



## Third Quarter 2015 Earnings Call

October 28, 2015

This presentation should be viewed in conjunction with  
Gibraltar's October 28, 2015 earnings press release.

# Forward Looking Statements

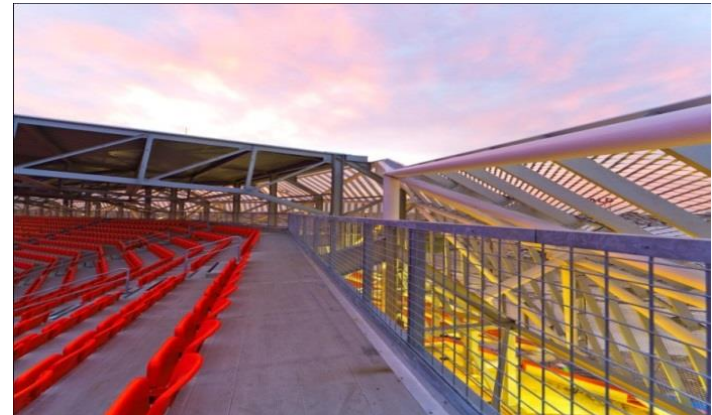
*Certain information set forth in this presentation, other than historical statements, contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 that are based, in whole or in part, on current expectations, estimates, forecasts, and projections about 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](http://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.*

## **Non-GAAP Financial Data**

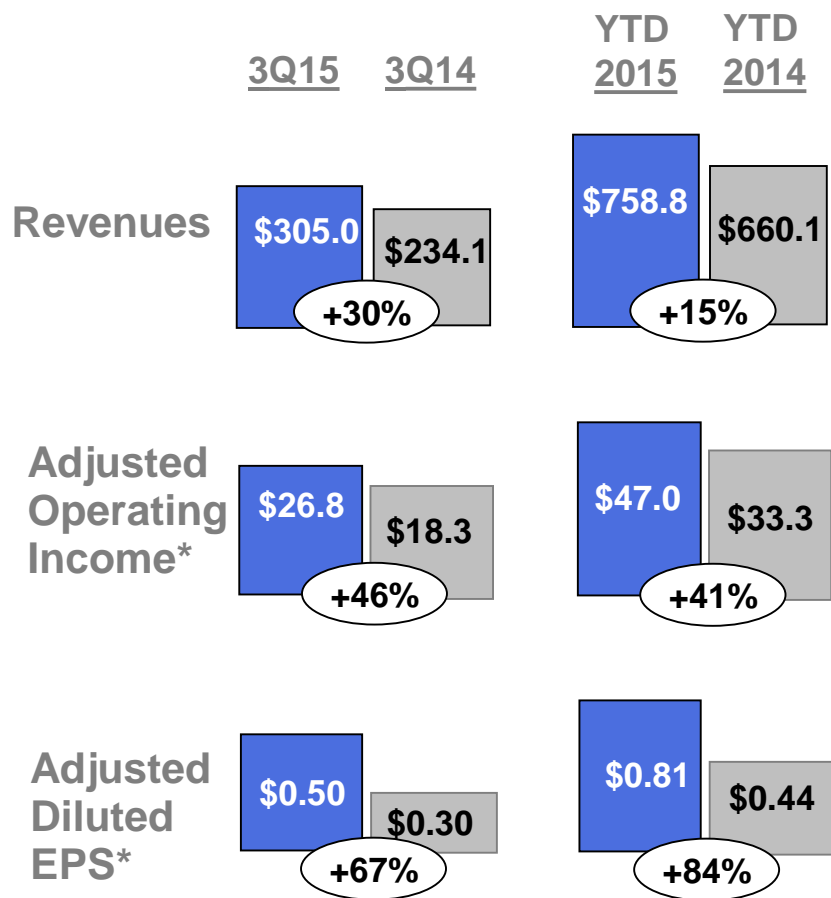
*To supplement Gibraltar’s consolidated financial statements presented on a GAAP basis, Gibraltar also presents certain adjusted financial data in this presentation. Adjusted financial data excluded special charges consisting of gain on sale of a facility, senior leadership transition costs, closing and consolidation of our facilities and acquisition-related costs. These adjustments are shown in the Non-GAAP reconciliation of adjusted operating results excluding special charges provided in the financial statements that accompany the earnings news release. The Company believes that the presentation of results excluding special charges provides meaningful supplemental data to investors, as well as management, that are indicative of the Company’s core operating results and facilitates comparison of operating results across reporting periods. These adjusted measures should not be viewed as a substitute for our GAAP results.*

