

1Q Supplemental Presentation

March 6, 2018



Forward-looking Statements

Certain statements and information in this presentation may constitute forward-looking statements within the meaning of the *Private Securities Litigation Reform Act of 1995*. The words "believe," "anticipate," "plan," "intend," "foresee," "guidance," "potential," "expect," "should," "will" "continue," "could," "estimate," "forecast," "goal," "may," "objective," "predict," "projection," or similar expressions are intended to identify forward-looking statements (including those contained in certain visual depictions) in this presentation. These forward-looking statements reflect the Company's current expectations and/or beliefs concerning future events. The Company believes the information, estimates, forecasts and assumptions on which these statements are based are current, reasonable and complete. Our expectations with respect to the second quarter of fiscal 2018 that are contained in this presentation are forward looking statements based on management's best estimates, as of the date of this presentation. These estimates are unaudited, and reflect management's current views with respect to future results. However, the forward-looking statements in this presentation are subject to a number of risks and uncertainties that may cause the Company's actual performance to differ materially from that projected in such statements. Among the factors that could cause actual results to differ materially include, but are not limited to, industry cyclicality and seasonality and adverse weather conditions; challenging economic conditions affecting the nonresidential construction industry; volatility in the U.S. economy and abroad, generally, and in the credit markets; substantial indebtedness and our ability to incur substantially more indebtedness; our ability to generate significant cash flow required to service our existing debt, including our secured term loan facility, and obtain future financing; our ability to comply with the financial tests and covenants in our existing and future debt obligations; operational limitations or restrictions in connection with our debt; increases in interest rates; recognition of asset impairment charges; commodity price increases and/or limited availability of raw materials, including steel; interruptions in our supply chain; our ability to make strategic acquisitions accretive to earnings; retention and replacement of management and other key personnel; enforcement and obsolescence of intellectual property rights; fluctuations in customer demand; costs related to environmental clean-ups and liabilities; competitive activity and pricing pressure; increases in energy prices; volatility of the Company's stock price; dilutive effect on the Company's common stockholders of potential future sales of the Company's common stock held by our sponsor; substantial governance and other rights held by our sponsor; breaches of our information system security measures and damage to our major information management systems; hazards that may cause personal injury or property damage, thereby subjecting us to liabilities and possible losses, which may not be covered by insurance; changes in laws or regulations, including the Dodd–Frank Act; the timing and amount of our stock repurchases; and costs and other effects of legal and administrative proceedings, settlements, investigations, claims and other matters. See also the "Risk Factors" in the Company's Annual Report on Form 10-K for the fiscal year ended October 29, 2017, and other risks described in documents subsequently filed by the Company from time to time with the SEC, which identify other important factors, though not necessarily all such factors, that could cause future outcomes to differ materially from those set forth in the forward-looking statements. The Company expressly disclaims any obligation to release publicly any updates or revisions to these forward-looking statements, whether as a result of new information, future events, or otherwise.

1Q 2018 Financial Overview (Page 1 of 2)

- Sales were $421.3 million, an increase of $29.6 million or 7.6% from $391.7 million in the prior year's first quarter
  - Revenues for the quarter benefited from continued commercial discipline in the pass-through of higher material costs across the segments, combined with strong volume growth in both Metal Components and the Insulated Metal Panels ('IMP') segments
- Gross profit margins for the period were 21.8%, compared to 21.4% in the prior year period
  - Gross margins increased primarily as a result of growth in the IMP segment and favorable commercial discipline, partially offset by higher transportation costs and lower margins in the CENTRIA coil coating business as it is integrated into the Metal Coil Coating segment
- ESG&A Costs increased to $74.8 million (17.7% of sales) from $69.0 million (17.6% of sales) in the prior year's first quarter
  - The quarter included a special charge of $4.6 million related to the acceleration of retirement benefits of the former CEO
  - Without the special charge, ESG&A for the quarter would have been 16.7% of sales
- Operating income was $12.9 million, up from $9.9 million in the prior year period

1Q 2018 Financial Overview (Page 2 of 2)

- Adjusted Operating Income[(1)] was $19.3 million, up from $12.5 million
- Net income applicable to common shares was $5.2 million, or $0.08 per diluted common share this quarter compared to $2.0 million, or $0.03 per diluted common share in the first quarter of fiscal 2017. On an adjusted basis[(1)], diluted earnings were $0.14 per share this quarter compared to $0.05 in the prior year period
- Adjusted EBITDA [(1)] was $32.9 million compared to $26.2 million in the prior year period
- Consolidated backlog grew 8.1% year-over-year to $569.9 million

