## Quanex Fiscal Fourth Quarter and 2006 Annual Results

December 6, 2006
Record 2006 Sales of \$2+ Billion

Record Vehicular Products Fourth Quarter Sales \& Operating Income<br>Best-Ever Aluminum Sheet Products Fourth Quarter<br>Sales \& Operating Income

HOUSTON, Dec. 6, 2006 (PRIME NEWSWIRE) -- Quanex Corporation (NYSE:NX) today reported fiscal fourth quarter and 2006 annual results for the period ending October 31, 2006. Net sales for the quarter and year were records at $\$ 527.7$ million and $\$ 2,032.6$ million, respectively, compared to $\$ 483.3$ million and $\$ 1,969.0$ million, respectively, in the year ago periods. Income from continuing operations was $\$ 39.1$ million for the quarter and $\$ 160.3$ million for the year, compared to the $\$ 46.7$ million and $\$ 177.2$ million, respectively, reported a year ago. Diluted earnings per share from continuing operations were $\$ 1.03$ for the fourth quarter and $\$ 4.15$ for the year, compared to $\$ 1.17$ and $\$ 4.50$, respectively, last year. Diluted earnings per share were $\$ 1.03$ and $\$ 4.15$ for the quarter and the year, respectively. Return on invested capital at fiscal year end was $19.4 \%$ compared to $20.8 \%$ a year ago.

## Highlights

* Vehicular Products and Aluminum Sheet Products each reported record sales and operating income for a fourth quarter. Engineered Products reported record net sales for the year. Consolidated 2006 net sales of the Company's three reportable segments were best ever at $\$ 2.0$ billion.
* Cash provided by operating activities for 2006 was $\$ 190.3$ million, a second-best year ever, compared to $\$ 249.1$ million for 2005.
* Total debt less cash to capitalization stood at 3.1\% compared to 10.9\% a year ago.
* The Company entered into a new, unsecured revolving credit facility in September 2006. The $\$ 350$ million facility has a term of five years with no outstanding loan balance.
* The Phase 9 capital program at the MACSTEEL Monroe facility was completed in the quarter. The $\$ 38$ million project adds extensive value added processes to the facility, including a MACPLUS turning and polishing line, bar straightening and testing.
* A $\$ 7.1$ million ( $\$ 0.12$ per diluted share) non-cash LIFO charge was taken in the fourth quarter, and for fiscal 2006, LIFO charges totaled $\$ 13.1$ million ( $\$ 0.21$ per diluted share). The LIFO charges reflect the substantial rise in the price of the London Metal Exchange (LME) aluminum ingot and higher steel scrap costs at MACSTEEL. Quanex uses the LIFO method of accounting, which requires it to forecast year-end inventory prices and levels and periodically adjust interim inventory balances with a true-up in the fourth quarter.
* During 2006, the Company purchased a total of $1,573,950$ shares of outstanding common stock at an average price of $\$ 37.06$ and a 3-for-2 stock split was distributed in March.

```
* The 2006 cash dividend was increased 35% on an annualized basis to
    5 cents per share.
Selected Financial Information
```

--------------------------------
Fourth Quarter and Fiscal Year Financials
(\$ in millions, except per share data)

|  | $\begin{gathered} 4 \text { th qtr } \\ 2006 \end{gathered}$ | $\begin{gathered} 4 \text { th qtr } \\ 2005 \end{gathered}$ | inc/ <br> (dcr) | $\begin{gathered} \text { FY } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { FY } \\ 2005 \end{gathered}$ | inc/ <br> (dcr) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$527. 7 | \$483. 3 | 9\% | \$2,032.6 | \$1,969.0 | 3\% |
| Operating Income | 59.3 | 70.6 | (16\%) | 251.4 | 292.8 | (14\%) |
| Income from Continuing Ops. | 39.1 | 46.7 | (16\%) | 160.3 | 177.2 | (10\%) |
| EPS: Basic Earnings fr Continuing Ops. | m $\begin{array}{r}\text { \$1.06 }\end{array}$ | \$1.23 | (14\%) | \$4.35 | \$4.69 | (7\%) |
| EPS: Diluted Earnings fr Continuing Ops. | m $\begin{aligned} & \text { \$1.03 }\end{aligned}$ | \$1.17 | (12\%) | \$4.15 | \$4.50 | (8\%) |
| EPS: Diluted Earnings | \$1.03 | \$0.78 | 32\% | \$4.15 | \$3.95 | 5\% |

Segment Commentary
------------------
VEHICULAR PRODUCTS
(\$ in millions)

|  | 4th qtr 2006 | 4 th qtr 2005 | FY 2006 | FY 2005 |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$264. 8 | \$230.0 | \$988.8 | \$1,017.2 |
| Operating Income | \$ 40.6 | \$ 36.7 | \$154.6 | \$ 190.7 |

