## UNITED STATES

## SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

$\qquad$

## FORM 8-K

$\qquad$
CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
Date of Report (Date of earliest event Reported): September 6, 2018
Quanex Building Products Corporation
(Exact Name of Registrant as Specified in Charter)

## Delaware

(State or Other Jurisdiction of Incorporation)

## 001-33913

(Commission File Number)

1800 West Loop South, Suite 1500, Houston, Texas 77027
(Address of Principal Executive Offices) (Zip Code)
713-961-4600
(Registrant's telephone number, including area code)
(Former name or former address, if changed since last report)
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (17 CFR §230.405) or Rule 12b-2 of the Securities Exchange Act of 1934 (17 CFR §240.12b-2). Emerging growth company [ ]

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. [ ]

## Item 2.02. Results of Operations and Financial Condition.

On September 6, 2018, the Registrant issued a press release, a copy of which is attached hereto as Exhibit 99.1 and is incorporated herein by reference.
Item 9.01. Financial Statements and Exhibits.
Exhibit 99.1. Press release dated September 6, 2018

## Quanex Building Products Corporation

By: /s/ Brent L. Korb
Brent L. Korb
Senior Vice President - Finance and Chief Financial Officer

## Quanex Building Products Announces Third Quarter 2018 Results

## Board Approves 100\% Dividend Increase and Authorizes $\mathbf{\$ 6 0}$ Million Share Repurchase Program Strong Free Cash Flow Generation Facilitates Deleveraging and Return of Capital to Shareholders Significant Margin Expansion in NA Cabinet Components Segment Healthy Underlying Growth Continues in NA and EU Engineered Components Segments

HOUSTON, Sept. 06, 2018 (GLOBE NEWSWIRE) -- Quanex Building Products Corporation (NYSE:NX) ("Quanex" or the "Company") today announced its results for the three months ended July 31, 2018. The Company also announced today a significant increase in the return of capital to shareholders through a $100 \%$ increase in the quarterly cash dividend and a $\$ 60$ million share repurchase authorization.

Bill Griffiths, Chairman, President and Chief Executive Officer, stated, "We delivered solid third quarter results, driven by improved operational efficiency and margin expansion of 200 basis points in our North American Cabinet Components segment, despite ongoing inflationary pressures. Underlying growth remains healthy in our North American and European Engineered Components segments.
"We are also pleased that our strong free cash flow generation in the third quarter facilitated a further reduction of our leverage ratio to 2.0x Net Debt to LTM Adjusted EBITDA as of July 31, 2018. In addition, our Board of Directors has approved a robust capital return program, including both a $100 \%$ increase to our quarterly cash dividend and a $\$ 60$ million share repurchase program, which reflects our strong balance sheet, commitment to returning capital to shareholders and confidence in our prospects for growth and value creation.
"As part of a strategic review process, our Board of Directors and management team, with the support of outside advisors, recently undertook a thorough review of Quanex's strategy and business, and evaluated a broad range of strategic alternatives to maximize shareholder value. Our Board of Directors unanimously concluded that the best path forward for the Company and its shareholders at this time is the continued execution of our strategic plan and the accelerated return of capital. We remain open to and will continue to consider all opportunities to create additional shareholder value."

## Third Quarter 2018 Results Summary

The Company reported the following selected financial results:

|  | Three Months Ended July 31, |  | Nine Months Ended July 31, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2018 | 2017 | 2018 | 2017 |
| Net Sales | \$239.8 | \$229.4 | \$645.7 | \$634.4 |
| Net Income | \$10.8 | \$10.2 | \$19.8 | \$8.0 |
| Diluted EPS | \$0.31 | \$0.29 | \$0.56 | \$0.23 |
| Adjusted Net Income | \$11.6 | \$11.5 | \$15.1 | \$13.9 |
| Adjusted Diluted EPS | \$0.33 | \$0.33 | \$0.43 | \$0.40 |
| Adjusted EBITDA | \$30.8 | \$32.2 | \$65.7 | \$65.7 |
| Cash provided by operating activities | \$26.8 | \$29.7 | \$48.5 | \$46.5 |
| Free Cash Flow | \$21.0 | \$20.2 | \$27.4 | \$19.4 |

