```
        SECURITIES AND EXCHANGE COMMISSION
            Washington, D.C. }2054
        FORM 10-Q
        (Mark One)
        [X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d)
        OF THE SECURITIES EXCHANGE ACT OF 1934
        For the quarterly period ended April 30, 1995
            OR
        [ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d)
            OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from
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$\qquad$

``` to
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``` .
Commission File Number 1-5725
QUANEX CORPORATION
(Exact name of registrant as specified in its charter)
```

DELAWARE
(State or other jurisdiction of incorporation or organization)

38-1872178
--------------
(I.R.S. Employer Identification No.)

1900 West Loop South, Suite 1500, Houston, Texas 77027
(Address of principal executive offices and zip code)

Registrant's telephone number, including area code: (713) 961-4600

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(d)$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes $X$ No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

## Class

Common Stock, par value $\$ 0.50$ per share

Outstanding at April 30, 1995

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    -------------------------
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                                    13,430,533
    
## QUANEX CORPORATION

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## QUANEX CORPORATION

 CONSOLIDATED BALANCE SHEETS(IN THOUSANDS)

| April 30, | October 31, |
| :---: | :---: |
| 1995 | 1994 |
| (Unaudited) | (Audited) |

ASSETS

| Current assets: |  |
| :---: | :---: |
| Cash and equivalents..............................\$ 23,042 | \$ 34,041 |
| Short-term investments | 54,070 |
| Accounts and notes receivable, net............. 112,932 | 83, 082 |
| Inventories.............. . . . . . . . . . . . . . . . . . . . . . . 93, 209 | 81,800 |
| Deferred income taxes............................ 6, 217 | 6,114 |
| Prepaid expenses................................... ${ }^{\text {. }}$. 1,138 | 289 |
| Total current assets................... 236,538 | 259,396 |
| Property, plant and equipment..................... 514,505 | 499,798 |
| Less accumulated depreciation and amortization... $(252,836)$ | $(237,537)$ |
| Net property, plant and equipment................. 261,669 | 262,261 |
|  | 33, 017 |
| Other assets............................................ . 9,116 | 9,334 |
| \$539, 864 | \$564, 008 |


| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| :---: | :---: | :---: |
| Current liabilities: |  |  |
| Notes payable. | .\$ 10,000 | \$ |
| Accounts payable | 89,248 | 75,515 |
| Income taxes payable | 923 | 1,160 |
| Accrued expenses. | 39,571 | 37,118 |
| Current maturities of long-term debt | 20,958 | 20,958 |
| Total current liabilities | 160,700 | 134,751 |
| Long-term debt | 47,942 | 107,442 |
| Deferred pension credits | 15,183 | 15,810 |
| Deferred postretirement welfare benefits | 51,946 | 50,742 |
| Deferred income taxes | 25,121 | 23,014 |
| Total liabilities, | 300,892 | 331,759 |
| Stockholders' equity: |  |  |
| Preferred stock, no par value. | 86,250 | 86,250 |
| Common stock, \$.50 par value. | 6,715 | 6,688 |
| Additional paid-in capital. | 87,510 | 86,323 |
| Retained earnings. | 60,563 | 55,081 |
| Unearned compensation. | (343) | (370) |
| Adjustment for minimum pension liability | $(1,723)$ | $(1,723)$ |
| Total stockholders' equity. | 238,972 | 232,249 |
|  | \$539,864 | \$564, 008 |

## QUANEX CORPORATION

 CONSOLIDATED STATEMENTS OF INCOME(In thousands, except per share amounts)

|  | Three Months Ended April 30 |  | Six Months Ended April 30 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1995 | 1994 |
|  | (Unaudited) |  |  |  |
| Net sales | \$234, 347 | \$172, 235 | \$434, 233 | \$321, 757 |
| Cost and expenses: |  |  |  |  |
| Cost of sales. | 204,600 | 151,852 | 381, 789 | 287, 044 |
| Selling, general and |  |  |  |  |
| Operating income. | 17,167 | 9,533 | 27,578 | 13,578 |
| Other income (expense): |  |  |  |  |
| Interest expense. | $(2,034)$ | $(3,488)$ | $(5,150)$ | $(6,977)$ |
| Capitalized interest | 837 | 861 | 1,867 | 1,617 |
| Other, net | 965 | (393) | 662 | 1,343 |
| Income before income taxes and extraordinary charge..... | $16,935$ | $6,513$ | $24,957$ | $9,561$ |
| Income tax expense. | $(7,113)$ | $(2,736)$ | $(10,482)$ | $(4,016)$ |
| Income before extraordinary charge... | 9,822 | 3,777 | 14,475 | 5,545 |
| Extraordinary charge - early extinguishment of debt......... | - | - | (2, 021) | - |
| Net income | 9,822 | 3,777 | 12,454 | 5,545 |
| Preferred dividends | $(1,483)$ | $(1,483)$ | $(2,967)$ | $(2,967)$ |
| Net income attributable to |  |  |  |  |
| common stockholders | \$ 8,339 | \$ 2,294 | \$ 9,487 | \$ 2,578 |
| Earnings per common share: |  |  |  |  |
| Primary before extraordinary charge. | \$ 0.62 | \$ 0.17 | \$ 0.85 | \$ 0.19 |