[(1)] Reconciliations of non-GAAP financial measures to the nearest GAAP measure are included in the Company's financial tables beginning on Slide 16

1Q 2018 Operational Overview

- **Commercial**
  - Backlog in the Engineered Building Systems segment at the end of the quarter increased 8.4% to $373.3 million
  - The Engineered Building Systems and Metal Components legacy distribution channels continue to expand their product offerings, leveraging products from the other business lines and recognizing the following revenue growth
    - IMP intersegment sales increased 4.1% year-over-year
    - Engineered Building Systems backlog for IMP orders are up 26% year-over-year
    - Door intersegment sales were flat year-over-year, while external sales increased 45.4%
- **Steel Costs**
  - Steel costs continue to be elevated and recent announcements regarding possible tariffs is likely to lead to continued price increases
  - The Company has seen similar events in fiscal 2002, 2004 and 2008
- **Manufacturing**
  - There was increased utilization and efficiencies in the IMP and Metal Components segments, however lower volumes in the Buildings segment reduced manufacturing utilization

1Q 2018 Segment Overview [1]

- **Engineered Building Systems**
  - Revenues increased 3.8% to $157.0 million from $151.3 million in the prior year period, as a result of commercial discipline passing through higher input costs, offset by lower tonnage volumes
  - Operating margin improved 100 basis points as a result of lower ESG&A costs, improved commercial discipline, partially offset by lower plant utilization and higher transportation costs
- **Metal Components**
  - Revenue grew 9.4% to $146.8 million from $134.2 million in the prior year period primarily as a result of higher external volumes and the pass-through of increased materials costs
  - Operating margins improved 240 basis points as a result of improved operating leverage across the cost structure on higher volumes, partially offset by higher transportation costs
- **Insulated Metal Panels**
  - Revenue increased 16.4% to $110.8 million from $95.2 million in the prior year on strong commercial discipline on rising input costs and increasing sales volumes
  - Operating margins increased 410 basis points on improved operating leverage across the cost structure on higher volumes and committed commercial discipline on rising input costs
- **Metal Coil Coating**
  - Revenues were $88.3 million in both the current quarter and prior year. Operating margins were impacted by less favorable product mix and lower margins in the CENTRIA coil coating operations as that business is integrated in the Metal Coil Coating segment

[1] Segment revenue includes intersegment sales

1Q 2018 Financial Summary

(Dollars in millions, except per share amounts)

	Fiscal Three Months Ended		
	January 28, 2018	January 29, 2017	% Chg.
Sales	$ 421.3	$ 391.7	7.6%
Gross Profit	$ 91.9	$ 84.0	9.5%
Gross Profit Margin	21.8%	21.4%	1.9%
Income from Operations	$ 12.9	$ 9.9	30.5%
Net Income	$ 5.2	$ 2.0	157.4%
Diluted EPS	$ 0.08	$ 0.03	166.7%

Adjusted Operating Income[1]	$ 19.3	$ 12.5	54.5%
Adjusted EBITDA[1]	$ 32.9	$ 26.2	25.6%
Adjusted Diluted EPS[1]	$ 0.14	$ 0.05	180.0%

(1) Reconciliations of non-GAAP financial measures to the nearest GAAP measure are included in the Company's financial tables beginning on Slide 16

1Q 2018 Revenues and Volumes – by Segment

($ in millions)

Engineered Building Systems

	1Q-'18	1Q-'17	% Chg.	% Vol. Chg.[1]
Third-Party	$ 148.3	$ 145.0	2.3%	-3.1%
Internal	8.7	6.2	39.0%	39.3%
Total Sales	$ 157.0	$ 151.3	3.8%	-0.4%

Metal Components

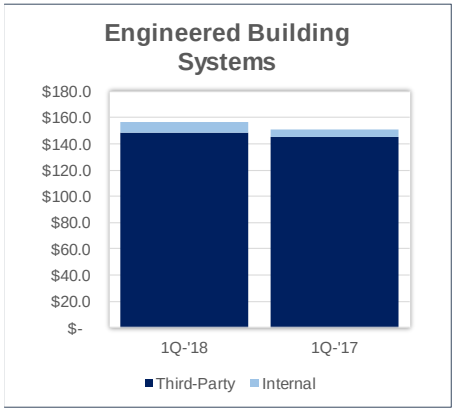
	1Q-'18	1Q-'17	% Chg.	% Vol. Chg.[1]
Third-Party	$ 127.5	$ 115.6	10.4%	6.1%
Internal	19.3	18.6	5.0%	-3.0%
Total Sales	$ 146.8	$ 134.2	9.4%	4.4%

