# Sharpening Our Focus

2013 Annual Report Summary



# SHARPENING OUR FOCUS

**OUR HISTORY** – Quanex is a relatively small company in size, but a very large player in the markets we serve. We are the only publicly traded company in the United States supplying a broad range of components, systems and services to window and door manufacturers. Some of the best names in the industry rely on Quanex to make their high quality, energy-efficient fenestration products.

We have a history that dates back to 1927. Ours is a story of growing and contracting, evolving and game-changing. The faces and products may have changed along the way, but our dedication to product quality, innovation and customer service are recurring themes.

While being proud of our history, we embrace the future and how we need to continue to evolve to best serve our customers, our shareholders and our employees. As in the past, our path is shaped by the opportunities that present themselves and our ability to respond to them. And opportunities are at hand. As the eighth President in the 85+ year history of the company, I proudly and enthusiastically take responsibility for setting our future course for success.

2013 IN REVIEW – Looking back on this past year, we were not at all satisfied with our performance, and I know we can do better. I believe that both the top and bottom line results should have been stronger, and we are sharpening our focus to return to profitability in 2014.

Consolidated net sales for 2013 were \$953 million compared to \$829 million last year. Net income improved 29% from a loss of \$16.5 million to a loss of \$11.7 million. While the revenue growth is impressive at 15%, if you look only at our core window components business and exclude the partial year acquisition of Aluminite, we improved just 6%. For comparison, window shipments as reported by Ducker Worldwide, a market intelligence firm, increased 11% for the 12 months ending September 2013. Clearly we underperformed the market.

Earnings before interest, taxes, depreciation and amortization (EBITDA) were \$42.8 million for fiscal 2013, compared to \$12.6 for fiscal 2012. EBITDA is the measurement we use to track operational performance, as we believe it provides a consistent comparison of our profitability. So, in real terms, our operations improved \$30 million.

We ended the year with solid cash generation, resulting in \$50 million of cash on hand and no outstanding borrowings on our revolving credit facility.

SETTING THE STAGE – The economic recovery is in full swing and the housing markets are returning. Quanex manufactures products typically used in the higher end remodeling and custom home building segments and less so in the higher volume segments of multi-family and tract built new construction. Unfortunately, the latter market is growing at a much faster rate than the former, and is the main reason for our underperformance to the market. Consequently, we are exploring ways we can participate in lower priced products that target new construction, even though our higher end core market will recover over the next few years. I think it is also important for us to expand geographically, domestically as well as in Europe, where the market is significantly larger than in the U.S. and more emphasis is placed on energy-efficient fenestration products. On December 31, we acquired the assets of Atrium Window and Door, Inc.'s Greenville, Texas facility. This acquisition allows us to expand our product portfolio serving the new construction market and increases our manufacturing presence in the southern U.S.

In the fourth quarter of 2013 we abandoned our project to implement a companywide ERP (enterprise resource planning) system. This resulted in a \$15.3 million non-cash charge, but will allow us to significantly reduce our corporate costs going forward.

We are seeing the benefits of our hard work at Nichols, where investments in the business have resulted in equipment uptime and productivity improvements. This has allowed us to significantly increase shipments and bring the operation to EBITDA profitability at net spread of only 41 cents, a near 20-year low for net spread levels.

The ERP project and the net spread environment at Nichols have overshadowed the good progress at our EPG business. While growth has been lower than we would like, it has nonetheless been steady in our vinyl profile, IG (insulating glass) spacer and screen businesses. The IG facility consolidation, and productivity improvements at all the businesses, has also contributed to a steady increase in margins.

OUTLOOK FOR 2014 – We expect to return to profitability in 2014. Our corporate costs should be reduced to approximately \$30 million in 2014, primarily as a result of the cessation of the ERP project.

