



Sidoti & Company Spring Conference

March 28, 2019

Safe Harbor Statement

Note on Forward Looking Statements: Statements that use the words “estimated,” “expect,” “could,” “should,” “believe,” “will,” “might,” or similar words reflecting future expectations or beliefs are forward-looking statements. The forward-looking statements include, but are not limited to, the Company’s future operating results, future financial condition, future uses of cash and other expenditures, expenses and tax rates, expectations relating to Quanex’s industry, and the Company’s future growth, including any guidance referenced in this presentation. The statements and guidance set forth in this release are based on current expectations. Actual results or events may differ materially from this release. For a complete discussion of factors that may affect Quanex’s future performance, please refer to the Company’s Annual Report on Form 10-K for the fiscal year ended October 31, 2017, under the sections entitled “Cautionary Note Regarding Forward-Looking Statements” and “Risk Factors”. Any forward-looking statements in this presentation are made as of the date hereof, and Quanex undertakes no obligation to update or revise any forward-looking statements to reflect new information or events.

Note on Non-GAAP Financial Measures: EBITDA (defined as net income or loss before interest, taxes, depreciation and amortization and other, net, as described in the Company’s filings with the Securities and Exchange Commission) is a non-GAAP financial measure that Quanex’s management uses to measure its operational performance and assist with financial decision-making. Adjusted EBITDA is EBITDA as further adjusted to exclude non-recurring items such as purchase price inventory step-ups, transaction costs, gain/loss on the sale of fixed assets related to restructuring, one-time employee benefit adjustments and restructuring charges. Divisional EBITDA is EBITDA excluding discontinued operations, corporate costs and ERP related expenses. Free Cash Flow is a non-GAAP measure calculated using cash provided by operating activities less capital expenditures. Free Cash Flow is measured before application of certain contractual commitments (including capital lease obligations), and accordingly is not a true measure of the Company’s residual cash flow available for discretionary expenditures. Quanex believes these non-GAAP measures provide a consistent basis for comparison between periods, and will assist investors in understanding the Company’s financial performance when comparing our results to other investment opportunities. While Quanex considers EBITDA, Adjusted EBITDA, Divisional EBITDA and Free Cash Flow to be important measures of operating performance, it does not intend for this information to be considered in isolation or as a substitute for net income or other measures prepared in accordance with US GAAP. Due to the high variability and difficulty in predicting certain items that affect GAAP net income (such as unusual gains and losses, fluctuations in foreign currency exchange rates, the impact and timing of potential acquisitions or divestitures and the timing and potential significance of tax considerations), information reconciling forward-looking EBITDA, Adjusted EBITDA and Divisional EBITDA as presented to GAAP financial measures is generally not available without unreasonable effort. The presented non-GAAP measures may not be the same as those used by other companies. The Company does not intend for this information to be considered in isolation or as a substitute for other measures prepared in accordance with U.S. GAAP.

Quanex: A Compelling Investment Opportunity

EXECUTING ON STRATEGIC PRIORITIES TO DRIVE SHAREHOLDER VALUE CREATION

- ✓ Favorable components outsourcing trend supports opportunity to drive above market growth in key categories
- ✓ ~70% of revenues weighted to Repair & Remodel (R&R) segment
- ✓ Solid balance sheet...expect to exit FY 2019 with Leverage Ratio⁽¹⁾ 1.5x - 2.0x
- ✓ Delivering strong annual free cash flow
- ✓ Quarterly cash dividend of \$0.08/share (~2% dividend yield)
- ✓ ~\$26 million remaining under existing share repurchase program

(1) Leverage Ratio defined as net debt/LTM Adjusted EBITDA.

Quanex At-A-Glance

INDUSTRY-LEADING, "PURE PLAY" BUILDING PRODUCTS MANUFACTURER

Quanex is the **largest supplier** of components to OEMs in the building products sector. OEMs' customer base predominately focused on serving **new construction and R&R markets (~70% weighted to R&R)**

MANUFACTURING FACILITIES

- 34 locations (~3.4 million sq. ft.)
- Sufficient capacity for growth

KEY FY 2018 FINANCIALS

- Net Sales: \$889.8 Million
- Adjusted EBITDA: \$90.9 Million
- Free Cash Flow: \$78.1 Million

CORPORATE HEADQUARTERS

Houston, Texas

EMPLOYEES

~4,000

EXPERIENCED MANAGEMENT TEAM

Quanex is taking the right steps to drive continued growth and value creation.