Vehicular Products is focused on providing customers with custom engineered steel bar products and value added services. The segment's key market driver is light vehicle builds, which account for $65 \%$ of the segment's sales.
"Total steel bar tons shipped at MACSTEEL in the quarter were up $5 \%$ over fourth quarter 2005 shipments and up $1 \%$ compared to the third quarter 2006, due in part to stronger than expected demand in October," said Raymond A. Jean, chairman and chief executive officer. "MACSTEEL's bar shipments in the quarter were up even though North American light vehicle builds during our fourth quarter were down $11 \%$ compared to the fourth quarter 2005, demonstrating our ability to outperform the market. Shipments for fiscal 2006 were flat versus 2005, while light vehicle builds were off 2\% overall."
"Vehicular Products operating income was up $10 \%$ from last year's fourth quarter due to higher shipments and material spreads. We are realizing the benefits of both additional value added capacity and new programs with the 'Big Three' and transplant automotive companies," continued Jean.

BUILDING PRODUCTS

ENGINEERED PRODUCTS
(\$ in millions)


Engineered Products is focused on providing window and door OEM customers with engineered products and components. Key market drivers are housing starts (approximately $60 \%$ of segment sales) and remodeling activity (approximately $40 \%$ of segment sales).
"Engineered Products posted a 12\% decrease in fiscal fourth quarter net sales compared to the year ago quarter, while housing starts for the same period were off $22 \%$. Rising new home inventories and mounting cancellations are producing a sharp response from home-builders who continue to reduce builds, and as a result, our window and door components business experienced much slower demand. For 2006, net sales and operating income for the segment were up $8 \%$ and down $11 \%$, respectively, over 2005," said Jean.

|  | 4th qtr 2006 | 4 th qtr 2005 | FY 2006 | FY 2005 |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$135.2 | \$107.8 | \$539.8 | \$484.1 |
| Operating Income | \$ 17.9 | \$ 14.3 | \$ 82.2 | \$ 72.2 |

Aluminum Sheet Products is a leading-provider of common alloy aluminum sheet products for the building and construction, transportation and other consumer durable markets. Its primary market drivers are housing starts and remodeling activity, which accounts for $60 \%$ of segment sales.
"Net sales and operating income were both up $25 \%$ in the fourth quarter compared to the year ago period. Nichols Aluminum sheet pounds shipped in the quarter were up 3\% compared to the year ago quarter, but off 14\% from the third quarter 2006. Shipments for 2006 were down $4 \%$ versus 2005. Spread per pound (selling price less raw material costs) for the quarter and year were both up $11 \%$ compared to last year as scrap costs have lagged increases in aluminum prices on the LME. Operating income for the year was up 14\% to $\$ 82.2$ million, a record for Nichols Aluminum," Jean said.

## Cash Flow

"The Company continued to generate excellent cash flow. Cash provided by operating activities for the year was $\$ 190.3$ million. Cash and equivalents were $\$ 105.7$ million at year end, after buying back some $\$ 58$ million of our common stock, making $\$ 16$ million of contributions to the pension funds and investing some $\$ 74$ million on capital projects for added productivity and capability. For 2007, we expect continued strong cash flow based on healthy earnings and much lower capital expenditures," said Jean.

Outlook
The first quarter is historically the Company's least profitable quarter as there are fewer production days due to the holidays and there is reduced home building activity during the winter period. Net sales for the first fiscal quarter of 2007 are expected to be down some $10 \%$ from first quarter 2006 sales, and the Company expects its market drivers to be down appreciably from the year ago period.

## VEHICULAR PRODUCTS

Vehicular Products fiscal first quarter 2007 steel bar ton shipments are estimated to be down about 10\% compared to the first quarter 2006, a result of cutbacks made by the Company's Tier 1 and Tier 2 customers, principally in response to the Big Three's estimated $10 \%$ light vehicle build rate reduction. Total light vehicle builds in the fiscal first quarter are projected to be down $5 \%$ from the year ago quarter. The Vehicular Products segment is expected to outperform the market for fiscal 2007 with new programs at both the "Big Three" and transplant automotive companies.

## BUILDING PRODUCTS

At Engineered Products, 2007 fiscal first quarter net sales are expected to be down some $20 \%$ compared to the first quarter 2006, as the segment experiences lower demand for its window and door components in the face of declining housing starts and reduced remodeling expenditures. Total housing starts are expected to be down $20 \%$ in the quarter.

Aluminum Sheet shipments are expected to be down about 10\% compared to year ago first quarter shipments, with momentum expected to return in January. LME aluminum ingot prices are expected to remain high through the first quarter, which should allow for continued healthy material spreads at Nichols Aluminum.

Taken together, the Company expects fiscal first quarter 2007 earnings from continuing operations to be in a range of $\$ 0.35$ to $\$ 0.45$ per share.
For fiscal 2007, the Company expects to build momentum in all of its businesses as the year progresses. Quanex cautions that it expects its financial performance in the first half of 2007 to lag the first half of 2006. Light vehicle builds and housing starts in the first half of 2007 are forecasted to be down about $6 \%$ and $22 \%$, respectively, from the first half of 2006. In the second half of 2007, the Company expects its market drivers to improve over the second half of 2006. Accordingly, fiscal 2007 earnings per share from continuing operations are expected to be in a range of $\$ 3.10$ to $\$ 3.60$ per share.