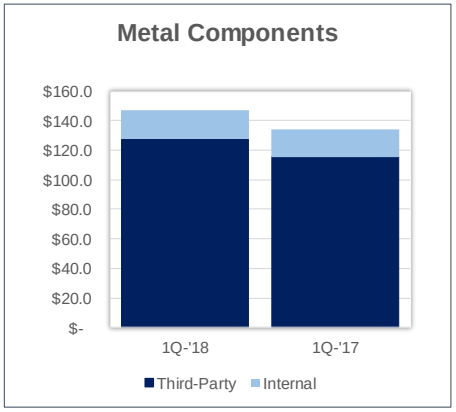
Insulated Metal Panels

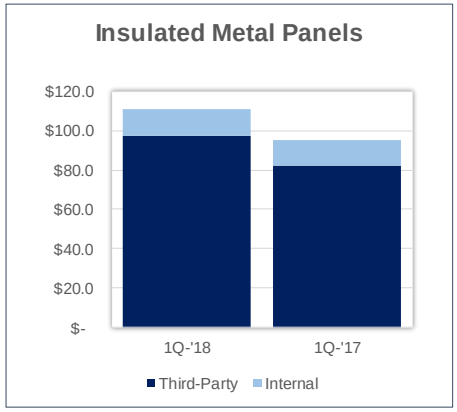
	1Q-'18	1Q-'17	% Chg.
Third-Party	$ 97.5	$ 82.4	18.3%
Internal	13.3	12.8	3.9%
Total Sales	$ 110.8	$ 95.2	16.4%

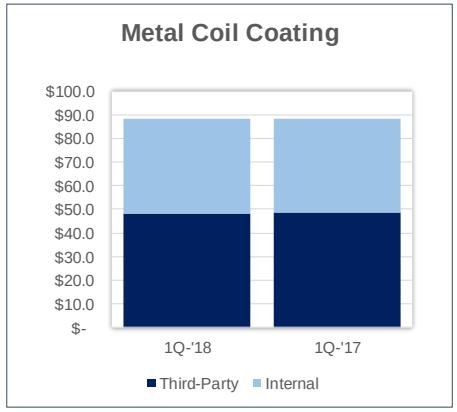
Metal Coil Coating

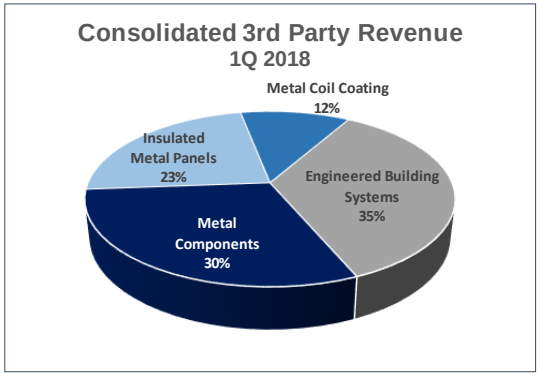
	1Q-'18	1Q-'17	% Chg.	% Vol. Chg.[1]
Third-Party	$ 48.0	$ 48.7	-1.4%	-15.5%
Internal	40.3	39.7	1.7%	2.9%
Total Sales	$ 88.3	$ 88.3	0.0%	-7.4%