At EPG, we expect to realize revenue growth of around 5% and maintain our EBITDA margins in the 13% to 14% range, despite continued pricing pressure in our vinyl business. At Nichols, we expect net sales growth in the mid to high single digit range, and even in a continued low spread environment, we expect a modest improvement in Nichol's EBITDA results in 2014.

Capital expenditures, primarily to support growth and productivity initiatives, are expected to be about \$40 million in 2014, with the biggest share at EPG.

We are committed to prudent cost controls, improving operating efficiencies, and growth through organic means, as well as through acquisitions. We will continue to provide our customers the best products and service in the marketplace. And, in keeping with tradition, we will sharpen our focus on the opportunities that bring the most value to our customers, employees and shareholders.

Thank you for your continued support of Quanex. I'm excited about our future and believe it will be a rewarding one for all of our stakeholders.

William Griffiths Chairman, President and Chief Executive Officer

#### **EBITDA RECONCILIATION** -

EBITDA is a non-GAAP financial measure that Quanex management uses to measure its operational performance and assist with financial decision-making. We believe this non-GAAP measure provides a consistent basis for comparison between periods, and will assist investors in understanding our financial performance, including under market conditions outlined in our forward-looking guidance. 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.

(UNAUDITED, \$ IN THOUSANDS)		FISCAL YEAR 2013				FISCAL YEAR 2012				
	ENGINEERED PRODUCTS	ALUMINUM SHEET PRODUCTS	CORPORATE & OTHER	QUANEX	ENGINEERED PRODUCTS	ALUMINUM SHEET PRODUCTS	CORPORATE & OTHER	QUAI		
Operating Income (loss)	45,324	(996)	(62,057)	(17,729)	28,490	(17,098)	(36,345)	(24,9		
Depreciation & Amortization	31,368	6,983	22,153	60,504	28,115	7,621	1,860	37,5		
EBITDA	76,692	5,987	(39,904)	42,775	56,605	(9,477)	(34,485)	12,6		

# FINANCIAL HIGHLIGHTS

The following consolidated financial highlights, for the five years ended October 31, 2013, were derived from the Company's audited Financial Statements. Unless otherwise noted, all information in the table reflects only continuing operations. The data set forth should be read in conjunction with the Company's Consolidated Financial Statements and accompanying notes included in Item 8 of the Company's 2013 Annual Report on Form 10-K. The historical information is not necessarily indicative of the results to be expected in the future.