(See Non-GAAP Terminology Definitions and Disclaimers section, Non-GAAP Financial Measure Disclosure table, Selected Segment Data table and Free Cash Flow Reconciliation table for additional information)

Similar to the first half of 2018, the increase in net sales during the third quarter was largely driven by market growth combined with price increases mostly related to raw material inflation recovery and a favorable foreign exchange impact. (See Sales Analysis table for additional information)

The increase in net income for the third quarter of 2018 was primarily driven by lower depreciation and amortization coupled with a lower effective tax rate.

Adjusted EBITDA decreased slightly during the third quarter of 2018 mainly due to the negative impact of inflationary pressures combined with an increase in selling, general and administrative expense as results for the third quarter of 2017 included a benefit of $\$ 2.0$ million related to a legal expense reimbursement from one of Quanex's insurance carriers.

As of July 31, 2018, the Company's leverage ratio of Net Debt to LTM Adjusted EBITDA decreased to 2.0x. (See Non-GAAP Terminology Definitions and Disclaimers section for additional information)

## Strategy Update and Recent Events

Quanex is committed to driving operational improvement and creating shareholder value. As part of a strategic review process, the Company's Board of Directors (the "Board") and management team, with Citi as financial advisor, recently completed a comprehensive review of Quanex's overall strategy, capital structure and capital allocation priorities. As part of that review process, the Board evaluated a broad range of strategic alternatives, including a potential sale of the Company, and carefully considered feedback from shareholders.

The Board unanimously concluded that, at this time, Quanex is best positioned to drive value for shareholders through the continued successful execution of its strategy and continued focus on driving improved performance and returning capital to shareholders.

As such, the Board declared a quarterly cash dividend of $\$ 0.08$ per share on the Company's common stock, representing a $100 \%$ increase compared to the prior dividend, payable September 28, 2018, to shareholders of record on September 14, 2018.

In addition, Quanex's Board of Directors authorized a $\$ 60$ million share repurchase program representing approximately $10 \%$ of common shares outstanding based on the Company's stock price and share count as of July 31, 2018. Repurchases under the new program will be made in open market transactions or privately negotiated transactions, subject to market conditions, applicable legal requirements and other relevant factors. The program does not have an expiration date or a limit on the number of shares that may be purchased.

The Board will continue to consider all opportunities to further enhance shareholder value now and in the future.

## Conference Call and Webcast Information

The Company has scheduled a conference call for Friday, September 7, 2018, at 11:00 a.m. ET (10:00 a.m. CT). To participate in the conference call dial (877) 388-2139 for domestic callers and (541) 797-2983 for international callers, in both cases using the conference passcode 3847158, and ask for the Quanex call a few minutes prior to the start time. A link to the live audio webcast will also be available on the Company's website at http://www.quanex.com in the Investors section under Presentations \& Events. A telephonic replay of the call will be available approximately two hours after the live broadcast ends and will be accessible through September 14, 2018. To access the replay dial (855) 859-2056 for domestic callers and (404) 537-3406 for international callers, in both cases referencing conference passcode 3847158.

## About Quanex

Quanex Building Products Corporation is an industry-leading manufacturer of components sold to Original Equipment Manufacturers (OEMs) in the building products industry. Quanex designs and produces energy-efficient fenestration products in addition to kitchen and bath cabinet components.

For more information contact Scott Zuehlke, Vice President, Investor Relations \& Treasurer, at 713-877-5327 or scott.zuehlke@quanex.com.