# Top-Line Growth & Improved Profitability in 3Q

- 30% sales growth
- Adjusted EPS up 67%
- Growth led by RBI acquisition
- Base businesses earnings also rise
- Momentum from value creation strategy



# Strong Consolidated Results



## 3Q Revenues

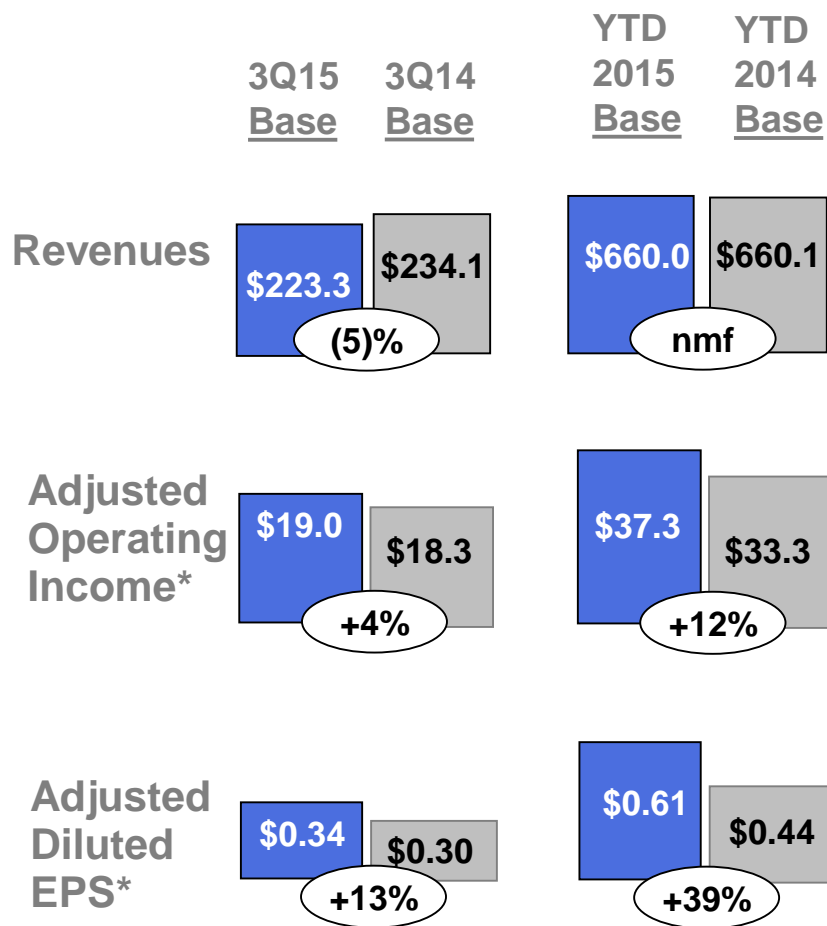
- RBI added 35% pts
- Organic sales (5%), including (2)% on weaker Euro and Cdn\$

## 3Q Operating Income / EPS

- RBI accretion; +\$7.8M or +\$0.16/sh.
- Operational improvement continues
- 80/20 simplification traction

\*All amounts reported represent continuing operations before special charges. See non-GAAP reconciliations in earnings press release.