| Extraordinary charge | - | - | (0.15) | - |
| Total primary net earnings | \$ 0.62 | \$ 0.17 | \$ 0.70 | \$ 0.19 |
| Fully diluted before extraordinary charge......... | \$ 0.60 | \$ 0.17 | \$ 0.85 | \$ 0.19 |
| Extraordinary charge | - | - | (0.15) | - |
| Total assuming full dilution.. | \$ 0.60 | \$ 0.17 | \$ 0.70 | \$ 0.19 |
| Weighted average shares outstanding: |  |  |  |  |
| Primary......................... | 13,601 | 13,446 | 13,580 | 13,431 |
| Assuming full dilution. | 16,351 | 13,446 | 13,580 | 13,431 |


|  | Six Months Ended April 30, |  |
| :---: | :---: | :---: |
|  | 1995 | 1994 |
|  | (Unaudited) |  |
| Operating activities: |  |  |
| Net income | .\$12,454 | \$ 5,545 |
| Adjustments to reconcile net income |  |  |
| to cash provided by operating activities: |  |  |
| Depreciation and amortization. | 16,673 | 14,432 |
| Facilities realignment accrual | - | $(1,113)$ |
| Deferred income taxes. | 2,107 | (88) |
| Deferred pension costs | (627) | 1,098 |
| Deferred postretirement welfare benefits | 1,204 | 1,692 |
|  | $31,811$ | $21,566$ |
| Changes in assets and liabilities net of effects from acquisitions and dispositions: |  |  |
| Increase in accounts and notes receivable......... | $(29,850)$ | $(14,748)$ |
| Increase in inventory............................... | $(11,409)$ | $(9,151)$ |
| Increase in accounts payable | 13,733 | 2,387 |
| Increase in accrued expenses | 2,453 | 2,107 |
| Other, net..... | $(1,189)$ | (536) |
| Cash provided by operating activities | 5,549 | 1,625 |
| Investment activities: |  |  |
| Capital expenditures, net of retirements | $(14,894)$ | $(18,283)$ |
| Decrease (increase) in short-term investments | 54, 070 | $(13,330)$ |
| Proceeds from the sale of |  |  |
| Viking Metallurgical Subsidiary. |  | $6,390$ |
| Other, net................................. | (493) | $(1,670)$ |
| Cash provided (used) by investment activities. | 38,683 | $(26,893)$ |
| Cash provided (used) by operating and investment activities.......... | $44,232$ | $(25,268)$ |
| Financing activities: |  |  |
| Notes payable borrowings | 10,000 | - |
| Purchase of Senior Notes.... | $(59,500)$ | - |
| Repayments of long-term debt | ( - | (180) |
| Common dividends paid. | $(3,894)$ | $(3,730)$ |
| Preferred dividends paid | $(2,967)$ | $(2,967)$ |
| Other, net | 1,130 | 298 |
| Cash used by financing activities........ | $(55,231)$ | ------ |
| Decrease in cash and equivalents. | $(10,999)$ | $(31,847)$ |
| Cash and equivalents at beginning of period........ | 34, 041 | 42,247 |
| Cash and equivalents at end of period. | \$23, 042 | \$10,400 |
| Supplemental disclosure of cash flow information: |  |  |
| Cash paid during the period for: |  |  |
| Interest.............................. | \$ 6,262 | \$ 6,976 |
| Income taxes..... | \$ 7,190 | \$ 3,796 |

1. Accounting Policies

The interim consolidated financial statements of Quanex Corporation and subsidiaries are unaudited, but include all adjustments which the Company deems necessary for a fair presentation of its financial position and results of operations. Results of operations for interim periods are not necessarily indicative of results to be expected for the full year. All significant accounting policies conform to those previously set forth in the Company's fiscal 1994 Annual Report on Form 10-K, which is incorporated by reference. Certain amounts for prior periods have been reclassified in the accompanying consolidated financial statements to conform to 1995 classifications.
2. Inventories

Inventories consist of the following: April 30, | October 31, |
| :---: |
| 1995 |

(In thousands)

| Inventories valued at lower of cost |  |  |
| :---: | :---: | :---: |
| (principally LIFO method) or market: |  |  |
| Raw materials | \$34,567 | \$25,946 |
| Finished goods and work in process | 49,003 | 47,684 |
|  | ------ | 73,630 |
| Other | 9,639 | 8,170 |
|  | \$93,209 | \$81, 800 |

With respect to inventories valued using the LIFO method, replacement cost exceeded the LIFO value by approximately $\$ 21$ million at April 30, 1995, and \$15 million at October 31, 1994.
3. Long-Term Debt and Financing Arrangements

At April 30, 1995, the Company had $\$ 65.5$ million outstanding under its unsecured Long-Term Note Agreement ("Senior Notes Agreement"). The debt bears interest at the rate of $10.77 \%$ per annum, payable semi-annually. The Senior Notes Agreement requires annual repayments of $\$ 20.8$ million beginning on August 23, 1995, with a final payment of $\$ 3.0$ million on August 23, 1998. In December 1994, the Company acquired $\$ 59.5$ million principal amount of the Senior Notes for a purchase price equal to $105 \%$ of the principal amount plus accrued interest. The Company recorded an extraordinary charge of $\$ 2.0$ million ( $\$ 3.5$ million before tax) in the first quarter of 1995 related to the call premium and write-off of deferred debt issuance costs for the Senior Notes that were repurchased.