## Non-GAAP Terminology Definitions and Disclaimers

Adjusted Net Income (Loss) (defined as net income further adjusted to exclude purchase price accounting inventory step-ups, transaction costs, gain/loss on the sale of fixed assets, restructuring charges, other net adjustments related to foreign currency transaction gain/loss and effective tax rates reflecting impacts of adjustments on a with and without basis) and Adjusted EPS are non-GAAP financial measures that Quanex believes provide a consistent basis for comparison between periods and more accurately reflects operational performance, as they are not influenced by certain income or expense items not affecting ongoing operations. EBITDA (defined as net income or loss before interest, taxes, depreciation and amortization and other, net) and Adjusted EBITDA (defined as EBITDA further adjusted to exclude purchase price accounting inventory step-ups, transaction costs, gain/loss on the sale of fixed assets, and restructuring charges) are non-GAAP financial measures that the Company uses to measure operational performance and assist with financial decision-making. When Quanex provides expectations for Adjusted EBITDA on a forward-looking basis, a reconciliation of the differences between the non-GAAP expectations and corresponding GAAP measures is generally not available without unreasonable effort. Net Debt is calculated using the sum of current maturities of long-term debt and long-term debt, minus cash and cash equivalents. The leverage ratio of Net Debt to LTM Adjusted EBITDA is a financial measure that the Company believes is useful to investors and financial analysts in evaluating Quanex's leverage. In addition, with certain limited adjustments, this leverage ratio is the basis for a key covenant in the Company's credit agreement. Free Cash Flow is a non-GAAP measure calculated using cash provided by operating activities less capital expenditures. Quanex believes that the presented non-GAAP measures provide a consistent basis for comparison between periods, and will assist investors in understanding the Company's financial performance when comparing results to other investment opportunities. The presented non-GAAP measures may not be the same as those used by other companies. Quanex 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.

## 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 discussed in this press release. 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 press release 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.

## QUANEX BUILDING PRODUCTS CORPORATION CONDENSED CONSOLIDATED STATEMENTS OF INCOME (LOSS)

(In thousands, except per share data)
(Unaudited)

|  | Three Months Ended July 31, |  |  |  | Nine Months Ended July 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  | 2017 |  | 2018 |  | 2017 |  |
| Net sales | \$ | 239,821 | \$ | 229,367 | \$ | 645,699 | \$ | 634,406 |
| Cost of sales |  | 185,610 |  | 176,758 |  | 508,791 |  | 494,647 |
| Selling, general and administrative |  | 24,190 |  | 20,478 |  | 72,049 |  | 74,839 |
| Restructuring charges |  | 243 |  | 864 |  | 851 |  | 3,083 |
| Depreciation and amortization |  | 12,691 |  | 13,915 |  | 39,274 |  | 43,701 |
| Operating income |  | 17,087 |  | 17,352 |  | 24,734 |  | 18,136 |
| Interest expense |  | $(2,641)$ |  | $(2,575)$ |  | $(7,584)$ |  | $(7,126)$ |
| Other, net |  | (62) |  | 46 |  | 150 |  | 572 |
| Income before income taxes |  | 14,384 |  | 14,823 |  | 17,300 |  | 11,582 |
| Income tax (expense) benefit |  | $(3,631)$ |  | $(4,608)$ |  | 2,536 |  | $(3,631)$ |
| Net income | \$ | 10,753 | \$ | 10,215 | \$ | 19,836 | \$ | 7,951 |
| Income per common share, basic | \$ | 0.31 | \$ | 0.30 | \$ | 0.57 | \$ | 0.23 |
| Income per common share, diluted | \$ | 0.31 | \$ | 0.29 | \$ | 0.56 | \$ | 0.23 |
| Weighted average common shares outstanding: |  |  |  |  |  |  |  |  |
| Basic |  | 34,840 |  | 34,224 |  | 34,766 |  | 34,141 |
| Diluted |  | 35,120 |  | 34,924 |  | 35,124 |  | 34,771 |