# Outperformance in Base Businesses



## 3Q Revenues

- Residential +4%
- Industrial & Infrastructure (14)%

## 3Q Operating Income / EPS

- Incremental efficiencies & margin expansion
- Contributions from 2014 margin improvement initiatives
- 80/20 simplification contributing

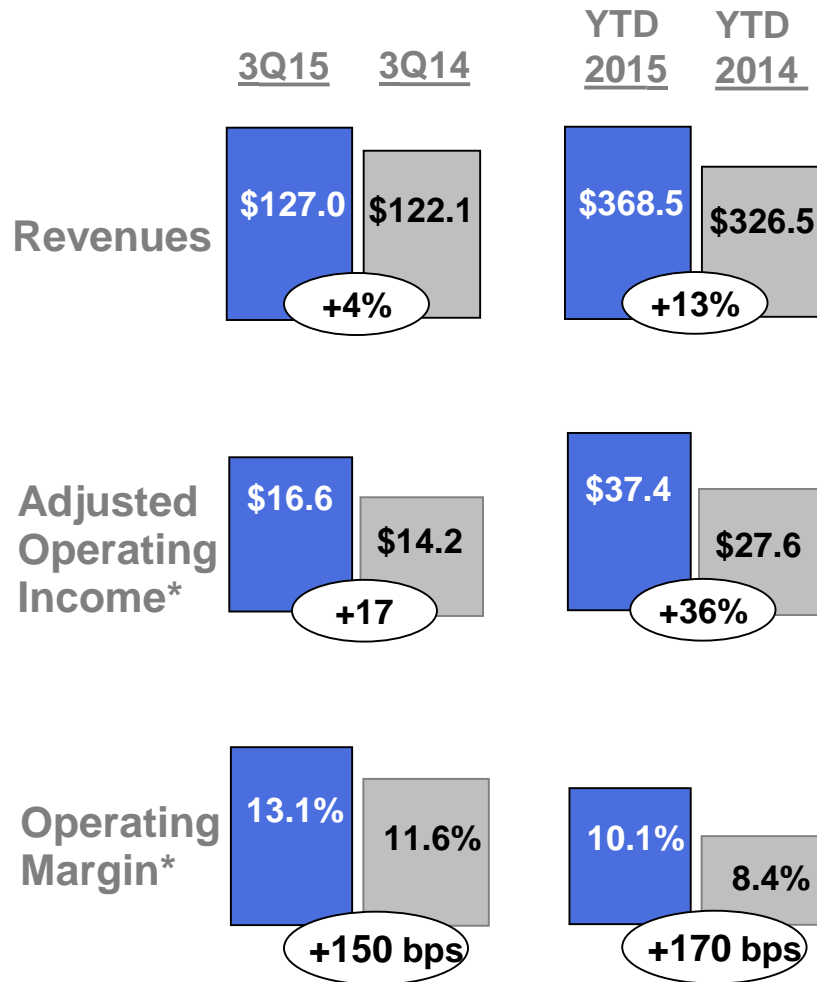
\*All amounts reported represent continuing operations before special charges. See non-GAAP reconciliations in earnings press release.

# 3Q Residential Highlights

- Total segment sales up 4%; aided by centralized mail delivery initiatives
- 80/20 simplification helps margin expansion



# Residential Products



## 3Q Revenues

- Volume growth drives increase
- FX headwind of (2)% pts.

## 3Q Operating Income / Margin

- Leverage on higher volume
- Operational efficiencies
- Benefits of 2014 initiatives
- 80/20 simplification contributing

\*All amounts reported represent continuing operations before special charges. See non-GAAP reconciliations in earnings press release.