At April 30, 1995, the Company had $\$ 10.0$ million outstanding under its unsecured \$48 million Revolving Credit and Letter of Credit Agreement ("Bank Agreement"). The Bank Agreement consists of a revolving line of credit ("Revolver"), renewable annually, which expires March 31, 1999, and up to \$20 million for standby letters of credit, limited to the undrawn amount available under the Revolver. All borrowings under the Revolver bear interest, at the option of the Company, at either floating prime or a reserve adjusted Eurodollar rate.

All of the above agreements contain customary affirmative and negative covenants which the Company must meet. As of April 30, 1995, the Company was in compliance with all of the covenants.

## 4. Subsequent Event

On May 25, 1995, the Company's Board of Directors authorized the exchange of the Company's outstanding 6.88\% Cumulative Convertible Exchangeable Preferred Stock for the Company's 6.88\% Convertible Subordinated Debentures due June 30, 2007. The Debentures will be subject to mandatory annual sinking fund payments sufficient to redeem $25 \%$ of the Debentures issued on each of June 30, 2005 and June 30, 2006, to retire a total of $50 \%$ of the Debentures before maturity. The exchange, which will be effective June 30, 1995, is expected to contribute approximately six cents per share in the current fiscal year, or approximately seventeen cents per share on an annualized basis. The increase in long-term debt and reduction in preferred stock is expected to increase the Company's total debt to total capitalization ratio from $24.8 \%$ at April 30, 1995, to approximately $50 \%$ at the time of the exchange.
5. Industry Segment Information

Quanex is principally a specialty metals producer. The Company's operations primarily consist of four segments: hot rolled steel bars, cold finished steel bars, steel tubes, and aluminum products.

| Three Months Ended April 30, 1995 | Hot Rolled Steel Bars | Cold <br> Finished Steel Bars | Steel <br> Tubes | Aluminum Products | Corporate and Other (1) | $\begin{aligned} & \text { Consoli- } \\ & \text { dated } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (in thousands) |  |  |  |  |  |
| Units shipped: |  |  |  |  |  |  |
| To unaffiliated companies | 120.2 Tons | 53.0 Tons | 25.3 | Tons 58,336 Lbs. |  |  |
| Intersegment............ | 7.4 | - | - | - |  |  |
| Total. | 127.6 Tons | 53.0 Tons | 25.3 | Tons 58,336 Lbs. |  |  |
| Net Sales: |  |  |  |  |  |  |
| To unaffiliated companies | \$67,087 | \$49,627 | \$31,541 | \$86,092 | - | \$234,347 |
| Intersegment (2)......... | 4,260 | - | 1 |  | \$ $(4,261)$ |  |
| Total. | \$71,347 | \$49,627 | \$31,542 | \$86,092 | \$ 4,261 ) | \$234,347 |
| Operating income (loss).. | \$10, 058 | \$ 4,070 | \$ 2,985 | \$ 5,262 | \$ 5,208$)$ | \$ 17,167 |
|  |  | Cold |  |  | Corporate |  |
| Three Months Ended | Hot Rolled | Finished | Steel | Aluminum | and | Consoli- |
| April 30, 1994 | Steel Bars | Steel Bars | Tubes | Products | Other (1) | dated |


| Units shipped: |  |  |
| :---: | :---: | :---: |
| To unaffiliated companies | 114.2 | Tons |
| Intersegment | 7.8 |  |
| Total | 122.0 | Tons |
| Net Sales: |  |  |
| To unaffiliated companies | \$59, 066 |  |
| Intersegment(2) | 4,172 |  |
| Total. | \$63,238 |  |
| Operating income (loss).. | \$ 8,421 |  |



| $\$(4,173)$ | \$172,235 |
| :---: | :---: |
| \$(4,173) | \$172, 235 |
| \$ 3,392$)$ | \$ 9,533 |


| Six Months Ended April 30, 1995 | Hot Rolled Steel Bars | $\begin{aligned} & \text { Cold } \\ & \text { Finished } \\ & \text { Steel Bars } \end{aligned}$ | Steel Tubes | Aluminum <br> Products |  | $\begin{aligned} & \text { Corporate } \\ & \text { and } \\ & \text { Other (1) } \end{aligned}$ | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Units shipped: |  |  |  |  |  |  |  |
| To unaffiliated companies | 232.2 Tons | 101.0 Tons | 48.0 | Tons 109,509 | Lbs. |  |  |
| Intersegment. | 12.5 | - | - | - |  |  |  |
| Total. | 244.7 Tons | 101.0 Tons | 48.0 | Tons 109,509 | Lbs. |  |  |
| Net Sales: |  |  |  |  |  |  |  |
| To unaffiliated companies | \$126,651 | \$92,954 | \$60,336 | \$154,292 |  | - | \$434,233 |
| Intersegment(2). | 7,176 | - | 1 | - |  | \$ $(7,177)$ | - |
| Total. | \$133, 827 | \$92,954 | \$60,337 | \$154, 292 |  | \$ ( 7,177 ) | \$434, 233 |
| Operating income (loss).. | \$ 17,034 | \$ 6,739 | \$ 4,864 | \$ 9,447 |  | \$(10,506) | \$ 27,578 |


| Units shipped: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| To unaffiliated companies | 223.7 | Tons | 93.1 | Tons | 39.3 | Tons | 60,086 | Lbs. |  |  |
| Intersegment | 14.5 |  | - |  | - |  | - |  |  |  |
| Total. | 238.2 | Tons | 93.1 | Tons | 39.3 | Tons | 60,086 | Lbs. |  |  |
| Net Sales: |  |  |  |  |  |  |  |  |  |  |
| To unaffiliated companies | \$112,969 |  | \$80,426 |  | \$52,172 |  | \$76,190 |  | - | \$321, 757 |
| Intersegment(2) | 7,916 |  | - |  | - |  | - |  | \$ 7,916 ) | - |
| Total. | \$120,885 |  | \$80,426 |  | \$52,172 |  | \$76,190 |  | \$ 7,916 ) | \$321, 757 |
| Operating income (loss).. | \$ 14,382 |  | \$ 4,283 |  | \$ 3,116 |  | \$ 1,721 ) |  | \$(6,482) | \$ 13,578 |

(1) Included in "Corporate and Other" are intersegment eliminations and corporate expenses.
