

**Gibraltar Industries, Inc.**  
**Summary Report By Segment**  
(in thousands)  
(unaudited)

	2011				
	Q1	Q2	Q3	Q4	Total
<b>Net Revenues</b>					
Residential Products	\$ 78,617	\$ 102,903	\$ 109,862	\$ 81,624	\$ 373,006
Industrial & Infrastructure Products	85,371	106,295	110,528	92,801	394,995
Less Inter-Segment Sales	(425)	(391)	(293)	(285)	(1,394)
	<u>84,946</u>	<u>105,904</u>	<u>110,235</u>	<u>92,516</u>	<u>393,601</u>
Total	\$ 163,563	\$ 208,807	\$ 220,097	\$ 174,140	\$ 766,607

	2012				
	Q1	Q2	Q3	Q4	Total
Residential Products	\$ 89,518	\$ 106,877	\$ 99,847	\$ 78,863	\$ 375,105
Industrial & Infrastructure Products	103,012	113,206	105,966	94,105	416,289
Less Inter-Segment Sales	(359)	(349)	(299)	(329)	(1,336)
	<u>102,653</u>	<u>112,857</u>	<u>105,667</u>	<u>93,776</u>	<u>414,953</u>
Total	\$ 192,171	\$ 219,734	\$ 205,514	\$ 172,639	\$ 790,058

	2013				
	Q1	Q2	Q3	Q4	Total
Residential Products	\$ 89,664	\$ 110,448	\$ 108,424	\$ 85,535	\$ 394,071
Industrial & Infrastructure Products	107,467	114,577	109,645	103,479	435,168
Less Inter-Segment Sales	(330)	(506)	(657)	(179)	(1,672)
	<u>107,137</u>	<u>114,071</u>	<u>108,988</u>	<u>103,300</u>	<u>433,496</u>
Total	\$ 196,801	\$ 224,519	\$ 217,412	\$ 188,835	\$ 827,567

**Adjusted Operating Margin**

Residential Products	7.4%	12.5%	11.1%	4.1%	9.2%
Industrial & Infrastructure Products	7.1%	12.0%	7.3%	4.7%	7.9%
Segment operating margin	7.3%	12.3%	9.2%	4.4%	8.5%
Unallocated corporate expenses	-1.5%	-2.3%	-0.6%	-6.9%	-2.7%
Adjusted Operating Margin	5.7%	10.0%	8.6%	-2.5%	5.9%
Acquisition related costs	0.2%	1.3%	0.1%	0.1%	0.5%
Restructuring costs	0.6%	0.4%	0.2%	1.3%	0.6%
Intangible asset impairment	-%	-%	-%	-%	-%
CEO surrendered compensation	0.5%	-%	-%	-%	0.1%
<b>Total GAAP operating margin</b>	4.4%	8.3%	8.3%	-3.9%	4.7%

Residential Products	6.9%	8.0%	10.8%	6.9%	8.3%
Industrial & Infrastructure Products	8.3%	10.4%	8.3%	7.7%	8.7%
Segment operating margin	7.6%	9.3%	9.5%	7.4%	8.5%
Unallocated corporate expenses	-3.0%	-1.3%	-1.6%	-3.4%	-2.2%
Adjusted Operating Margin	4.7%	8.0%	7.9%	4.0%	6.3%
Acquisition related costs	0.1%	0.1%	0.1%	0.2%	0.1%
Restructuring costs	0.9%	0.5%	0.2%	0.4%	0.5%
Intangible asset impairment	-%	-%	-%	2.7%	0.6%
CEO surrendered compensation	-%	-%	-%	-%	-%
<b>Total GAAP operating margin</b>	3.7%	7.4%	7.6%	0.7%	5.1%