~55%
NA FENESTRATION
(~60% R&R)

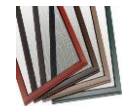
IG SPACERS



Super Spacer®

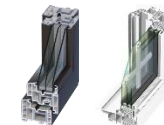
Duraseal®

SCREENS & OTHER



Screens

VINYL PROFILES



Quanex Architectural Series™ System

Quanex EnergyCore® System

~30%
NA CABINET COMPONENTS
(~70% R&R)



Hardwood Cabinet Door



Rigid Thermal Foil Cabinet Door



Cabinet Face Plate



Drawer Front

~15%
EU FENESTRATION
(~95% R&R)

VINYL PROFILES



Energy Efficient Vinyl Profile

IG SPACERS



Super Spacer®

Rigid IG Spacer



Conservatory Roof Systems

Geographic Footprint

FACILITIES STRATEGICALLY LOCATED TO BETTER SERVE CUSTOMERS

31

U.S.

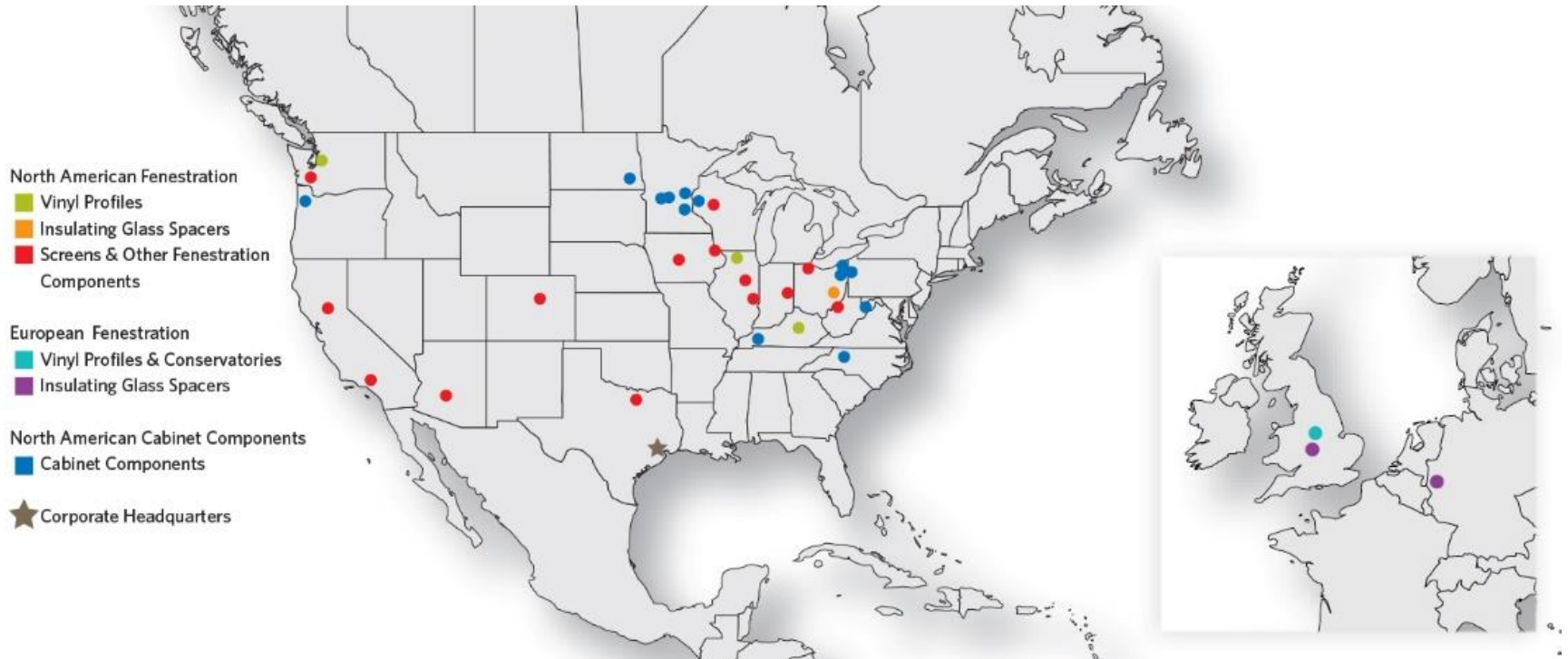
2

U.K.