(2) Intersegment sales are conducted on an arm's-length basis.

## RESULTS OF OPERATIONS

The Company classifies its operations into four business segments: hot rolled steel bars, cold finished steel bars, steel tubes and aluminum products. The Company's products are marketed to the industrial machinery and capital equipment industries, the transportation industry, the energy processing industry and the home building and remodeling industries.

The Company's results for the three and six months ended April 30, 1995, reflected a significant increase in revenues and income from the comparable periods in 1994, with the greatest increases being realized for the quarter ended April 30, 1995. Although all of the Company's business segments recorded materially greater revenue and income in the three and six months ended April 30, 1995, over prior periods, the most significant gain was recognized in the Company's aluminum products business where the results in that segment shifted from operating income of $\$ 408$ thousand and an operating loss of $\$ 1.7$ million for the three and six months ended April 30, 1994, respectively, to operating income of $\$ 5.3$ million and $\$ 9.4$ million, respectively.

The improved results for the first and second quarters of fiscal 1995 reflected more favorable market conditions in all segments due primarily to a stronger domestic economy, improved margins resulting from favorable pricing trends, greater market penetration for certain of the Company's manufactured products and the cost reduction programs initiated in earlier years and continuing to the present. The improved results also reflected the benefits realized from the Company's capital improvement programs, which have allowed the Company to increase capacity, improve quality and manage manufacturing costs.

The improvements in each of the Company's businesses resulted in the Company reporting operating income for the three and six months ended April 30, 1995, of $\$ 17.2$ million and $\$ 27.6$ million, respectively, as compared to $\$ 9.5$ million and \$13.6 million, respectively, for the same periods of fiscal 1994. Income before extraordinary charge for the three and six months ended April 30, 1995, was $\$ 9.8$ million and $\$ 14.5$ million, respectively, as compared to $\$ 3.8$ million and $\$ 5.5$ million, respectively, for the same periods of fiscal 1994. The six months ended April 30, 1995, included a $\$ 2.0$ million ( $\$ 3.5$ million before tax) extraordinary charge for early extinguishment of debt relating to the acquisition by the Company of $\$ 59.5$ million principal amount of its $10.77 \%$ Senior Notes for a purchase price equal to $105 \%$ of the principal amount plus accrued interest.

Market conditions continue to be favorable in each of the Company's businesses. In addition, the Company expects that fiscal 1995 revenues in the Company's hot rolled steel bar business and aluminum products business will continue to show improvement over 1994 results due to increased capacity levels. Domestic and global market factors, however, will continue to impact the Company and any slowdown in the U.S. economy could affect demand and pricing for many of the Company's products. In this regard, increased interest rates can be expected to impact the demand for products in many of the Company's markets, including the automotive and light truck market and the residential building market. The recently announced proposed trade sanctions against certain Japanese automakers could also impact the Company to the extent such action affects overall trade with the United States and demand for products manufactured by the Company's customers. The Company currently expects that business conditions will remain strong in fiscal 1995. The Company, however, is operating at near capacity in both its hot rolled steel and cold finished steel bars segments. Continued improved financial results will be dependent upon, among other things, whether the strong economic conditions experienced in the first two quarters of fiscal 1995 can be sustained.