Residential Products	7.4%	12.6%	11.5%	6.9%	9.9%
Industrial & Infrastructure Products	6.1%	7.3%	7.6%	6.3%	6.8%
Segment operating margin	6.7%	9.9%	9.5%	6.6%	8.3%
Unallocated corporate expenses	-3.8%	-2.3%	-1.0%	-2.9%	-2.5%
Adjusted Operating Margin	2.9%	7.6%	8.5%	3.6%	5.8%
Acquisition related costs	0.2%	0.0%	0.1%	0.1%	0.1%
Restructuring costs	0.1%	0.3%	0.6%	0.3%	0.3%
Intangible asset impairment	-%	-%	10.7%	-%	2.8%
CEO surrendered compensation	-%	-%	-%	-%	-%
<b>Total GAAP operating margin</b>	2.6%	7.3%	-2.9%	3.2%	2.6%

**Adjusted Operating Income \***

	2011				
	Q1	Q2	Q3	Q4	Total
Residential Products	\$ 5,801	\$ 12,884	\$ 12,234	\$ 3,361	\$ 34,280
Industrial & Infrastructure Products	6,092	12,716	8,024	4,355	31,187
Segment operating income	11,893	25,600	20,258	7,716	65,467
Unallocated corporate expenses	(2,528)	(4,729)	(1,226)	(11,991)	(20,474)
Adjusted Operating Income	9,365	20,871	19,032	(4,275)	44,993
Acquisition related costs	390	2,691	156	216	3,453
Restructuring costs	868	790	515	2,324	4,497
Intangible asset impairment	-	-	-	-	-
CEO surrendered compensation	885	-	-	-	885
<b>Total GAAP operating income</b>	\$ 7,222	\$ 17,390	\$ 18,361	\$ (6,815)	\$ 36,158

	2012				
	Q1	Q2	Q3	Q4	Total
Residential Products	\$ 6,158	\$ 8,579	\$ 10,814	\$ 5,436	\$ 30,987
Industrial & Infrastructure Products	8,505	11,795	8,764	7,273	36,337
Segment operating income	14,663	20,374	19,578	12,709	67,324
Unallocated corporate expenses	(5,720)	(2,843)	(3,348)	(5,820)	(17,731)
Adjusted Operating Income	8,943	17,531	16,230	6,889	49,593
Acquisition related costs	140	121	139	300	700
Restructuring costs	1,780	1,117	342	765	4,004
Intangible asset impairment	-	-	-	4,628	4,628
CEO surrendered compensation	-	-	-	-	-
<b>Total GAAP operating income</b>	\$ 7,023	\$ 16,293	\$ 15,749	\$ 1,196	\$ 40,261

	2013				
	Q1	Q2	Q3	Q4	Total
Residential Products	\$ 6,669	\$ 13,900	\$ 12,477	\$ 5,920	\$ 38,966
Industrial & Infrastructure Products	6,533	8,349	8,285	6,486	29,653
Segment operating income	13,202	22,249	20,762	12,406	68,619
Unallocated corporate expenses	(7,530)	(5,207)	(2,268)	(5,562)	(20,567)
Adjusted Operating Income	5,672	17,042	18,494	6,844	48,052
Acquisition related costs	320	3	145	183	651
Restructuring costs	156	756	1,341	508	2,761
Intangible asset impairment	-	-	23,160	-	23,160
CEO surrendered compensation	-	-	-	-	-
<b>Total GAAP operating income</b>	\$ 5,196	\$ 16,283	\$ (6,152)	\$ 6,153	\$ 21,480

Notes:

- The information above represents financial information adjusted to reflect the impact of our February 20, 2014 announced segment reporting. As such, this schedule should be read in conjunction with Gibraltar Industries' earnings press release issued February 20, 2014, discussing Q4 and 2013 financial results, which reflects the new segment reporting.
- This document is supplemental to related information previously included in (i) the Company's 2011 and 2012 Forms 10-K and the 2011 2012, and 2013 Forms 10-Q filed with the SEC; (ii) prior earnings releases issued for periods commencing and subsequent to January 1, 2011 (and which were included in the Company's Current Reports on Form 8-K).

\* Adjusted Operating Income and Margin excludes impairment charges, acquisition costs, restructuring charges, and other special one time charges.