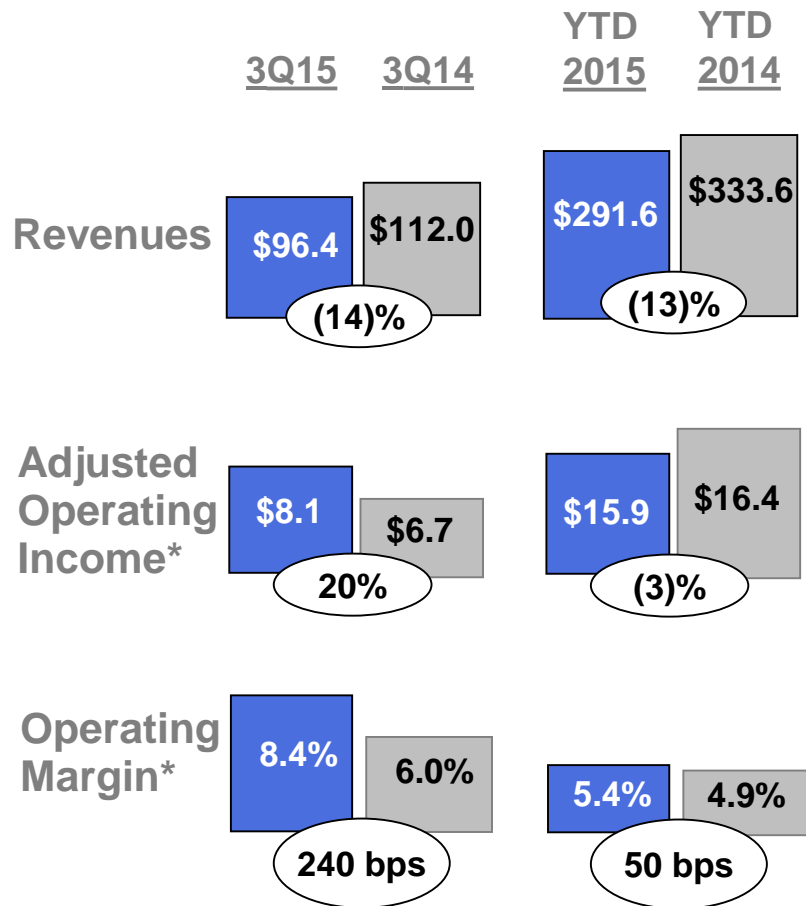
# 3Q Industrial & Infrastructure Highlights

- Demand from oil & gas markets weak on low commodity prices
- Lower volume + FX headwinds
- 80/20 simplification and cost management boost margins





# Industrial & Infrastructure Products



## 3Q Revenues

- Lower volume correlated to weak energy markets
- FX effect (3)% pts.

## 3Q Operating Income / Margin

- Strong cost management offsets lost contribution of lower volume
- 80/20 simplification also contributing

\*All amounts reported represent continuing operations before special charges. See non-GAAP reconciliations in earnings press release.

# Continued Progress on Value Creation Strategy

## *Driving Transformational Change in Gibraltar's Portfolio and Financial Results*

### 1. Operational Excellence

- 80/20 simplification providing early benefits

### 2. Portfolio Management

- Allocating leadership time, capital and resource to highest-potential platforms and businesses

### 3. Product Innovation

- High-quality, engineered solutions; 24x7 parcel units; residential ventilation

### 4. Acquisitions as a Strategic Accelerator

- RBI performing well on top and bottom lines
- Proactive pursuit of new opportunities



# Raising 2015 Guidance

	2014	2015G	Assumptions
Revenues	\$862M	\$990M to \$1,000M ~ +15%	Residential: +7% on postal products growth with improving but choppy R&R markets.  Industrial & Infrastructure (12)% on exposure to oil & gas markets; weak U.S. demand for transportation infrastructure products.  +17% from RBI: \$155M to \$160M from June 9, 2015
Adjusted Operating Income <i>Operating Margin</i>	\$38M 4.4%	\$60M - \$63M ~6.0%	Improvement from operational efficiencies and consolidation initiatives  Includes non-operating gains/losses on derivatives.
Adjusted EPS	\$0.47	\$0.90 - \$0.95	\$0.66 to \$0.69 from Base business, plus \$0.24 to \$0.26 from RBI acquisition. 36.5% ETR
Free Cash Flow/ Net Sales	+1%	+5%	2015: higher earnings + capex below plan



**Q&A**