	FISCAL YEARS ENDED OCTOBER 31ST								
(IN THOUSANDS, EXCEPT FOR PER SHARE DATA AND EMPLOYEES)	2013(1	)	2012		2011 <sup>(2)(3)</sup>		2010 <sup>(2)</sup>		2009 <sup>(2)</sup>
SELECTED OPERATING RESULTS DATA									
Net sales \$	952,642	2 \$	828,976	\$	848,294	\$	798,314	\$	585,010
COSTS AND EXPENSES Costs of sales Selling, general and administrative Depreciation and amortization Asset impairment charges <sup>(4)</sup> Operating income (loss) <sup>(4)(5)(6)(7)</sup>	799,077 109,325 60,504 1,465 (17,729	5 4 5	703,844 111,577 37,596 912 (24,953)		712,091 83,994 33,932 1,799 16,478		660,849 71,954 28,214  37,297		489,328 59,765 32,453 182,562 (179,098)
NON-OPERATING INCOME (EXPENSE):	(0.40	``			(( ( 0)		(((0))		(150)
Interest expense Other, net Income (loss) from continuing operations before income taxes Income tax benefit (expense) Income (loss) from discontinued operations, net of tax <sup>(2)</sup> Net income (loss) <sup>(4)(5)(6)(7)</sup> \$	(640 168 (18,201 6,498 (11,703 – (11,703	3 ) 3 )	(454) 222 (25,185) 8,651 (16,534) (16,534)	\$	(449) (514) 15,515 (6,437) 9,078 (12) 9,066	\$	(440) 2,645 39,502 (15,301) 24,201 (1,103) 23,098	\$	(452) 405 (179,145) 43,066 (136,079) (1,012) (137,091)
		) φ	(10,554)	φ	9,000	φ	23,090	φ	(137,091)
BASIC AND DILUTED EARNINGS PER SH.		<b>`</b>	(0.45)	¢	0.04	¢	0.05	¢	(0.04)
Basic earnings (loss) from continuing operations   \$     Basic earnings (loss) from discontinued operations   \$     Basic earnings (loss) per share   \$	(0.32 	_	(0.45)  (0.45)	\$	0.24	\$	0.65 (0.03) (0.62)	\$	(3.64) (0.03) (3.67)
Diluted earnings (loss) from continuing operations Diluted earnings (loss) from discontinued operations	(0.32	)	(0.45)		0.24		0.64 (0.03)		(3.64) (0.03)
Diluted earnings (loss) per share Cash dividends declared per share \$	(0.32 0.16		(0.45) 0.16	\$	0.24 0.16	\$	0.61 0.14	\$	(3.67) 0.12
OTHER FINANCIAL AND OPERATING DA	ATA								
Income (loss) from continuing operations, percent of net salesCash provided by operating activities\$Cash used for investing activities\$Cash used for (provided by) financing activitiesAcquisitions, net of cash acquiredCapital expenditures\$	59,687 4,869 22,096	1 \$ 7 9	(2.0)% 26,478 41,704 3,928 	\$	1.1% 52,944 135,367 14,914 110,845 25,312	\$	3.0% 89,132 15,785 9,370 1,590 14,720	\$	(23.3)% 60,491 14,810 (10,508)  15,696
CONSOLIDATED BALANCE SHEET DATA	AT YE	AR EN	D						
Cash and cash equivalents \$ Total assets <sup>(8)</sup> Long-term debt, excluding current portion	49,736 571,815 752	6 \$ 5	71,255 589,538 1,033	\$	89,619 584,929 1,314	\$	187,178 591,250 1,616	\$	123,499 543,600 1,943
Total liabilities \$	155,62	1 \$	167,711	\$	147,703	\$	149,818	\$	121,074
STOCK PERFORMANCE - INDEXED RETU	JRNS								
COMPANY NAME/INDEX 10.31.08 10 Base Period	0.31.09		RS ENDING 0.31.10		10.31.11		10.31.12		10.31.13
S&P 500 Index     100     1       Russell 2000 Index     100     1	64.28 09.80 06.46 18.43		200.72 127.94 134.75 126.40	\$	165.98 138.29 143.79 125.30	\$	224.55 159.32 160.06 208.32	\$	203.76 202.61 218.13 282.63

Quanex Building Products Corporation was initially listed and began trading on the New York Stock Exchange on April 24, 2008. The Stock Performance table above assumes \$100 invested on April 23, 2008 in Quanex Building Products Corporation common stock, in the S&P 500, Russell 2000 Index and in the Industry Peer Group. The companies included in the Industry Peer Group are: American Woodmark Corp., Apogee Enterprises Inc., Builders Firstsource, Drew Industries Inc., Eagle Materials, Inc., Gibraltar Industries Inc., Griffon Corp., Louisiana Pacific Corp., Simpson Manufacturing Inc., Trex Co Inc., and Universal Forest Products Inc.

(3) On March 31, 2011, we acquired Edgetech, I.G. Inc. and its German subsidiary. Headquartered in Cambridge, Ohio, Edgetech has three manufacturing facilities, one each in United States, United Kingdom and Germany, that produce and market a full line of warm edge insulating glass spacer systems for window and door customers in North America and abroad. In March 2011, we also acquired a small vinyl extrusion business in Yakima, Washington. Accordingly, the estimated fair value of assets acquired in the acquisition and the results of operations were included in our consolidated financial statements as of the effective date of the acquisition.