QUANEX BUILDING PRODUCTS CORPORATION

## CONDENSED CONSOLIDATED BALANCE SHEETS

(In thousands)
(Unaudited)

|  | July 31, 2018 |  | October 31, 2017 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | ASSETS |  |  |  |
| Current assets: |  |  |  |  |
| Cash and cash equivalents | \$ | 12,400 | \$ | 17,455 |
| Accounts receivable, net |  | 80,236 |  | 79,411 |
| Inventories, net |  | 87,105 |  | 87,529 |
| Prepaid and other current assets |  | 8,636 |  | 7,406 |
| Total current assets |  | 188,377 |  | 191,801 |
| Property, plant and equipment, net |  | 205,304 |  | 211,131 |
| Goodwill |  | 221,587 |  | 222,194 |
| Intangible assets, net |  | 127,071 |  | 139,778 |
| Other assets |  | 9,184 |  | 8,975 |
| Total assets | \$ | 751,523 | \$ | 773,879 |

## LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities:
Accounts payable
Accrued liabilities
Income taxes payable
Current maturities of long-term debt
Total current liabilities
Long-term debt
Deferred pension and postretirement benefits
Deferred income taxes
Other liabilities
Total liabilities
Stockholders' equity:
Common stock
Additional paid-in-capital
Retained earnings
Accumulated other comprehensive loss
Treasury stock at cost
Total stockholders' equity
Total liabilities and stockholders' equity

| \$ | 44,871 | \$ | 44,150 |
| :---: | :---: | :---: | :---: |
|  | 31,693 |  | 38,871 |
|  | 2,405 |  | 2,192 |
|  | 16,120 |  | 21,242 |
|  | 95,089 |  | 106,455 |
|  | 193,654 |  | 218,184 |
|  | 6,612 |  | 4,433 |
|  | 16,765 |  | 21,960 |
|  | 15,640 |  | 16,000 |
|  | 327,760 |  | 367,032 |
|  | 374 |  | 375 |
|  | 253,806 |  | 255,719 |
|  | 240,025 |  | 225,704 |
|  | $(27,601)$ |  | $(25,076)$ |
|  | $(42,841)$ |  | $(49,875)$ |
|  | 423,763 |  | 406,847 |
| \$ | 751,523 | \$ | 773,879 |

## QUANEX BUILDING PRODUCTS CORPORATION CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOW <br> (In thousands) <br> (Unaudited)

|  | Nine Months Ended July 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  | $2017{ }^{(1)}$ |  |
| Operating activities: |  |  |  |  |
| Net income | \$ | 19,836 | \$ | 7,951 |
| Adjustments to reconcile net income to cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 39,274 |  | 43,701 |
| Stock-based compensation |  | 1,002 |  | 4,305 |
| Deferred income tax |  | $(5,788)$ |  | $(1,847)$ |
| Other, net |  | 404 |  | 1,136 |
| Changes in assets and liabilities: |  |  |  |  |
| (Increase) decrease in accounts receivable |  | $(1,247)$ |  | 6,923 |
| Decrease (increase) in inventory |  | 310 |  | $(8,576)$ |
| Increase in other current assets |  | $(1,242)$ |  | (379) |
| Increase (decrease) in accounts payable |  | 1,161 |  | $(3,145)$ |
| Decrease in accrued liabilities |  | $(7,565)$ |  | $(11,327)$ |
| Increase in income taxes payable |  | 231 |  | 4,349 |

Increase in deferred pension and postretirement benefits

|  | 2,179 |  | 2,537 |
| :---: | :---: | :---: | :---: |
|  | 210 |  | 1,226 |
|  | (312) |  | (389) |
|  | 48,453 |  | 46,465 |
|  | - |  | $(8,497)$ |
|  | $(21,098)$ |  | $(27,098)$ |
|  | 260 |  | 1,232 |
|  | $(20,838)$ |  | $(34,363)$ |
|  | 33,500 |  | 53,500 |
|  | $(62,750)$ |  | $(74,125)$ |
|  | $(1,394)$ |  | $(2,240)$ |
|  | $(4,202)$ |  | $(4,127)$ |
|  | 3,767 |  | 6,379 |
|  | (960) |  | (976) |
|  | $(32,039)$ |  | $(21,589)$ |
|  | (631) |  | (248) |
|  | $(5,055)$ |  | $(9,735)$ |
|  | 17,455 |  | 25,526 |
| \$ | 12,400 | \$ | 15,791 |