The following table sets forth selected operating data for the Company's four businesses:

| Three Months Ended | Six Months Ended |  |
| :---: | :---: | :---: |
| April 30, | April 30, |  |
| 1995 | 1994 | 1995 | 1094


| Hot Rolled Steel Bars: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Units shipped (Tons) | 127.6 | 122.0 | 244.7 | 238.2 |
| Net Sales. | \$ 71,347 | \$ 63,238 | \$133, 827 | \$120, 885 |
| Operating income. | \$ 10, 058 | \$ 8,421 | \$ 17, 034 | \$ 14, 382 |
| Depreciation and amortization | \$ 3,870 | \$ 3,285 | \$ 7,740 | \$ 6,570 |
| Identifiable assets | \$174, 055 | \$162,189 | \$174, 055 | \$162,189 |


Identifiable assets.............. \$ 57,005 \$ 54,367 \$ 57,005 \$ 54,367

| Steel Tubes: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Units shipped (Tons) |  | 25.3 |  | 20.1 |  | 48.0 |  | 39.3 |
| Net Sales | \$ | 31,542 |  | 26,017 |  | 60,337 |  | 52,172 |
| Operating income. | \$ | 2,985 | \$ | 1,383 | \$ | 4,864 | \$ | 3,116 |
| Depreciation and amortization | \$ | 510 | \$ | 503 |  | 1,035 | \$ | 1,027 |
| Identifiable assets. | \$ | 42,652 | \$ | 41,621 | \$ | 42,652 |  | 41, 621 |
| Aluminum Products: |  |  |  |  |  |  |  |  |
| Units shipped (Pounds) |  | 58,336 |  | 35,504 |  | 109,509 |  | 60, 086 |
| Net Sales. | \$ | 86,092 | \$ | 43,894 |  | 154,292 | \$ | 76,190 |
| Operating income. | \$ | 5,262 | \$ | 408 | + | 9,447 | \$ | $(1,721)$ |
| Depreciation and amortization | \$ | 3,386 | \$ | 3,027 | \$ | 6,717 | \$ | 5,991 |
| Identifiable assets |  | 252,886 |  | 11,458 |  | 252,886 |  | 11,458 |

Consolidated net sales for the three and six months ended April 30, 1995, were $\$ 234.3$ million and $\$ 434.2$ million, respectively, representing increases of $\$ 62.1$ million, or $36 \%$, and $\$ 112.5$ million, or $35 \%$, respectively, when compared to the same periods last year. These increases are due to significantly higher volume in the aluminum products business, improvements in the economy and increases in demand in all of the Company's businesses combined with higher average selling prices.

Net sales from the Company's hot rolled steel bar business for the three and six months ended April 30, 1995, were $\$ 71.3$ million and $\$ 133.8$ million, respectively, representing increases of $\$ 8.1$ million, or $13 \%$, and $\$ 12.9$ million, or 11\%, respectively, when compared to the same periods last year. These increases were attributable to improvements in volume for the three and six months ended April 30, 1995, as compared to the same periods of fiscal 1994, of $5 \%$ and $3 \%$ respectively, combined with increases in average selling prices of 8\% in each period. Volume increases reflected the additional capacity provided as a result of the capital improvements completed in March 1995. The hot rolled steel bar business also continued to benefit from strength in the durable goods markets.

Net sales from the Company's cold finished steel bar business for the three and six months ended April 30, 1995, were $\$ 49.6$ million and $\$ 93.0$ million, respectively, representing increases of $\$ 6.4$ million, or $15 \%$, and $\$ 12.5$ million, or $16 \%$, respectively, when compared to the same periods last year. These increases were attributable to improvements in volume for the three and six months ended April 30, 1995, as compared to the same periods

Item 2 - Management's Discussion and Analysis of
Results of Operations and Financial Condition (Continued)
of fiscal 1994, of $7 \%$ and $8 \%$, respectively, combined with increases in average selling prices of $7 \%$ in each period. The cold finished steel bar business also benefited from the continued strength in durable goods and capital equipment markets.

Net sales from the Company's steel tube business for the three and six months ended April 30, 1995, were $\$ 31.5$ million and $\$ 60.3$ million, respectively, representing increases of $\$ 5.5$ million, or $21 \%$, and $\$ 8.2$ million, or $16 \%$, respectively, when compared to the same periods last year. These increases in sales resulted from improvements in volume for the three and six months ended April 30, 1995, as compared to the same periods of fiscal 1994, of $26 \%$ and $22 \%$, respectively, partly offset by decreases in average selling prices of $4 \%$ and $5 \%$, respectively, due to changes in product mix. The Company's steel tube business was adversely affected in fiscal 1994, and to a lesser degree in the first two quarters of fiscal 1995, by downward pricing pressure from imports on certain products and a general weakness in this segment's primary markets, which include power generation and the petrochemical and refining industries. In June 1994, the Company filed petitions alleging that imports of carbon and alloy seamless pipe up to 4.5 inches in diameter from four countries were being dumped or subsidized. In August 1994, the International Trade Commission made an affirmative preliminary determination that imports of small-diameter pipe from these countries were causing injury to the U.S. industry and in January 1995, the U.S. Department of Commerce released preliminary determinations against importers from four countries, and dumping bonds were imposed against their imports until a final determination is made. Final injury and dumping determinations from both the International Trade Commission and the Department of Commerce are expected by late summer 1995.

