## Quanex Building Products Corporation Fiscal Third Quarter 2009 Results

September 2, 2009 10:01 PM ET

Company Experienced Healthy Pickup in Seasonal Demand
\$0.22 Diluted EPS from Continuing Operations
\$100 Million Cash and Equivalents Balance
Raised Guidance for the Fiscal Fourth Quarter

HOUSTON, Sept. 1, 2009 (GLOBE NEWSWIRE) -- Quanex Building Products Corporation (NYSE:NX) today reported fiscal third quarter 2009 results for the period ending July 31. With net sales of $\$ 164.0$ million, Quanex reported income from continuing operations of $\$ 8.1$ million, which included $\$ 2.3$ million of LIFO income primarily associated with its Aluminum Sheet Products group. Earnings from continuing operations were $\$ 0.22$ per diluted share, which included $\$ 0.04$ per diluted share of LIFO income. The Company reported that a better than expected pickup in seasonal demand at its two operating groups, Engineered Products and Aluminum Sheet Products, together with an improved aluminum spread (sales less material costs), bolstered financial results.

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Quarterly Highlights
* Net sales were $164.0 million.
* Operating income was $12.4 million.
* Cash and equivalents totaled $99.9 million.
* Capital expenditures were $12.8 million.
* Cash provided by operating activities was $32.6 million for the
    nine months.
Quarterly Commentary
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ENGINEERED PRODUCTS (in millions)
Net sales
Operating income $ 11.2 $ 12.6
```

Engineered Products is focused on providing leading OEM window and door customers with value-added fenestration components, products, and systems. Key market drivers are U.S. residential housing starts and remodeling activity.
"The U.S. residential housing market dropped $42 \%$ in our third quarter compared to a year ago, while residential remodeling activity was estimated to be off about $15 \%$," said David D. Petratis, president and chief executive officer of Quanex Building Products. "The Engineered Products segment outperformed the market with third quarter sales down $19 \%$ from the year ago period, and we believe some key OEM window and door customers picked up market share. Our sales improved throughout the quarter as the much awaited seasonal pick-up in residential building activity finally arrived, and that demand was better than we had originally forecasted. The segment's operating income was a respectable $\$ 11.2$ million, the result of higher volumes and continuing to operate the businesses in a very lean manner. While we expect this seasonal improvement to benefit Engineered Products' fourth quarter operating results, we remain cautious about the health of the overall market as both new and existing home inventories remain at high levels. As we have done all year, we will continue to size our business and inventories at conservative levels."

ALUMINUM SHEET PRODUCTS (in millions)

| $3 r d$ qtr | $3 r d$ qtr |
| :---: | :---: |
| 2009 | 2008 |

```
Net sales
Operating income
Shipped pounds
```

| 74.3 | $\$$ | 130.5 |
| ---: | ---: | ---: |
| 3.5 | $\$$ | 12.1 |
| 65 |  | 74 |

Aluminum Sheet Products is a leading provider of common alloy aluminum sheet products for the building \& construction, transportation and other consumer durable markets. Key market drivers are U.S. residential housing starts and remodeling activity.
"London Metal Exchange (LME) aluminum prices in the quarter finally showed meaningful improvement after hitting an inflation adjusted low of $\$ 0.57$ per pound during the second quarter, climbing back to over $\$ 0.80$ per pound by the end of the third quarter. Our aluminum spread had a significant recovery in the third quarter too, up $56 \%$ compared to the second quarter. However, spread is still off $26 \%$ from the third quarter last year," Petratis said. "We shipped 65 million pounds of finished aluminum sheet in the quarter, down only $12 \%$ from the year ago quarter, and up an impressive $49 \%$ from the second quarter. Healthy seasonal demand, customers' selectively restocking inventory and our taking advantage of some short lead time sales opportunities contributed to the improved shipments. For the segment's fourth quarter, we expect to report even higher shipments with spread essentially unchanged from the third quarter."

## Cash Position

"At quarter end, we had a cash balance of $\$ 100$ million," Petratis said. "Generating healthy cash flows while limiting our spending remain top priorities for us. Cash from operations for the nine months ended fiscal 2009 was $\$ 32.6$ million."

## Business Outlook

"We believe that high unemployment, large inventories of homes for sale, shaky consumer confidence and troubling rates of home foreclosures will continue to negatively impact our outlook for the next twelve months. However, on a more optimistic note, we do believe that both new home construction and remodeling activity have finally bottomed. Because we are uncertain as to how long our end markets will remain at today's depressed levels, we will continue to operate our businesses with minimal levels of materials and reduced staffs," said Petratis. "This uncertainty carries through to our inability to precisely estimate segment operating income for our fourth quarter. At this time, we expect Engineered Products to report $\$ 8$ million to $\$ 10$ million of pre-tax income, and Aluminum Sheet Products to report $\$ 4$ million to $\$ 6$ million of pre-tax income in the fourth quarter. These estimates exclude corporate expenses. For Quanex Building Products, we continue to expect a loss for fiscal 2009, excluding impairment charges and LIFO amounts."

## Non-GAAP Financial Measures

## Income from Continuing Operations Excluding LIFO

Income from continuing operations excluding LIFO is a non-GAAP financial measure. The Company believes this non-GAAP financial measure provides a consistent basis for comparison between quarters and enhances the understanding of the performance of its operations.

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 excluding LIFO and diluted earnings per share from continuing operations excluding LIFO. We believe these non-GAAP financial measures provide a consistent basis for comparison between quarters, and enhance the understanding of the performance of our 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. 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.
Income (loss) from
continuing operations,
as reported
LIFO charge (income)
Income (loss) from
continuing operations,
excluding LIFO
Diluted weighted average
common shares outstanding
(in thousands)

