \$ 0.43 & \$ 1.54 \\
\hline \$ & \$ 0.66 & Income (loss) from discontinued operations & \$ 0.15 & \$ 2.10 \\
\hline \$ 0.40 & \$ 1.13 & Basic earnings (loss) per common share & \$ 0.58 & \$ 3.64 \\
\hline & & Diluted earnings per common share: & & \\
\hline \$ 0.40 & \$ 0.44 & Earnings (loss) from continuing operations & \$ 0.41 & \$ 1.45 \\
\hline \$ & \$ 0.62 & Income (loss) from discontinued operations & \$ 0.15 & \$ 1.96 \\
\hline \$ 0.40 & \$ 1.06 & Diluted earnings (loss) per share & \$ 0.56 & \$ 3.41 \\
\hline & & Weighted average common shares outstanding: & & \\
\hline 37,333 & 37,075 & Basic & 37,274 & 36,982 \\
\hline 37,466 & 39,703 & Diluted & 38,528 & 39,509 \\
\hline
\end{tabular}

QUANEX BUILDING PRODUCTS CORPORATION
CONDENSED CONSOLIDATED BALANCE SHEETS
(In thousands)
(Unaudited)

\begin{tabular}{|c|c|c|c|}
\hline & 63,848 & Inventories, net & 53,556 \\
\hline & 10,932 & Deferred income taxes & 5,370 \\
\hline & 6,239 & Other current assets & 4,372 \\
\hline & -- & Current assets of discontinued operations & 431,326 \\
\hline & 249,643 & Total current assets & 576,497 \\
\hline & 157,389 & Property, plant and equipment, net & 173,590 \\
\hline & 3,875 & Deferred income taxes & -- \\
\hline & 196,338 & Goodwill & 196,385 \\
\hline & 62,476 & Intangible assets, net & 68,199 \\
\hline & 11,126 & Other assets & 9,225 \\
\hline & -- & Assets of discontinued operations & 310,926 \\
\hline \$ & 680,847 & Total assets & \$1,334,822 \\
\hline & & Liabilities and stockholders' equity & \\
\hline \$ & 79,512 & Accounts payable & \$ 68,167 \\
\hline & 38,316 & Accrued liabilities & 37,102 \\
\hline & -- & Income taxes payable & \\
\hline & 363 & Current maturities of long-term debt & 1,464 \\
\hline & -- & Current liabilities of discontinued operations & 242,570 \\
\hline & 118,191 & Total current liabilities & 349,303 \\
\hline & 2,188 & Long-term debt & 2,551 \\
\hline & -- & Deferred income taxes & 34,457 \\
\hline & 2,485 & Non-current environmental reserves & 4,239 \\
\hline & 10,155 & Other liabilities & 13,889 \\
\hline & -- & Liabilities of discontinued operations & 47,234 \\
\hline & 133,019 & Total liabilities & 451,673 \\
\hline & 547,828 & Total stockholders' equity & 883,149 \\
\hline \$ & 680,847 & Total liabilities and stockholders' equity & \$1, 334, 822 \\
\hline
\end{tabular}

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

Operating activities:
Net income
Income from discontinued operations

Net income from continuing operations Adjustments to reconcile net income to cash provided by operating activities: Depreciation and amortization Deferred income taxes Stock-based compensation
26,378 4,925
--------
80,377
100,852

Changes in assets and liabilities, net of effects from acquisitions, dispositions and the Separation: Decrease (Increase) in accounts and notes receivable
\begin{tabular}{rr}
\((21,495)\) & \((1,140)\) \\
\((10,398)\) & 2,012 \\
\((390)\) & 177 \\
11,406 & \((868)\)
\end{tabular}

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\section*{SOURCE: Quanex Building Products Corporation}

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