Net sales from the Company's aluminum products business for the three and six months ended April 30, 1995 , were $\$ 86.1$ million and $\$ 154.3$ million, respectively, representing increases of $\$ 42.2$ million, or $96 \%$, and $\$ 78.1$ million, or $103 \%$, respectively, when compared to the same periods last year. These increases are attributable to increases in volume for the three and six months ended April 30, 1995, as compared to the same periods of fiscal 1994, of $64 \%$ and $82 \%$, respectively, due to improved demand and market share and increases in average selling prices of $19 \%$ and $11 \%$, respectively. Results were affected by aluminum price increases, which generally increased by more than the Company's average selling price because of a change in product mix. Lower priced mill finished sheet was a higher percentage of total sales in the first two quarters of fiscal 1995 as compared to the same periods of last year. Margins between selling prices and raw material costs, however, improved during the first two quarters of fiscal 1995 as compared to 1994. First and second quarter results for 1994 were adversely affected by the fire at the Company's Lincolnshire plant.

Consolidated operating income for the three and six months ended April 30, 1995, was $\$ 17.2$ million and $\$ 27.6$ million, respectively, representing increases of $\$ 7.6$ million, or $80 \%$, and $\$ 14.0$ million, or $103 \%$, respectively, when compared to the same periods last year. These increases are principally due to higher net sales and significantly improved results at the Company's aluminum products business.

Operating income from the Company's hot rolled steel bar business for the three and six months ended April 30, 1995, was $\$ 10.1$ million and $\$ 17.0$ million, respectively, representing increases of $\$ 1.6$ million, or $19 \%$, and $\$ 2.7$ million, or 18\%, respectively, when compared to the same periods last year. These increases are principally due to higher net sales and improved margins.

Item 2 - Management's Discussion and Analysis of
Results of Operations and Financial Condition (Continued)
Operating income from the Company's cold finished steel bar business for the three and six months ended April 30, 1995, was $\$ 4.1$ million and $\$ 6.7$ million, respectively, representing increases of $\$ 1.4$ million, or $50 \%$, and $\$ 2.5$ million, or $57 \%$, respectively, when compared to the same periods last year. These increases are principally due to higher net sales and improved margins.

Operating income from the Company's steel tube business for the three and six months ended April 30, 1995, was $\$ 3.0$ million and $\$ 4.9$ million, respectively, representing increases of $\$ 1.6$ million, or $116 \%$, and $\$ 1.7$ million, or $56 \%$, respectively, when compared to the same periods last year. These increases are principally due to higher net sales.

Operating income from the Company's aluminum products business for the three and six months ended April 30, 1995, was $\$ 5.3$ million and $\$ 9.4$ million, respectively, representing increases of $\$ 4.9$ million and $\$ 11.2$ million, respectively, when compared to the same periods last year. These increases are principally due to higher net sales and improved margins.

Selling, General and Administrative Expenses increased by $\$ 1.7$ million, or $16 \%$, and $\$ 3.7$ million, or $18 \%$, respectively, for the three and six months ended April 30, 1995, as compared to the same periods of 1994 primarily due to increased levels of business activity. However, as a percentage of net sales, selling, general and administrative expenses decreased as compared to the same periods last year.

Interest expense decreased by $\$ 1.5$ million and $\$ 1.8$ million, respectively, for the three and six months ended April 30, 1995, as compared to the same periods of 1994 primarily as a result of the early extinguishment of a portion of the Company's senior debt late in the first fiscal quarter of 1995. Interest expense is expected to increase following the Company's scheduled exchange of its 6.88\% Cumulative Convertible Exchangeable Preferred Stock ("Preferred Stock") for its 6.88\% Convertible Subordinated Debentures due June 30, 2007 ("6.88\% Debentures") on June 30, 1995. Although this exchange will reduce net income through interest charges, net income attributable to common shareholders will benefit through increased tax deductions.

Net income attributable to common shareholders for the three and six months ended April 30, 1995, was $\$ 8.3$ million and $\$ 9.5$ million, respectively, as compared to \$2.3 million and \$2.6 million, respectively, for the same 1994 periods, after deducting preferred dividends of $\$ 1.5$ million from all periods. The improvement was primarily attributable to improved operating income. Included in the six months ended April 30, 1995 was an extraordinary charge of $\$ 2.0$ million relating to early extinguishment of debt. Included in "Other, net" for the three and six months ended April 30, 1995, was a $\$ 1.1$ million pretax gain related to a life insurance policy on a deceased former officer. Included in "Other, net" for the three months ended April 30, 1994, was a $\$ 1.7$ million pretax charge related to certain financing contracts, partially offset by $\$ 1.0$ million of income relating to partial reimbursement of a business interruption loss for the fire that occurred at the Company's Lincolnshire facility in August 1993. Also, included in "Other, net" was investment income of $\$ 213$ thousand and an investment loss of $\$ 80$ thousand, respectively, for the three and six months ended April 30, 1995, as compared to investment income of \$600 thousand and \$1.5 million, respectively, for the same 1994 periods. The decreases were due to decreases in cash available for investment and losses on sales of short-term investments.

## LIQUIDITY AND CAPITAL RESOURCES

The Company's principal sources of funds are cash on hand, cash flow from operations, and, if needed, borrowings under a $\$ 48$ million unsecured revolving credit facility with a group of banks (the "Bank Agreement"). All borrowings under the Bank Agreement bear interest, at the option of the Company, at either floating prime or a reserve adjusted Eurodollar rate. The Bank Agreement contains customary affirmative and negative covenants and requirements to maintain a minimum consolidated tangible net worth, as defined. The Bank Agreement limits the payment of dividends and certain restricted investments. The Bank Agreement was amended in December 1994 to extend the maturity of the facility to March 31, 1999. Under the Bank Agreement, at April 30, 1995, there were $\$ 10.0$ million of outstanding borrowings and $\$ 2.1$ million of outstanding letters of credit.