(4) In fiscal 2009, we recorded an asset impairment charge totaling of \$182.6 million (\$141.4 million net of tax) related to goodwill and intangible assets

(5) In November 2011, we announced a consolidation program for two of our insulating glass manufacturing facilities, whereby we closed a facility in Barbourville, Kentucky. This facility consolidation was completed ahead of schedule in August 2012. In fiscal 2012, we recorded expenses totaling of \$9.0 million (\$5.9 million net of tax) related to this consolidation
(6) During fiscal 2011, we recognized an expense of \$1.9 million (\$1.1 million net of tax) to increase our warranty reserve associated with a discontinued legacy product and claims.

(7) In fiscal 2012, we experienced a strike at two of our facilities in Davenport, Iowa, which had a negative impact on operating income of approximately \$11.1 million (\$7.3 million net of tax), including a reduction in sales volume and incremental direct costs.

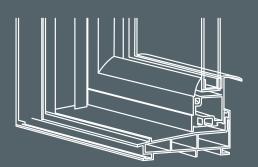
(8) Total assets include assets of discontinued operations of \$0.5 million and \$1.8 million at October 31, 2010 and 2009, respectively.

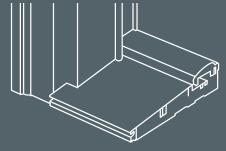
<sup>(1)</sup> In December 2012, we acquired substantially all the assets of Alumco, Inc. and its subsidiaries, a manufacturer of window screens, with multiple facilities within the United States.

<sup>(2)</sup> In 2010, we closed a start-up facility in China due to contraction of demand and a decision to serve the international thin film solar panel markets from our North American operations. Accordingly, the assets and liabilities of this start-up facility in China were reported as discontinued operations in the consolidated balance sheets for the applicable periods presented, and the related operating results are reported as discontinued operations of income presented, as applicable.

# PRODUCTS

QUANEX BUILDING PRODUCTS IS COMMITTED TO OFFERING ITS CUSTOMERS THE VERY BEST QUALITY AND GREATEST VARIETY OF WINDOW AND DOOR COMPONENTS IN THE INDUSTRY AND SUPPORTING THEIR BUSINESS WITH VALUE-ADDED DESIGN, PRODUCTION AND MARKETING SERVICES.



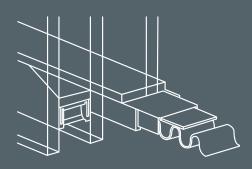


# VINYL WINDOW PROFILES

We are a leading manufacturer of vinyl and composite residential and commercial-grade window profiles. Our products are vigorously weather-tested and known for their energy efficiency and durability.

### **DOOR SYSTEMS**

As the door industry continues to demand increasingly energy-efficient, sustainable products, Quanex is on the leading edge of innovations in thermal quality, durability and aesthetics. We also offer services to our customers from product design and equipment recommendations to quality control and marketing support.



# INSULATING GLASS SPACERS

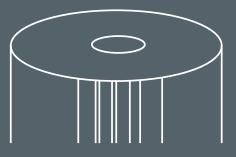
Our IG spacers are designed for maximum reduction in heat loss and extended performance of window units. Products include spacer systems providing maximum condensation resistance, durability and energy performance.





### SCREENS AND ENGINEERED COMPONENTS

We have one of the largest selections of screens for wood, vinyl and aluminum window systems. All of our screens are manufactured from high-quality components that are built to last and meet the tightest tolerances. We also produce window and door components, engineered to enhance aesthetics and reduce energy costs, such as thresholds, astragals, grilles and custom bay and bow window components.



# ALUMINUM SHEET IN COIL FORM

We operate one of the most efficient and environmentally-friendly aluminum sheet casting mills in North America, producing aluminum products from nearly 100 percent recycled materials. End uses for our aluminum sheet include exterior housing trim such as fascia, screen frames, muntin, roof edgings, soffits, downspouts and gutters, as well as other transportation, industrial and consumer applications.