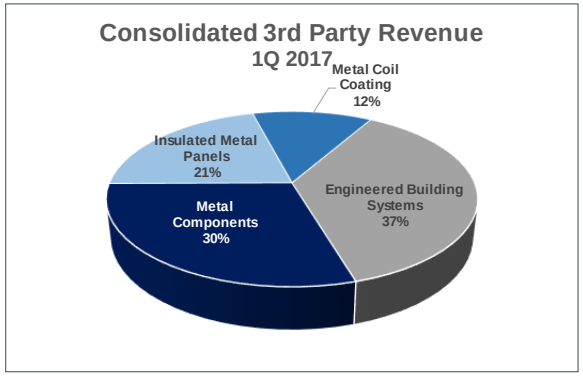










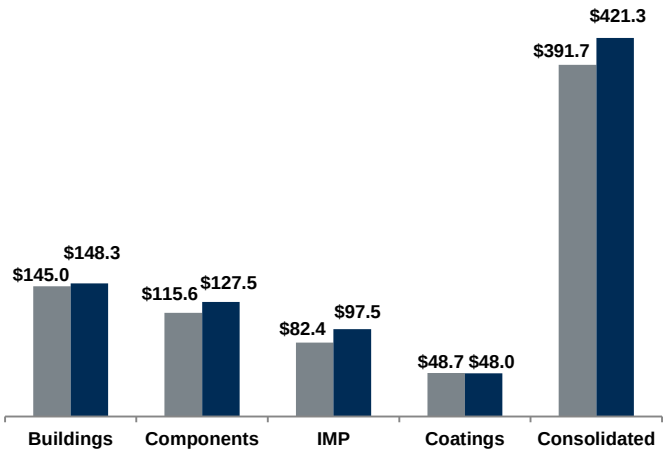


(1) Calculated as the year-over-year change in the tonnage volumes shipped

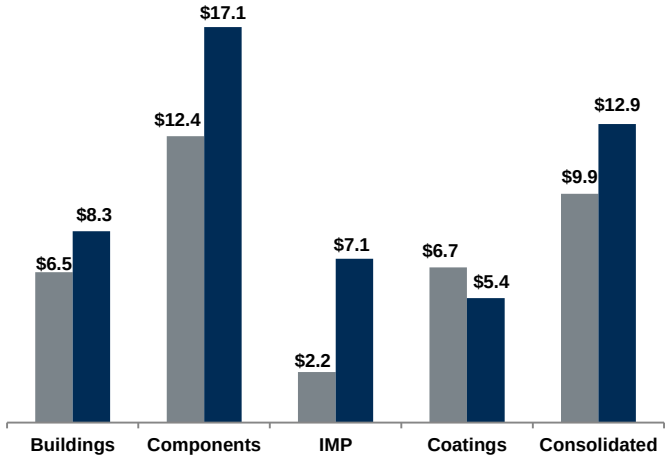
1Q 2018 Business Segment Results

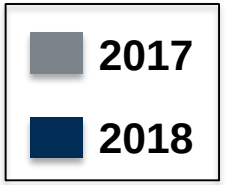
(Dollars in millions)

Third Party Revenue

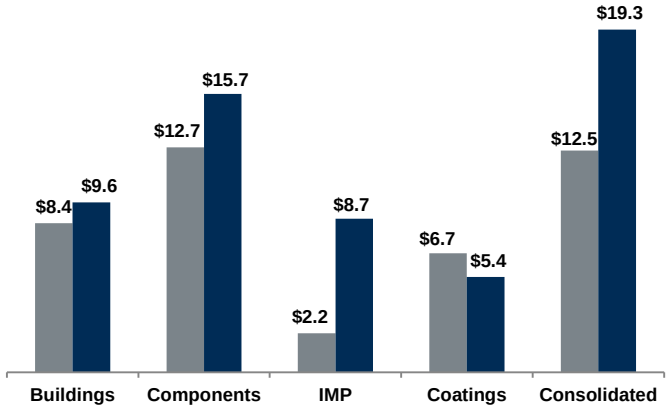


Operating Income

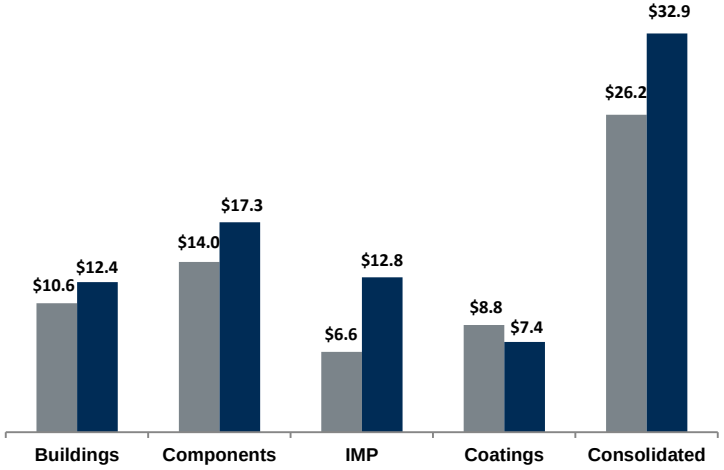




Adjusted Operating Income[(1)]



Adjusted EBITDA[(1)]



[(1)] Reconciliation of non-GAAP financial measures to the nearest GAAP measure are included in the Company's financial tables beginning on Slide 16