1

Germany

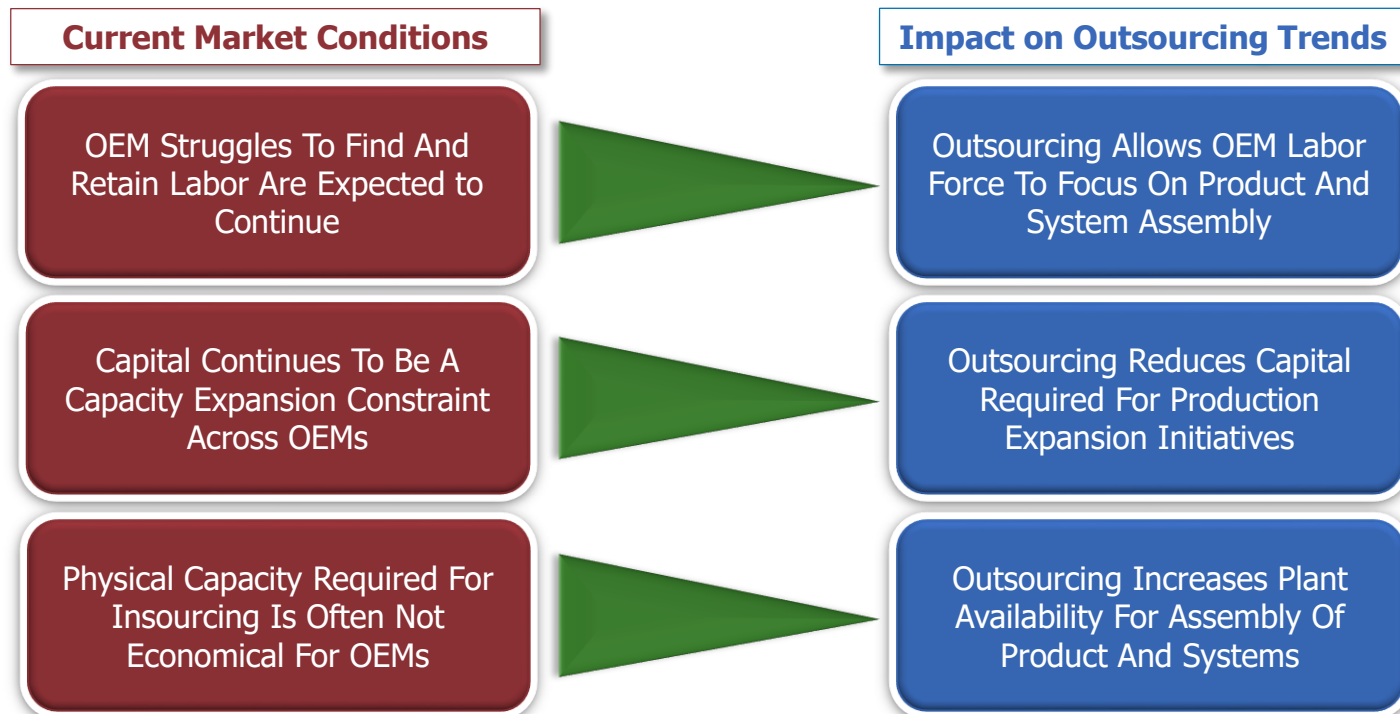
- Facilities feature efficient plant design and flexible manufacturing processes, enabling Quanex to produce a wide variety of custom engineered products and components
- Quanex maintains minimal levels of finished goods inventories at most locations as products are typically made to order for just-in-time (JIT) delivery



Favorable Outsourcing Trends to Benefit Quanex

DOMESTIC OEMs ANTICIPATED TO FAVOR COMPONENT OUTSOURCING GOING FORWARD

Rationale for Expected Growth in Outsourcing Includes:



Solid Track Record of Performance

SIGNIFICANT IMPROVEMENT IN PROFITABILITY OVER THE LAST 5 YEARS

- In 2013, began a transformation into a “pure play” supplier of components to OEMs
- Implemented portfolio rationalization, acquisitions, divestitures and extensive operational improvements

	FISCAL 2013 ⁽¹⁾	FISCAL 2018
Adj. EBITDA Margin ⁽²⁾	4.6%	10.2%
Diluted EPS	(\$0.34)	\$0.65
Free Cash Flow ⁽³⁾	\$5.6 million	\$78.1 million

2013: Quanex was not profitable and ~50% of revenue was driven by sales to OEMs

2018: Quanex is profitable, almost all sales to OEMs and ~14x increase in FCF

(1) Bill Griffiths appointed Chairman, President and CEO in July 2013; fiscal 2013 financials include Nichols Aluminum, which was divested in fiscal 2014.