Cash provided by operating activities
Investing activities:
Acquisitions, net of cash acquired
Capital expenditures
Proceeds from disposition of capital assets
Cash used for investing activities
Financing activities:
Borrowings under credit facilities
Repayments of credit facility borrowings

|  | 2,179 |  | 2,537 |
| :---: | :---: | :---: | :---: |
|  | 210 |  | 1,226 |
|  | (312) |  | (389) |
|  | 48,453 |  | 46,465 |
|  | - |  | $(8,497)$ |
|  | $(21,098)$ |  | $(27,098)$ |
|  | 260 |  | 1,232 |
|  | $(20,838)$ |  | $(34,363)$ |
|  | 33,500 |  | 53,500 |
|  | $(62,750)$ |  | $(74,125)$ |
|  | $(1,394)$ |  | $(2,240)$ |
|  | $(4,202)$ |  | $(4,127)$ |
|  | 3,767 |  | 6,379 |
|  | (960) |  | (976) |
|  | $(32,039)$ |  | $(21,589)$ |
|  | (631) |  | (248) |
|  | $(5,055)$ |  | $(9,735)$ |
|  | 17,455 |  | 25,526 |
| \$ | 12,400 | \$ | 15,791 |

Repayments of other long-term debt
Issuance of common stock
Payroll tax paid to settle shares forfeited upon vesting of stock
Cash used for financing activities
Effect of exchange rate changes on cash and cash equivalents
Decrease in cash and cash equivalents
Cash and cash equivalents at beginning of period
Cash and cash equivalents at end of period
(1) Updated to reflect adoption of ASU 2016-09.

# QUANEX BUILDING PRODUCTS CORPORATION FREE CASH FLOW RECONCILIATION 

(In thousands)

(Unaudited)

The following table reconciles the Company's calculation of Free Cash Flow, a non-GAAP measure, to its most directly comparable GAAP measure. The Company defines Free Cash Flow as cash provided by operating activities less capital expenditures.

Cash provided by operating activities
Capital expenditures
Free Cash Flow

| Three Months Ended July 31, |  | Nine Months Ended July 31, |  |
| :---: | :---: | :---: | :---: |
| 2018 | 2017 | 2018 | 2017 |
| \$26,838 | \$29,736 | \$48,453 | \$46,465 |
| $(5,885)$ | $(9,548)$ | $(21,098)$ | $(27,098)$ |
| \$20,953 | \$20,188 | \$27,355 | \$19,367 |

## QUANEX BUILDING PRODUCTS CORPORATION

## NON-GAAP FINANCIAL MEASURE DISCLOSURE

(In thousands, except per share data)
(Unaudited)

reported
Income tax expense benefit) Other, net Interest expense Depreciation and amortization EBITDA Reconciling items from below
Adjusted EBITDA

| Reconciling Items | Three Months Ended July 31, 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Income Statement |  | Reconciling Items |  |
| Net sales | \$ | 239,821 | \$ |  |
| Cost of sales |  | 185,610 |  |  |

sales
Selling, general and administrative Restructuring charges
EBITDA Depreciation and

| amortization |  | 12,691 | - |
| :---: | :---: | :---: | :---: |
| Operating income |  | 17,087 | 1,027 |
| Interest expense |  | $(2,641)$ | - |
| Other, net |  | (62) | 79 |
| Income before income taxes |  | 14,384 | 1,106 |
| Income tax (expense) benefit |  | $(3,631)$ | (278) |
| Net income (loss) | \$ | 10,753 | 828 |