```
(in millions except
```

(in millions except
diluted EPS)

```
    diluted EPS)
```



## Dividend Declared

The Board of Directors declared a quarterly cash dividend of $\$ 0.03$ per share on the Company's common stock, payable September 30, 2009, to shareholders of record on September 15, 2009.

Corporate Profile
Quanex Building Products Corporation is an industry-leading manufacturer of engineered materials, components and systems serving the U.S. residential window and door 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 07/31/09
Book value per common share: $\$ 10.89$; Total debt to capitalization: $0.6 \%$; Actual number of common shares outstanding: 37,650,312.

## 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;

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 10-K filing on December 18, 2008, 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 BUILDING PRODUCTS CORPORATION
INDUSTRY SEGMENT INFORMATION
(In thousands)
(Unaudited)
Three months ended
July 31,

[^0]Nine Months Ended July 31, 2009
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(In thousands)

| Engineered Products | \$ | $(162,173)$ |
| :---: | :---: | :---: |
| Aluminum Sheet Products |  | $(20,389)$ |
| Total impairment loss | \$ | $(182,562)$ |

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


Weighted average common


QUANEX BUILDING PRODUCTS CORPORATION CONSOLIDATED STATEMENTS OF CASH FLOW
(In thousands)
(Unaudited)
Nine months ended
July 31,
Depreciation and amortization
Impairment of goodwill and intangibles
Deferred income taxes
Stock-based compensation

| 24,692 | 26,648 |
| :---: | :---: |
| 182,562 | -- |
| $(30,496)$ | 2,891 |
| 2,328 | 25,504 |
| 26,664 | 55,937 |


| Changes in assets and liabilities, net of effects from acquisitions, |  |  |
| :---: | :---: | :---: |
| dispositions and the Separation: |  |  |
| Decrease (Increase) in accounts receivable | 28,112 | $(19,147)$ |
| Decrease (Increase) in inventory | 23,749 | $(6,337)$ |
| ```Decrease (Increase) in other current assets``` | (105) | 820 |
| ```Increase (Decrease) in accounts payable``` | $(25,506)$ | 3,461 |
| Increase (Decrease) in accrued liabilities | $(6,864)$ | $(1,840)$ |
| Increase (Decrease) in income taxes | $(18,900)$ | 3,774 |
| Other, net | 5,473 | $(2,741)$ |
| Cash provided by (used for) operating activities from continuing operations | 32,623 | 33,927 |
| ```Cash provided by (used for) operating activities from discontinued operations``` | -- | 25,127 |
| Cash provided by (used for) operating activities | 32,623 | 59,054 |
| Investing activities: |  |  |
| Capital expenditures, net of retirements | $(12,813)$ | $(11,529)$ |
| Proceeds from property insurance claims settlement | 1,000 |  |
| Other, net | -- | (23) |
| Cash provided by (used for) investing activities from continuing operations | $(11,813)$ | $(11,552)$ |
| ```Cash provided by (used for) investing activities from discontinued operations``` | -- | 34,113 |
| Cash provided by (used for) investing activities | $(11,813)$ | 22,561 |
| Financing activities: |  |  |
| Repayments of long-term debt | (361) | $(1,464)$ |
| Common dividends paid | $(3,390)$ | $(1,128)$ |
| Funding from Separation | 15,401 | 32,735 |
| Other, net | (10) | (293) |
| ```Cash provided by (used for) financing activities from continuing operations``` | 11,640 | 29,850 |
| ```Cash provided by (used for) financing activities from discontinued operations``` | -- | $(46,183)$ |
| Cash provided by (used for) financing activities | 11,640 | $(16,333)$ |
| Effect of exchange rate changes on cash and equivalents | 33 | (71) |

LESS: (Increase) Decrease in cash and equivalents from discontinued

|  | -- | $(13,057)$ |  |
| :---: | :---: | :---: | :---: |
|  | 32,483 |  | 52,154 |
|  | 67,413 |  | 1,778 |
| \$ | 99,896 | \$ | 53,932 |

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SOURCE: Quanex Building Products Corporation
CONTACT: Quanex Building Products Corporation
Financial Contact:
Jeff Galow
713-877-5327
Media Contact:
Valerie Calvert
713-877-5305


[^0]:    * Operating income reflects non-cash impairment charge of $\$ 182,562$ :