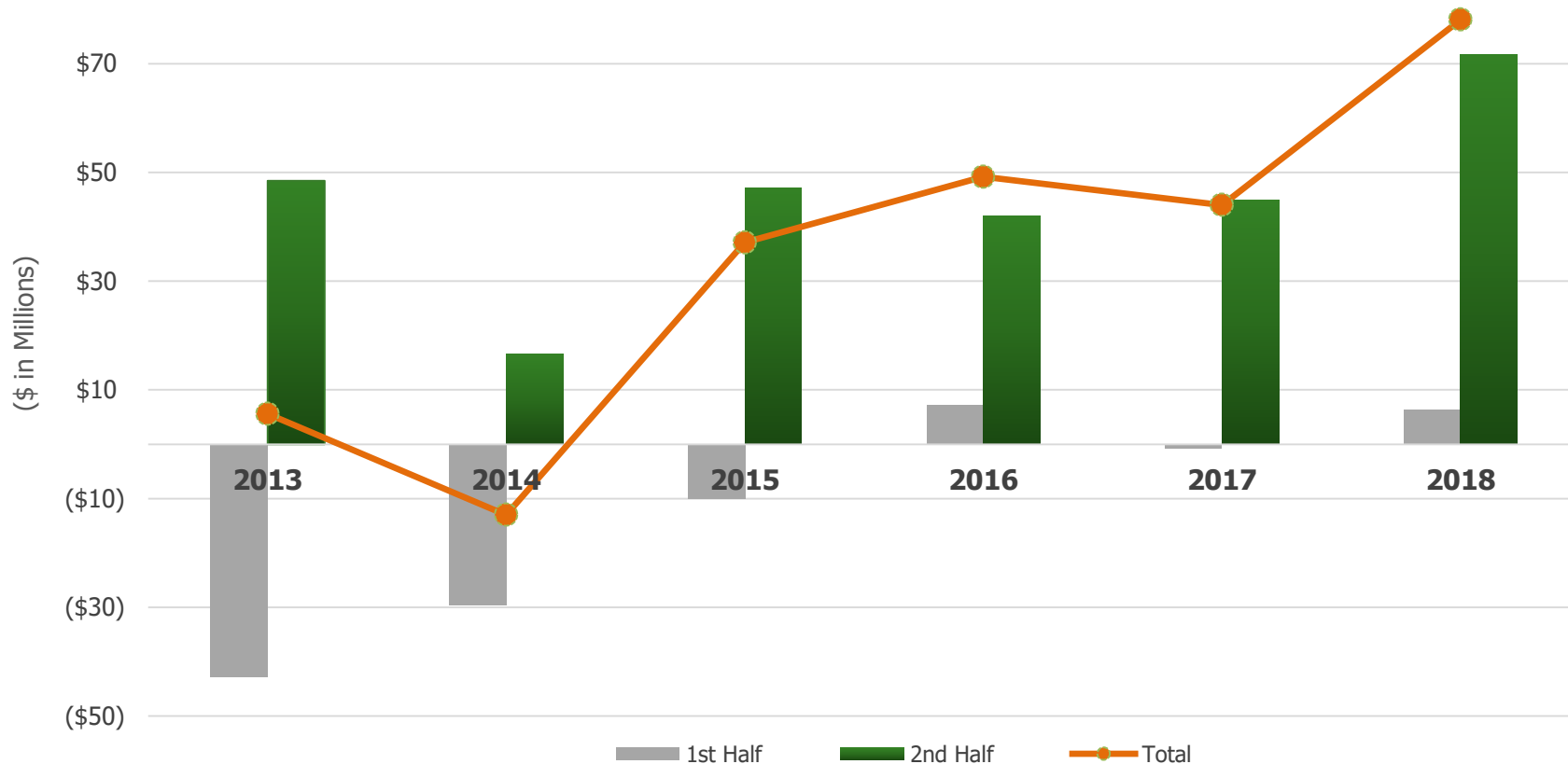
(2) EBITDA adjusted to exclude non-recurring items referenced in Safe Harbor Statement on slide 2.

(3) Free Cash Flow defined as cash provided by operating activities less capital expenditures. Free Cash Flow is measured before application of certain contractual commitments (including capital lease obligations), and accordingly is not a true measure of the Company's residual cash flow available for discretionary expenditures.