Diluted
earnings per
share

| 3,631 |  | 4,608 |  |  |  | $(2,536)$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 62 |  |  | (46) |  |  | (150) |  |  |  |
| 2,641 |  | 2,575 |  |  |  | 7,584 |  |  |  |
| 12,691 |  | 13,915 |  |  |  | 39,274 |  |  |  |
| 29,778 |  | 31,267 |  |  |  | 64,008 |  |  |  |
| 1,027 |  | 899 |  |  |  | 1,649 |  |  |  |
| \$ 30,805 |  | 32,166 |  |  |  | 65,657 |  |  |  |
| Three Months Ended July 31, 2018 |  | Three Months Ended July 31, 2017 |  |  |  | Nine Months Ended July 31, 2018 |  |  |  |
| Income Statement | Reconciling Items | Income Statement |  | Reconciling Items |  | Income Statement |  | Reconciling Items |  |
| \$ 239,821 | \$ - | \$ | 229,367 | \$ | - | \$ | 645,699 | \$ | - |
| 185,610 | - |  | 176,758 |  | - |  | 508,791 |  | - |

3,631
(572)

7,126

| 43,701 |
| ---: |
| 61,837 |


| 3,892 |
| ---: | ---: |
| $\$ \quad 65,729$ |


(1)
(705)
(2)
(35) (2)

72,049
(798) (2)
(2)

74,839
$(3,083)(3)$
$\begin{array}{ccccc}\text { (864) (3) } & 851 & (851)(3) & 3,083 & (3,083) \\ & 64,008 & 1,649 & 61,837 & 3,892\end{array}$
$(5,502)(4)$

9,394
(514)
(6)

8,880
$(7,140)$
$(3,631) \quad(2,915)$
(7)
(1) Relates solely to purchase price accounting inventory step-up impact from HL Plastics acquisition.
(2) Transaction and advisory fees and in 2017, loss on sale of fixed assets related to the closure of a plant and a one-time employee benefit
adjustment.
(3) Restructuring charges relate to the closure of several manufacturing plant facilities.
(4) Accelerated depreciation and amortization for restructured PP\&E and intangible assets.
(5) Accelerated depreciation for a plant re-layout in the North American Cabinet Components segment.
(6) Foreign currency transaction losses (gains).
(7) Impact on a with and without basis. Nine months ended July 31, 2018 includes $\$ 6.5$ million adjustment related to the Tax Cuts and Jobs Act.

## QUANEX BUILDING PRODUCTS CORPORATION

## SELECTED SEGMENT DATA

(In thousands)
(Unaudited)
This table provides operating income (loss), EBITDA, and Adjusted EBITDA by reportable segment. Non-operating expense and income tax expense are not allocated to the reportable segments.

| NA Engineered Components | EU Engineered Components | NA Cabinet Components | Unallocated Corp \& Other | Total |
| :---: | :---: | :---: | :---: | :---: |
| 133,397 | 42,661 | 65,114 | $(1,351)$ | \$ 239,8 |

Cost of sales
Selling, general and administrative
Restructuring charges
Depreciation and amortization
Operating income (loss)
Depreciation and amortization EBITDA
Transaction and advisory fees
Restructuring charges
Adjusted EBITDA
Adjusted EBITDA Margin \%
Three months ended July 31, 2017
Net sales
Cost of sales
Selling, general and administrative
Restructuring charges
Depreciation and amortization
Operating income
Depreciation and amortization
EBITDA
Transaction and advisory fees
Restructuring charges
Adjusted EBITDA
Adjusted EBITDA Margin \%
Nine months ended July 31, 2018
Net sales
Cost of sales
Selling, general and administrative
Restructuring charges
Depreciation and amortization
Operating income (loss)
Depreciation and amortization