At April 30, 1995, the Company had outstanding $\$ 65.5$ million in Senior Notes ("Senior Notes"). The Senior Notes are unsecured and bear interest at the rate of $10.77 \%$ per annum, payable semi-annually. The Senior Notes require annual repayments of $\$ 20.8$ million beginning on August 23, 1995, with a final payment of $\$ 3.0$ million on August 23, 1998. In December 1994, the Company acquired $\$ 59.5$ million principal amount of the Senior Notes for a purchase price equal to $105 \%$ of the principal amount plus accrued interest. The acquisition was funded with the Company's available cash, proceeds from the sale of its short-term investments and $\$ 10$ million in borrowings under the Bank Agreement. The Senior Notes contain customary affirmative and negative covenants, as well as requirements to maintain a minimum capital base, as defined. In addition, the Senior Notes limit the payment of dividends and certain restricted investments.

The Company currently has outstanding 3,450,000 Depositary Convertible Exchangeable Preferred Shares, each representing 1/10th of a share of Preferred Stock. The Preferred Stock may be exchanged, at the option of the Company, beginning on June 30, 1995, for the 6.88\% Debentures, having a principal amount equal to $\$ 250$ per share of Preferred Stock ( $\$ 25$ per Depositary Convertible Exchangeable Preferred Share) exchanged. On May 25, 1995, the Company's Board of Directors authorized the exchange of the outstanding Preferred Stock for the $6.88 \%$ Debentures. The Debentures will be subject to mandatory annual sinking fund payments sufficient to redeem $25 \%$ of the Debentures issued on each of June 30, 2005 and June 30, 2006, to retire a total of $50 \%$ of the Debentures before maturity. The exchange, which will be effective June 30, 1995, is expected to contribute approximately six cents per share through the tax benefits of interest deductions in the current fiscal year, or approximately seventeen cents per share on an annualized basis. The increase in long-term debt and reduction in preferred stock is expected to increase the Company's total debt to total capitalization ratio $24.8 \%$ at April 30, 1995, to approximately $50 \%$ at the time of the exchange.

At April 30, 1995, the Company had commitments of $\$ 6$ million for the purchase or construction of capital assets. The Company's $\$ 52$ million (not including approximately $\$ 9$ million in capitalized interest) Phase II MacSteel expansion project and $\$ 8$ million Nichols-Homeshield annealing expansion were both completed in March 1995.

In management's opinion, the Company currently has sufficient funds and adequate financial sources available to meet its anticipated liquidity needs including required payments on the Senior Notes. Management believes that cash flow from operations, cash balances and available borrowings will be sufficient for the foreseeable future to finance anticipated capital expenditures, debt service requirements and dividends.

Item 2 - Management's Discussion and Analysis of
Results of Operations and Financial Condition (Continued)

## Operating Activities

Cash provided by operating activities during the six months ended April 30, 1995, was $\$ 5.5$ million. This represents an increase of $\$ 3.9$ million as compared to the same 1994 period. This increase reflects improved net income partly offset by increased working capital requirements.

Investment Activities
Net cash provided by investment activities during the six months ended April 30, 1995, was $\$ 38.7$ million as compared to net cash used by investment activities of $\$ 26.9$ million for the same 1994 period. The increase in cash provided by investment activities was principally due to decreases in short-term investments to fund the Company's acquisition of its Senior Notes. Capital expenditures for the six months ended April 30, 1995, were $\$ 14.9$ million as compared to $\$ 18.3$ million for the same 1994 period. The six months ended April 30, 1994 includes $\$ 6.4$ million of proceeds from the sale of the Company's Viking Metallurgical Corporation subsidiary. The Company estimates that fiscal 1995 capital expenditures will approximate $\$ 30$ to $\$ 40$ million.

## Financing Activities

Net cash used by financing activities for the six months ended April 30, 1995 , was $\$ 55.2$ million, principally consisting of $\$ 59.5$ million for the early extinguishment of long-term debt, $\$ 3.9$ million in common dividends and $\$ 3.0$ million in preferred dividends. This was partly offset by notes payable borrowings of $\$ 10.0$ million.

Item 4 - Submission of Matters to a Vote of Security Holders
On March 2, 1995, the Company held its regular Annual Meeting of Stockholders (the "Annual Meeting").