Gross Margin Reconciliation

Gross Margin 1Q 2017	**21.4%**
Commercial sales discipline	1.00%
Net impact of higher transportation costs	(0.40%)
Lower plant utilization in the Engineered Building Systems segment, net	(0.20%)
Gross Margin 1Q 2018	**21.8%**

Note: Basis point attributions in the above tables are approximate

- For the quarter, gross profit was $91.9 million compared to $83.9 million in the first quarter of fiscal 2017
- The favorable commercial sales discipline was executed by the IMP, Metal Components and Engineered Building Systems segments

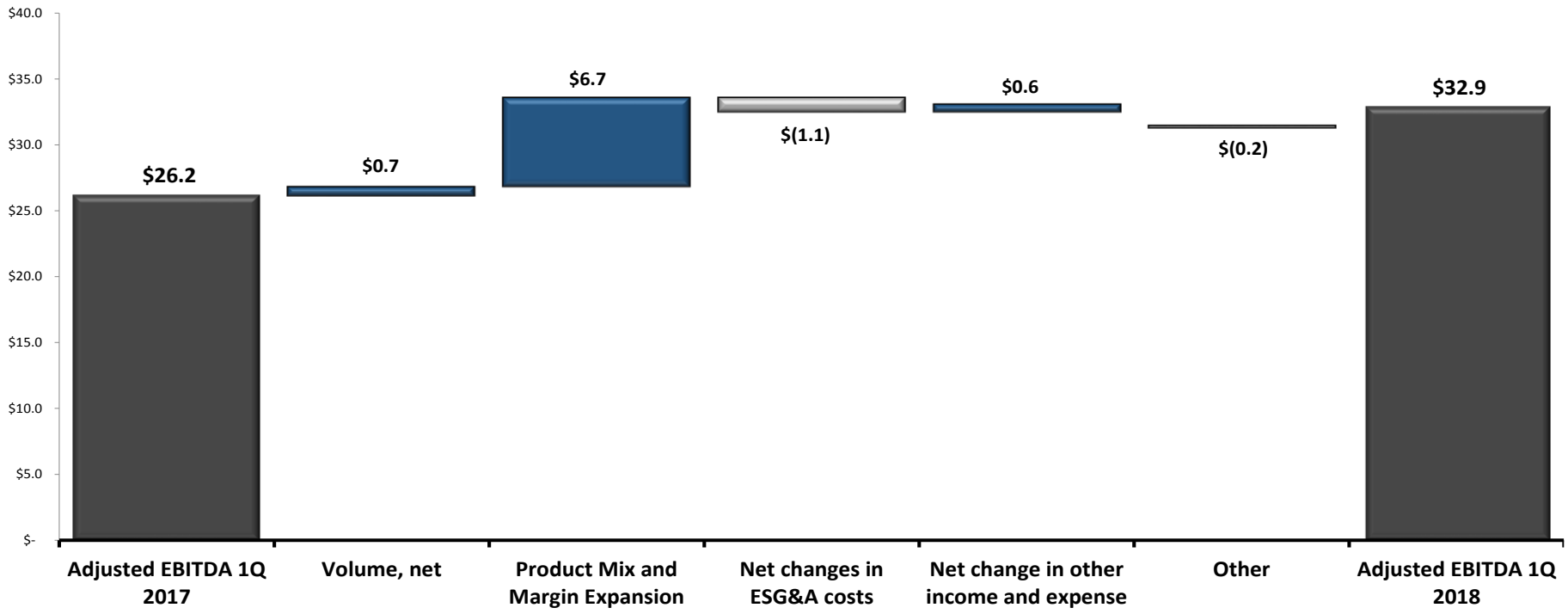
1Q Net Income and Adjusted EBITDA

Net Income:

Net income was $5.2 million compared to $2.0 million in the prior year's first quarter

Adjusted EBITDA[(1)]:

(Dollars in millions)



[(1)] Reconciliations of non-GAAP financial measures to the nearest GAAP measure are included in the Company's financial tables beginning on Slide 16

1Q 2018 Cash Flow Summary

(Dollars in thousands)

Cash and Cash Equivalents, as of	1Q 2018	4Q 2017	3Q 2017	2Q 2017	1Q 2017
Beginning balance	$ 65,658	$ 45,923	$ 49,682	$ 15,789	$ 65,403
Cash provided by (used in) operating activities	(6,580)	63,277	(7,294)	38,254	(30,363)
Cash provided by (used in) investing activities	(5,860)	(5,781)	4,100	(4,483)	(4,120)
Cash provided by (used) in financing activities	(41,035)	(37,622)	(961)	271	(15,217)
Exchange rate effects	237	(139)	396	(149)	86
Ending balance	$ 12,420	$ 65,658	$ 45,923	$ 49,682	$ 15,789

