Second Quarter 2012

Earnings Call Presentation

August 2, 2012

The data in this package should be read in conjunction with the Gibraltar earnings release.

FORWARD LOOKING STATEMENTS

Certain information set forth in this presentation, other than historical statements, contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 that are based, in whole or in part, on current expectations, estimates, forecasts, and projections about the Company's business, and management's beliefs about future operations, results, and financial position. These statements are not guarantees of future performance and are subject to a number of risk factors, uncertainties, and assumptions. Actual events, performance, or results could differ materially from the anticipated events, performance, or results expressed or implied by such forward-looking statements. Before making any investment decisions regarding our company, we strongly advise you to read the section entitled "Risk Factors" in our most recent annual report on Form 10-K which can be accessed under the "SEC Filings" link of the "Investor Info" page of our website at www.Gibraltar1.com. We undertake no obligation to update any forward-looking statement, whether as a result of new information, future events or otherwise, except as may be required by applicable law or regulation.

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Q2 Overview

- Organic and acquisition-driven sales growth
- Demand growth remains modest
- Leverage from volume gains offset by West Coast reorganization costs and pricing
- Well-positioned on business mix, improved SG&A leverage and liquidity

Improved Business Mix

- Residential: 50% of net sales
  - 75% repair & remodel
- Non-residential: 50% of net sales
  - 55% repair & replacement
    - Building construction
    - Industrial (low exposure to Europe)
    - Infrastructure (new market for ROCK)

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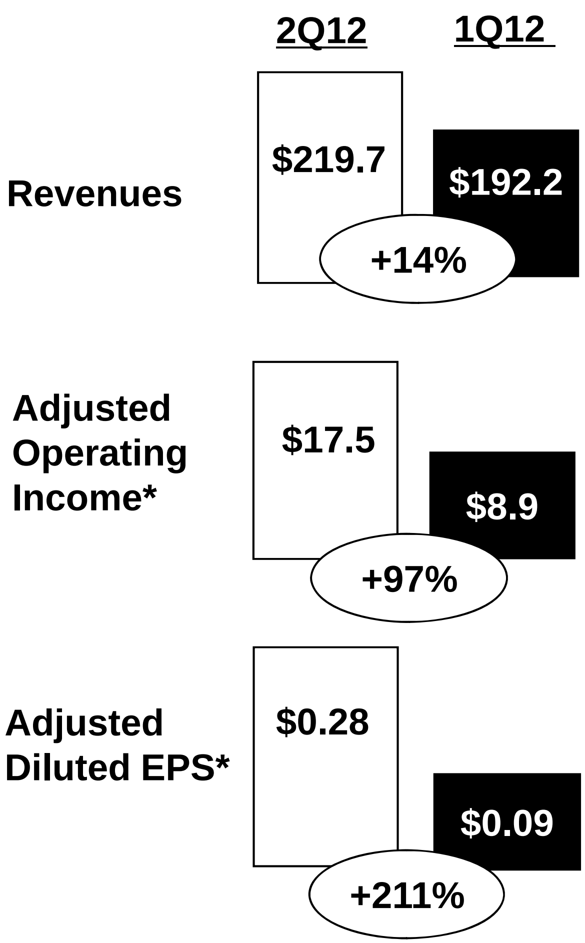
Top-Line Growth

- Q2 growth fueled by industrial and infrastructure
- DS Brown shipments from high backlog
- Demand growth in residential remodeling and new build remained comparable
- Gaining market share in retail channel
- Focus on market share

Operational Performance

- West Coast reorganization – Q2 expected peak
- Less favorable mix
- Working capital efficiency continued

Q2 Sequential Improvement



◆ **Revenues**

- Organic increase from seasonal volume, predominately in residential end market
- Residential demand rose in all major U.S. regions

◆ **Operating Income**

- Margin improved 330 bps
- Operating leverage from volume increase

◆ **EPS from Continuing Operations**

- Operating income improvement
- Lower tax rate added 2 cents (discrete benefit in 2Q12)

** Amounts exclude impairments & special charges. See non-GAAP reconciliations in earnings press release.*

YOY Performance

	2Q12	2Q11	Change	YTD 2Q12	YTD 2Q11	Change
Revenues	$219.7	$208.8	+5%	$411.9	$372.4	+11%
Adjusted Operating Income*	$17.5	$20.9	(16)%	$26.5	$30.2	(12)%
Adjusted Diluted EPS*	$0.28	$0.30	(7)%	$0.37	$0.41	(10)%
Free Cash Flow	$9.2	$3.6	$5.6	$(6.6)	$(10.7)	nmf

- **Revenues**
  - 60% of Q2 increase was organic; primarily in non-residential, industrial end markets
  - DS Brown acquisition continues strong
- **Operating Income**
  - Margin down nearly 200 bps for both comparisons
  - Expanded / accelerated integration of West Coast residential BUs
  - Less favorable alignment of raw material costs to pricing.
- **EPS from Continuing Operations**
  - Unfavorable: RM to pricing margin and West Coast integration
  - Favorable: Organic volume growth, SG&A and lower ETRate
- **Free Cash Flow**
  - YTD: seasonal investment in working capital.

- *Amounts exclude impairments & special charges. See non-GAAP reconciliations in earnings press release.*
- *nmf = not meaningful*

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Net Income / EPS

	2Q12	2Q11	Var	YTD 2Q12	YTD 2Q11	Var
Adjusted operating income *	$ 17.5	$ 20.9	$ (3.4)	$ 26.5	$ 30.2	$ (3.7)
Net interest expense	(4.6)	(5.0)	0.4	(9.3)	(9.5)	0.2
Other non-operating income	0.3	-	0.3	0.3	0.1	0.2
Adjusted income tax expense*	(4.5)	(6.6)	2.1	(6.2)	(8.3)	2.1
Adjusted net income - continuing ops *	$ 8.7	$ 9.3	$ (0.6)	$ 11.3	$ 12.6	$ (1.2)
Adjusted Diluted EPS - continuing ops*	**$0.28**	**$0.30**	**($0.02)**	**$0.37**	**$0.41**	**$ (0.04)**

** Amounts exclude impairments & special charges. See non-GAAP reconciliations in earnings press release.*

Continued Low Net Debt

	June '12	Mar '12	Dec '11	Dec '10
Short-Term Debt	$ 0.4	$ 0.4	$ 0.4	$ 0.4
Long-Term Debt	206.5	206.8	206.8	206.8
Total Debt	206.9	207.2	207.2	207.2
Cash & Cash Equivalents	44.1	35.3	54.1	60.9
Net Debt	$ 162.8	$ 171.9	$ 153.1	$ 146.3
Total Debt / Capitalization	31%	31%	31%	32%
Net Debt / Net Capitalizatio	26%	27%	25%	25%

Summary

Positioned for greater profitability in a challenging market environment:

- Reconfigured business since 2007
- Housing starts drive only 12.5% of sales
- Strong presence in non-traditional markets
- Lower costs, richer mix and available capacity
- Ample liquidity for acquisition-driven growth
- Expect improved year-over-year financial results in 2012

Q & A