# LOCATIONS

Quanex Building Products Corporation (NYSE: NX) employs approximately 2,500 employees and consists of two operating segments, Engineered Products and Aluminum Sheet Products. We currently have 27 manufacturing facilities in the United States, one in the United Kingdom and one in Germany. We are more concentrated in the Midwest and West Coast so we see growth opportunities throughout the South. Less than 15% of our Engineered Products Group sales are international but we see growth opportunities in Europe.



#### QUANEX BUILDING PRODUCTS CORPORATION

1800 West Loop South, Suite 1500 Houston, Texas, 77027 713.961.4600

### ENGINEERED PRODUCTS

EPG makes vinyl window and door profiles, insulating glass spacers, screens and various other fenestration products. Its products are sold mainly to window and door producers serving the residential housing markets.

### ALUMINUM SHEET PRODUCTS

Nichols has the capacity to produce 360 million pounds of aluminum sheet annually in addition to its three finishing facilities for value-added processing, such as painting, annealing and slitting.

# CORPORATE INFORMATION

## MANAGEMENT / OFFICERS

WILLIAM GRIFFITHS Chairman, President & Chief Executive Officer

#### **BRENT KORB**

Senior Vice President – Finance & Chief Financial Officer

#### **KEVIN DELANEY**

Senior Vice President

## MARTIN KETELAAR

Vice President – Treasurer & Investor Relations

**DEWAYNE WILLIAMS** Vice President – Controller

#### **BOARD OF DIRECTORS**

ROBERT BUCK <sup>2,4</sup> Chairman of the Board Beacon Roofing Supply, Inc.

#### SUSAN DAVIS 3\*, 4

Executive Vice President, Human Resources, Johnson Controls, Inc.

#### WILLIAM GRIFFITHS 1\*

Chairman, President & Chief Executive Officer, Quanex Building Products Corporation

#### LEROY NOSBAUM <sup>2, 3, 4</sup>

Retired, President & Chief Executive Officer Itron, Inc.

#### JOSEPH RUPP 1, 3, 4\*, 5

Chairman, President & Chief Executive Officer, Olin Corporation

#### CURTIS STEVENS 1, 2\*,4

Chief Executive Officer, Louisiana-Pacific Corporation

#### **BOARD COMMITTEES**

- <sup>1</sup> Executive Committee
- <sup>2</sup> Audit Committee
- <sup>3</sup>Compensation & Management Development Committee
- <sup>4</sup>Nominating & Corporate Governance Committee
- <sup>5</sup> Lead Director
- \* Denotes Committee Chair

# STOCKHOLDER INFORMATION

#### QUANEX BUILDING PRODUCTS CORPORATION

1800 West Loop South Suite 1500 Houston, Texas 77027 713.961.4600 800.231.8176 inquiry@quanex.com

### TRANSFER AGENT, SHAREHOLDER RECORDS & DIVIDEND DISBURSING AGENT

#### WELLS FARGO BANK N.A.

Shareowner Services 1110 Centre Point Curve Mendota Heights, MN 55120-4100

P 800.468.9716 F 651.450.4085 651.450.4064 outside the United States www.wellsfargo.com/shareownerservices

# ANNUAL STOCKHOLDER MEETING

8:00 a.m. C.S.T. Thursday, February 27, 2014 Quanex Corporate Offices

#### DOWNLOAD THE QUANEX FORM 10-K

The Quanex Form 10-K for the fiscal year ended October 31, 2013, can be viewed and downloaded from our website at www.Quanex.com/2013AR.

# NYSE: NX



1800 West Loop South Suite 1500 Houston, Texas 77027 www.quanex.com



# Targeting opportunities

Quanex manufactures more components and systems for window and door companies than any other company in North America. We also offer the highest level of service and support to our customers. We are committed to maintaining our leadership status by focusing on growth opportunities that will help us better serve customers and contribute to our profitability.