## EBITDA

Transaction and advisory fees
Restructuring charges
Adjusted EBITDA
Adjusted EBITDA Margin \%
Nine months ended July 31, 2017
Net sales
Cost of sales
Selling, general and administrative
Restructuring charges
Depreciation and amortization
Operating income (loss)
Depreciation and amortization
EBITDA
Transaction and advisory fees
Mexico restructuring, loss on sale of fixed assets
One-time employee benefit adjustment
PPA-Inventory Step-up
Restructuring charges
Adjusted EBITDA
Adjusted EBITDA Margin \%

|  | 100,999 |  | 30,840 |  | 54,755 |  | (984) |  | 185,610 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 13,147 |  | 5,535 |  | 3,584 |  | 1,924 |  | 24,190 |
|  | 240 |  | - |  | 3 |  | - |  | 243 |
|  | 6,741 |  | 2,352 |  | 3,432 |  | 166 |  | 12,691 |
|  | 12,270 |  | 3,934 |  | 3,340 |  | $(2,457)$ |  | 17,087 |
|  | 6,741 |  | 2,352 |  | 3,432 |  | 166 |  | 12,691 |
|  | 19,011 |  | 6,286 |  | 6,772 |  | $(2,291)$ |  | 29,778 |
|  | - |  | - |  | - |  | 784 |  | 784 |
|  | 240 |  | - |  | 3 |  | - |  | 243 |
| \$ | 19,251 | \$ | 6,286 | \$ | 6,775 | \$ | $(1,507)$ | \$ | 30,805 |
|  | 14.4\% |  | 14.7\% |  | 10.4\% |  |  |  | 12.8\% |


| \$ | 126,446 | \$ | 40,359 | \$ | 63,839 | \$ | $(1,277)$ | \$ | 229,367 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 94,169 |  | 29,002 |  | 54,538 |  | (951) |  | 176,758 |
|  | 11,829 |  | 5,162 |  | 3,968 |  | (481) |  | 20,478 |
|  | 727 |  | - |  | 137 |  | - |  | 864 |
|  | 7,899 |  | 2,391 |  | 3,491 |  | 134 |  | 13,915 |
|  | 11,822 |  | 3,804 |  | 1,705 |  | 21 |  | 17,352 |
|  | 7,899 |  | 2,391 |  | 3,491 |  | 134 |  | 13,915 |
|  | 19,721 |  | 6,195 |  | 5,196 |  | 155 |  | 31,267 |
|  | - |  | - |  | - |  | 35 |  | 35 |
|  | 727 |  | - |  | 137 |  | - |  | 864 |
| \$ | 20,448 | \$ | 6,195 | \$ | 5,333 | \$ | 190 | \$ | 32,166 |
|  | 16.2\% |  | 15.3\% |  | 8.4\% |  |  |  | 14.0\% |


| \$ | 350,280 | \$ | 115,481 | \$ | 183,705 | \$ | $(3,767)$ | \$ | 645,699 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 269,156 |  | 83,261 |  | 159,066 |  | $(2,692)$ |  | 508,791 |
|  | 40,393 |  | 17,218 |  | 12,894 |  | 1,544 |  | 72,049 |
|  | 728 |  | - |  | 123 |  | - |  | 851 |
|  | 20,561 |  | 7,328 |  | 10,957 |  | 428 |  | 39,274 |
|  | 19,442 |  | 7,674 |  | 665 |  | $(3,047)$ |  | 24,734 |
|  | 20,561 |  | 7,328 |  | 10,957 |  | 428 |  | 39,274 |
|  | 40,003 |  | 15,002 |  | 11,622 |  | $(2,619)$ |  | 64,008 |
|  | - |  | - |  | - |  | 798 |  | 798 |
|  | 728 |  | - |  | 123 |  | - |  | 851 |
| \$ | 40,731 | \$ | 15,002 | \$ | 11,745 | \$ | $(1,821)$ | \$ | 65,657 |
|  | 11.6\% |  | 13.0\% |  | 6.4\% |  |  |  | 10.2\% |