Favorable Free Cash Flow Trend – 2H Weighted

FREE CASH FLOW GENERATION IS TOP PRIORITY

FREE CASH FLOW HISTORY ⁽¹⁾



(1) Free Cash Flow defined as cash provided by operating activities less capital expenditures. Free Cash Flow is measured before application of certain contractual commitments (including capital lease obligations), and accordingly is not a true measure of the Company's residual cash flow available for discretionary expenditures.

Solid Balance Sheet with Flexible Capital Structure

RENEWED FOCUS ON RETURNING CAPITAL TO SHAREHOLDERS

	NX
Capitalization (\$ in thousands)	1.31.19
Cash & Cash Equivalents	\$17,456
Senior Secured Revolving Credit Facility due 2023 ⁽¹⁾	215,000
Capital Leases and Other	17,096
Total Debt	\$232,096
<i>Net Debt</i>	<i>\$214,640</i>
Stockholders' Equity	389,803
Total Capitalization	\$621,899
Borrowing Base ⁽¹⁾	325,000
Less: Borrowings Against Revolving Credit Facility	215,000
Plus: Cash	17,456
Total Liquidity	\$127,456
Net Debt/LTM Adj. EBITDA ⁽²⁾	2.4x

Ample Capacity
on Revolver

Expect to Exit
FY 2019 at
1.5x-2.0x

(1) Excludes \$4.7 million in outstanding letters of credit.

(2) LTM Adjusted EBITDA excludes non-recurring items referenced in Safe Harbor Statement on slide 2.

Q1 2019 Earnings & 2019 Guidance

Q1 2019 Earnings Highlights

- Solid growth:
 - >6% in NA Fenestration segment
 - >10% in EU Fenestration segment⁽¹⁾
- Margin expansion in EU Fenestration and NA Cabinet Components segments
- Targeting year-end fiscal 2019 leverage ratio of 1.5x – 2.0x

2019 Guidance

\$925 - \$945M
Net Sales

Topline Growth ~5% Y/Y to the Midpoint of Guidance

\$97 - \$107M
Adjusted EBITDA

Margin Expansion ~70bps Y/Y to the Midpoint of Guidance

\$25 - 30M
Capex

~24%
Tax Rate

(1) Excludes foreign exchange impact.

Executing on Strategic Priorities to Drive & Unlock Value

Drive Continued Free Cash Flow & ROIC Improvement

- Maintain focus on improving returns via operational efficiency gains
- Accelerate productivity improvements and automation implementation
- Maintain tight control on working capital management and capex spend
- Continue to focus on employee safety and retention
- Renewed focus on returning capital to shareholders

Top Line Growth

- Market volume growth of ~3-4% per year
- Capitalize on increased outsourcing due to customers' labor, capacity and capital constraints

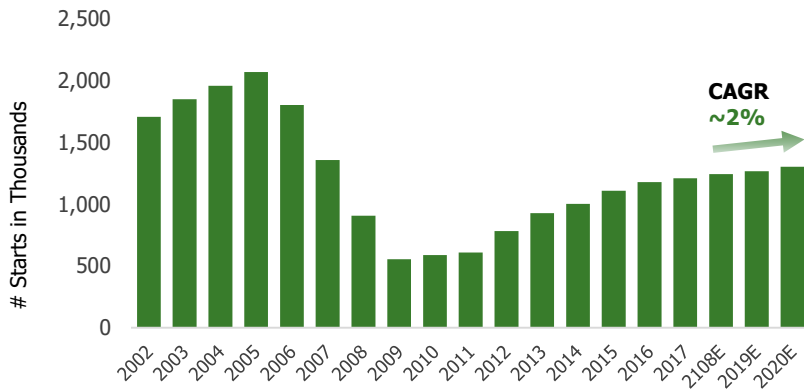
Successfully Executing Plans to Drive Sustainable Growth and Value Creation