At the Annual Meeting, Carl E. Pfeiffer, Vincent R. Scorsone and Donald G. Barger, Jr. were elected as directors for a three year term. The following sets forth the number of shares that voted for and for which votes were withheld for the election of each of such persons:

| Carl E. Pfeiffer | $11,357,066$ | 58,516 |
| :--- | :--- | :--- |
| Vincent R. Scorsone | $11,337,555$ | 78,027 |
| Donald G. Barger, Jr. | $11,328,147$ | 87,436 |

In addition, at the Annual Meeting, the stockholders of the Company ratified the appointment of Deloitte \& Touche LLP as the Company's independent auditors, approved an amendment to the 1989 Non-Employee Director Stock Option Plan, approved an amendment to the 1988 Stock Option Plan, approved an amendment to the 1987 Non-Employee Director Stock Option Plan, and approved an amendment to the 1978 Employee Qualified and Non-Qualified Stock Option Plan. The amendments to these plans primarily related to changes in the rights of employees to exercise options following termination. The ratification of Deloitte \& Touche LLP as the Company's independent auditors was approved with 11, 298, 366 votes cast for approval, 25,910 votes cast against and 91,306 abstentions. The amendment to the 1989 Non-Employee Director Stock Option Plan was approved with $9,007,774$ votes cast for approval, $2,246,765$ votes cast against and 161,043 abstentions. The amendment to the 1988 Stock Option Plan was approved with $9,225,762$ votes cast for approval, $2,030,951$ votes cast against and 158,868 abstentions. The amendment to the 1987 Non-Employee Director Stock Option Plan was approved with $9,016,865$ votes cast for approval, $2,255,755$ votes cast against and 142,962 abstentions. The amendment to the 1978 Employee Qualified and Non-Qualified Stock Option Plan was approved with 9,227,770 votes cast for approval, $2,027,455$ votes cast against and 160, 356 abstentions. Because all of the matters presented at the Annual Meeting were matters for which brokers had discretionary authority to vote the shares held by them for their clients, there were no broker non-votes.

Item 5 - Other Information.

None

Item 6 - Exhibits and Reports on Form 8-K.

11 Statement re computation of per share earnings.
27 Financial Data Schedule.

No reports on Form $8-\mathrm{K}$ were filed by the Company during the quarter for which this report is being filed.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

QUANEX CORPORATION

Viren M. Parikh
Controller (Chief Accounting Officer)

QUANEX CORPORATION COMPUTATION OF EARNINGS PER COMMON SHARE (In thousands, except per share amounts)

|  | Three Months Ended April 30, |  |  | Six Months Ended April 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  | 1995 |  | 1994 |
|  | (Unaudited) |  |  | (Unaudited) |  |  |  |
| Income before extraordinary charge................ \$ | \$ 9,822 | \$ | 3,777 | \$ | 14,475 | \$ | 5,545 |
| Extraordinary charge - early extinguishment of debt | t |  | - |  | (2, 021) |  | - |
| Net income. | 9,822 |  | 3,777 |  | 12,454 |  | 5,545 |
| Preferred dividend requirements | $(1,483)$ |  | $(1,483)$ |  | $(2,967)$ |  | $(2,967)$ |
| Net income attributable to | ----- |  |  |  | ------ |  | ------ |
| common stockholders............................. ${ }^{\text {. }}$ \$ | \$ 8,339 | \$ | 2,294 | \$ | 9,487 | \$ | 2,578 |
| Weighted average shares |  |  |  |  |  |  |  |
| outstanding-primary | 13,601 |  | 13,446 |  | 13,580 |  | 13,431 |
| Earnings per common share: |  |  |  |  |  |  |  |
| Primary: |  |  |  |  |  |  |  |
| Earnings before extraordinary charge | 0.62 |  | 0.17 |  | 0.85 |  | 0.19 |
| Extraordinary charge | - |  | - |  | (0.15) |  | - |
| Earnings per common share | 0.62 |  | 0.17 |  | 0.70 |  | 0.19 |
| Income before extraordinary charge.............. \$ | \$ 9,822 | \$ | 3,777 | \$ | 14,475 | \$ | 5,545 |
| Extraordinary charge - early extinguishment of debt | t |  | - |  | $(2,021)$ |  | - |
| Net income. | 9,822 |  | 3,777 |  | 12,454 |  | 5,545 |
| Weighted average shares |  |  |  |  |  |  |  |
| outstanding-primary.. | 13,601 |  | 13,446 |  | 13,580 |  | 13,431 |
| Effect of common stock equivalents arising from stock options...... | 12 |  | 8 |  | 23 |  | 20 |
| Preferred stock assumed converted to common stock................ | 2,738 |  | 2,738 |  | 2,738 |  | 2,738 |
| Weighted average shares | - |  | ----- |  | ------ |  | ------ |
| outstanding-fully diluted. | 16,351 |  | 16,192 |  | 16,341 |  | 16,189 |
| Earnings per common share: |  |  |  |  |  |  |  |
| Assuming full dilution: |  |  |  |  |  |  |  |
| Earnings before extraordinary charge. | 0.60 |  | 0.23 |  | 0.88 |  | 0.34 |
| Extraordinary charge. | - |  | - |  | (0.12) |  | - |
| Earnings per common share | 0.60 |  | 0.23 |  | 0.76 |  | 0.34 |

This schedule contains summary financial information extracted from the balance sheet as of April 30, 1995 and the income statement for the six months ended April 30, 1995 and is qualified in its entirety by reference to such financial statements.

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3-MOS
OCT-31-1995
NOV-01-1994
APR-30-1995
23, 042
0
112,932
0
93,209
236,538
514,505
252,836
539,864
160,700
47,942
6,715
0
86,250
146, 007
539,864

$$
\begin{array}{rr}
434,233 \\
434,233 & 381,789
\end{array}
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381,789
0
5,150
24,957
10,482
14,475
2, 021
12,454
0.700
0.760