| \$ | 343,694 | \$ | 106,133 | \$ | 188,359 | \$ | $(3,780)$ | \$ | 634,406 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 260,479 |  | 75,304 |  | 161,704 |  | $(2,840)$ |  | 494,647 |
|  | 38,770 |  | 15,132 |  | 12,739 |  | 8,198 |  | 74,839 |
|  | 2,207 |  | - |  | 876 |  | - |  | 3,083 |
|  | 26,377 |  | 6,753 |  | 10,160 |  | 411 |  | 43,701 |
|  | 15,861 |  | 8,944 |  | 2,880 |  | $(9,549)$ |  | 18,136 |
|  | 26,377 |  | 6,753 |  | 10,160 |  | 411 |  | 43,701 |
|  | 42,238 |  | 15,697 |  | 13,040 |  | $(9,138)$ |  | 61,837 |
|  | - |  | - |  | - |  | 327 |  | 327 |
|  | - |  | - |  | 190 |  | - |  | 190 |
|  | - |  | - |  | 188 |  | - |  | 188 |
|  | - |  | 104 |  | - |  | - |  | 104 |
|  | 2,207 |  | - |  | 876 |  | - |  | 3,083 |
| \$ | 44,445 | \$ | 15,801 | \$ | 14,294 | \$ | $(8,811)$ | \$ | 65,729 |
|  | 12.9\% |  | 14.9\% |  | 7.6\% |  |  |  | 10.4\% |

## QUANEX BUILDING PRODUCTS CORPORATION

## SALES ANALYSIS

## (In thousands)

(Unaudited)

# NA Engineered Components: 

United States - fenestration ${ }^{(1)}$
International - fenestration
United States - non-fenestration ${ }^{(2)}$
International - non-fenestration

EU Engineered Components ${ }^{(3)}$ :
United States - fenestration
International - fenestration (4)
International - non-fenestration

## NA Cabinet Components:

United States - fenestration
United States - non-fenestration ${ }^{(5)}$
International - non-fenestration

## Unallocated Corporate \& Other:

Eliminations

## Net Sales

| \$ | 112,914 | \$ | 107,193 | \$ | 297,700 | \$ | 289,231 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 11,851 |  | 9,959 |  | 27,758 |  | 24,945 |
|  | 4,675 |  | 7,060 |  | 13,518 |  | 19,590 |
|  | 3,957 |  | 2,234 |  | 11,304 |  | 9,928 |
| \$ | 133,397 | \$ | 126,446 | \$ | 350,280 | \$ | 343,694 |
| \$ | - | \$ | 190 | \$ | - | \$ | 304 |
|  | 34,881 |  | 35,087 |  | 97,597 |  | 94,528 |
|  | 7,780 |  | 5,082 |  | 17,884 |  | 11,301 |
| \$ | 42,661 | \$ | 40,359 | \$ | 115,481 | \$ | 106,133 |
| \$ | 3,650 | \$ | 4,322 | \$ | 10,500 | \$ | 12,316 |
|  | 60,843 |  | 59,237 |  | 171,547 |  | 174,404 |
|  | 621 |  | 280 |  | 1,658 |  | 1,639 |
| \$ | 65,114 | \$ | 63,839 | \$ | 183,705 | \$ | 188,359 |
| \$ | $(1,351)$ | \$ | $(1,277)$ | \$ | $(3,767)$ | \$ | $(3,780)$ |
| \$ | $(1,351)$ | \$ | $(1,277)$ | \$ | $(3,767)$ | \$ | $(3,780)$ |
| \$ | 239,821 | \$ | 229,367 | \$ | 645,699 | \$ | 634,406 |

(1) Reflects the loss of revenue associated with eliminated products of $\$ 2.6$ million and $\$ 11.7$ million for the three and nine months ended July 31, 2018.
(2) Reflects the loss of revenue associated with eliminated products of $\$ 2.1$ million and $\$ 7.5$ million for the three and nine months ended July 31, 2018.
(3) Reflects a gain of $\$ 1.1$ million and $\$ 7.9$ million in revenue associated with foreign currency exchange rate impacts for the three and nine months ended July 31, 2018.
(4) Reflects loss of revenue associated with eliminated products of $\$ 1.8$ million and $\$ 6.5$ million for the three and nine months ended July 31, 2018.
(5) Reflects the loss of revenue associated with eliminated products of $\$ 0.2$ million and $\$ 3.9$ million for the three and nine months ended July 31, 2018.