APPENDIX

Compelling End Market Dynamics

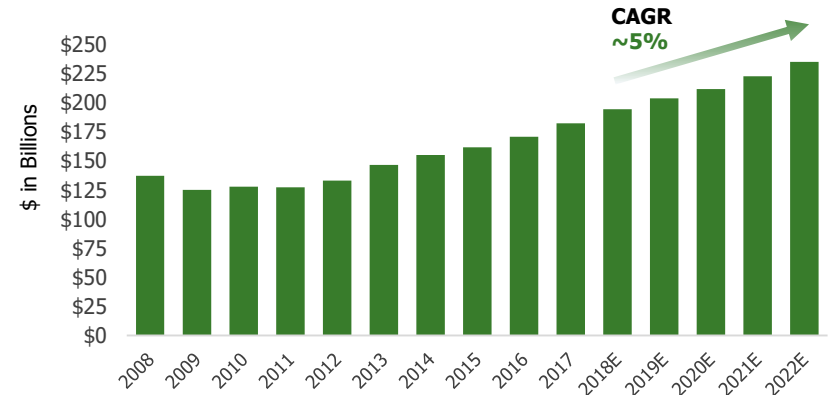
EXPECT LOW/MID-SINGLE DIGIT MARKET GROWTH FOR FORESEEABLE FUTURE

U.S. HOUSING STARTS



Source: NAHB - Mar 2019

U.S. R&R SPENDING



Source: Metrostudy (a Hanley-Wood company) - Mar 2019

U.S. WINDOW SHIPMENTS



Source: Ducker Worldwide - Feb 2019

U.S. SEMI-CUSTOM KITCHEN CABINET MARKET



Source: Catalina - Mar 2019

Executive Compensation

Aligned with Shareholders

Performance-based compensation philosophy (~73% variable) at target

- Base salary targeted at market 50th percentile (~27% of Total Direct Compensation (TDC))
- Annual incentive award based on specific metrics (~21% of TDC)
- Long-term incentives (~53% of TDC)

2019 Annual Incentive Award

- 50% weighting on Revenue growth
- 50% weighting on EBITDA growth
- Modifier based on working capital as a percentage of revenue

2019 Long-Term Incentive (~70% performance based - shareholder alignment)

- Performance Shares: 40% weighting (3-year performance period)
 - 100% Return on Net Assets (RONA)
 - Payout 100% cash
- Performance Restricted Stock Units: 30% weighting (3-year performance period)
 - Final payout based on Absolute Total Shareholder Return (ATSR)
 - Payout 100% common stock
- Restricted Stock: 30% weighting

Shareholder approval of ~97%+ since implementing Say-on-Pay

GAAP/Non-GAAP Reconciliation (Unaudited)

FREE CASH FLOW

(\$ in thousands)	Q1	Q2	Q3	Q4	Fiscal 2013
Cash provided by operating activities	(\$30,340)	\$9,557	\$27,360	\$36,942	\$43,519
Capital expenditures	(\$11,500)	(\$10,596)	(\$12,421)	(\$3,414)	(\$37,931)
Free Cash Flow	(\$41,840)	(\$1,039)	\$14,939	\$33,528	\$5,588

(\$ in thousands)	Q1	Q2	Q3	Q4	Fiscal 2014
Cash provided by operating activities	(\$11,484)	\$461	\$20,777	\$11,024	\$20,778
Capital expenditures	(\$6,748)	(\$11,849)	(\$10,429)	(\$4,753)	(\$33,779)
Free Cash Flow	(\$18,232)	(\$11,388)	\$10,348	\$6,271	(\$13,001)

(\$ in thousands)	Q1	Q2	Q3	Q4	Fiscal 2015
Cash provided by operating activities	(\$5,747)	\$9,055	\$24,241	\$39,538	\$67,087
Capital expenditures	(\$7,321)	(\$6,060)	(\$8,537)	(\$8,064)	(\$29,982)
Free Cash Flow	(\$13,068)	\$2,995	\$15,704	\$31,474	\$37,105

(\$ in thousands)	Q1	Q2	Q3	Q4	Fiscal 2016
Cash provided by operating activities	\$779	\$23,809	\$24,470	\$37,360	\$86,418
Capital expenditures	(\$8,652)	(\$8,767)	(\$8,519)	(\$11,305)	(\$37,243)
Free Cash Flow	(\$7,873)	\$15,042	\$15,951	\$26,055	\$49,175

(\$ in thousands)	Q1	Q2	Q3	Q4	Fiscal 2017
Cash provided by operating activities	\$3,081	\$13,648	\$29,736	\$33,313	\$79,778
Capital expenditures	(\$8,141)	(\$9,409)	(\$9,548)	(\$7,466)	(\$34,564)
Free Cash Flow	(\$5,060)	\$4,239	\$20,188	\$25,847	\$45,214

(\$ in thousands)	Q1	Q2	Q3	Q4	Fiscal 2018
Cash provided by operating activities	\$8,192	\$13,423	\$26,838	\$56,916	\$105,369
Capital expenditures	(\$7,811)	(\$7,402)	(\$5,885)	(\$6,144)	(\$27,242)
Free Cash Flow	\$381	\$6,021	\$20,953	\$50,772	\$78,127

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