Other
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 using a $\$ 25.45$ conversion price and an average stock closing price of $\$ 33.19$ for the fourth quarter, the Company's fourth quarter diluted earnings from continuing operations reflect a reduction of $\$ 0.02$ per share, and with an average stock closing price of $\$ 38.22$ for the year, represent a reduction of $\$ 0.13$ per share.

The Board of Directors declared the Company's quarterly cash dividend of $\$ 0.14$ per share on the common stock, payable December 31, 2006, to shareholders of record on December 18, 2006.

## 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 10/31/06
Book value per common share: \$20.51; Total debt to capitalization: 15.0\%; Return on invested capital: $19.4 \%$; Return on common equity: $22.7 \%$; Actual number of common shares outstanding: 36,989,014.

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.
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 21, 2005) 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.
The Quanex Corporation logo is available at http://www.primenewswire.com/newsroom/prs/?pkgid=1117



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

Three months ended
October 31,
----------------------

| 2006 | 2005 |
| :---: | ---: |
| -------- | ------- |
| $\$ 527,720$ | $\$ 483,270$ |
| 425,985 | 371,083 |

$23,929 \quad 23,982$

| 18,508 | 17,557 |
| :---: | :---: |
| ------ | ----- |
| $(1,129)$ | $(1,542)$ |
| 1,477 | 2,233 |


| 59,646 | 71,339 |
| :---: | :---: |
| $(20,517)$ | $(24,659)$ |

---------------
$39,129 \quad 46,680$

Income from continuing operations Gain (loss) from discontinued operations, net of taxes

Net income

Basic earnings per common share:
Earnings from continuing operations \$ 4.35 \$ 4.69 Gain (loss) from discontinued operations

Basic earnings
$\$ \quad 1.06$ \$ 0.82
per share

Diluted earnings per
common share:
Earnings from continuing operations \$ 4.15 \$ 4.50
Gain (loss) from


Liabilities and stockholders' equity


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

|  | Twelve months ended October 31, |  |
| :---: | :---: | :---: |
|  | 2006 | 2005 |
| Operating activities: |  |  |
| Net income | \$160,183 | \$155,160 |
| Loss from discontinued operations | 130 | 22,073 |
| Adjustments to reconcile net income to cash provided by operating activities: |  |  |
| Depreciation and amortization | 71,657 | 65,987 |
| Deferred income taxes | 7,084 | (438) |
| Stock-based compensation | 5,298 | 946 |
|  | 244,352 | 243,728 |

Changes in assets and liabilities, net of effects from acquisitions and dispositions: Decrease (Increase) in accounts and notes receivable

| $(32,229)$ | 32,165 |
| :---: | :---: |
| $(9,753)$ | $(8,847)$ |
| 8,326 | $(43,696$ |
| es (8,059) | (419) |
| ole (736) | 19,624 |
| and |  |
| $(10,524)$ | 3,015 |
| (390) | 4,825 |

Cash provided by (used for) operating activities from continuing operations Cash provided by (used for) operating activities from discontinued operations

| 190,987 | 250,395 |
| :---: | :---: |
| (716) | $(1,275)$ |
| 190,271 | 249,120 |
| -- | $(200,550)$ |
| 5,683 | 11,710 |
| $(72,262)$ | $(50,792)$ |
| 461 | -- |
| 593 | (46) |

Cash provided by operating activities
Investment activities:
Acquisitions, net of cash acquired -- $(200,550)$
Proceeds from sale of discontinued operations

5,683 11,710
Capital expenditures, net of retirements
Retired executive life insurance proceeds
46
Other, net
-
Cash used for investing activities from continuing operations
$(65,525) \quad(239,678)$
Cash used for investment activities from discontinued operations
(14)
$(1,059)$

Cash used for investment activities
$(65,539)$
$(240,737)$
Financing activities:
Bank borrowings (repayments), net
$(2,519)$
(180) Purchases of Quanex common stock
$(58,326)$
-Common dividends paid
$(18,362)$
$(14,296)$
Issuance of common stock from option exercises, including related tax

| benefits Other, net | $\begin{array}{r} 11,094 \\ (547) \end{array}$ | $\begin{array}{r} 14,295 \\ (70) \end{array}$ |
| :---: | :---: | :---: |
| Cash provided by (used for) financing activities from continuing operations Cash used for financing activities from discontinued operations | $(68,660)$ | (251) (211) |
| Cash provided by (used for) financing activities | $(68,716)$ | (462) |
| Effect of exchange rate changes on cash and equivalents | 11 | 17 |
| Increase (Decrease) in cash and equivalents | 56,027 | 7,938 |
| Beginning of period cash and equivalents | 49,681 | 41,743 |
| End of period cash and equivalents | \$105,708 | \$ 49,681 |

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