- **Stock Repurchases**
  - During the quarter, the Company utilized $24.4 million to repurchase approximately 1.5 million shares at an average share price of $16.08. Approximately $5.6 million remains available for share repurchases under the $50.0 million plan launched in October 2017
  - In December 2017, the CD&R Funds completed a registered underwritten public offering of 7.15 million shares of the Company's common stock at a price to the public of $19.36 per share. As part of that transaction the Company purchased 1.15 million shares of the 7.15 million for a total amount of $22.3 million

1Q 2018 Results Compared to Guidance

($ in millions)	Range		
	Low	High	1Q Actuals
Revenues	$390.0	$410.0	**$421.3**
Gross Profit Margin	21.5%	23.5%	**21.8%**
ESG&A Expenses	$70.0	$74.0	**$74.8**
Intangible Asset Amortization	$2.3	$2.5	**$2.4**
Total Depreciation & Amortization (inclusive of Intangible amortization above)	$10.0	$11.0	**$10.4**
Interest Expense	$7.0	$7.4	**$7.5**
Effective Tax Rate	34.0%	37.0%	**17.6%**
Adjusted EBITDA [(1)]	$24.0	$34.0	**$32.9**

- Revenues for the quarter reflect strong commercial discipline across Engineered Building Systems, Metal Components and IMP
- Gross profit margins improved year-over-year, however most of the growth came from lower margin product groups
- ESG&A results included a special charge of $4.6 million related to the acceleration of retirement benefits of the prior CEO
- The effective tax rate guidance was provided prior to the recent enactment of the Tax Cuts and Jobs Act in December 2017

(1) Reconciliation of non-GAAP financial measures to the nearest GAAP measure are included in the Company's financial tables beginning on Slide 16

2Q 2018 Guidance [1]

($ in million)	2Q Range	
	Low	High
Revenues	$430.0	$450.0
Gross Profit Margin	21.0%	24.0%
ESG&A Expenses	$74.0	$78.0
Intangible Asset Amortization	$2.3	$2.5
Total Depreciation & Amortization (inclusive of Intangible Asset Amortization above)	$10.2	$10.8
Interest Expense	$5.1	$5.6
Effective Tax Rate	25.5%	27.5%
Adjusted EBITDA	$29.0	$39.0

- Guidance for ESG&A excludes the amortization of intangible assets, which is shown as a separate line item above
- Total Depreciation & Amortization includes the intangible amortization and is reported on the Company's Statements of Operations within Cost of Goods Sold, ESG&A Expense and Intangible Asset Amortization
- Weighted average diluted common shares is expected to be 66.3 million for 2Q 2018
- Total capital expenditures for fiscal 2018 are expected to be in the range of $45.0 million to $55.0 million

(1) See "Forward Looking Statements" on Slide 2

Reconciliation of Net Income (Loss) and Adjusted Net Income (Loss) per Diluted Common Share

(Dollars in thousands, except per share amounts)

	Fiscal Three Months Ended	
	January 28, 2018	January 29, 2017
Net income per diluted common share, GAAP basis	$ 0.08	$ 0.03
Restructuring and impairment charges	$ 0.02	0.03
Strategic development and acquisition related costs	$ 0.01	0.00
Acceleration of CEO retirement benefits	$ 0.07	-
Discrete tax effects of U.S. Tax Reform	$ (0.01)	-
Tax effect of applicable non-GAAP adjustments [1]	$ (0.03)	(0.01)
Adjusted net income per diluted common share [2]	$ 0.14	$ 0.05

	Fiscal Three Months Ended	
	January 28, 2018	January 29, 2017
Net income applicable to common shares, GAAP basis	$ 5,211	$ 2,031
Restructuring and impairment charges	1,094	2,264
Strategic development and acquisition related costs	727	357
Acceleration of CEO retirement benefits	4,600	-
Discrete tax effects of U.S. tax reform	(323)	-
Tax effect of applicable non-GAAP adjustments [1]	(1,775)	(1,022)
Adjusted net income applicable to common shares [2]	$ 9,534	$ 3,630

(1) The Company calculated the tax effect of non-GAAP adjustments by applying the applicable statutory tax rate for the period to each applicable non-GAAP item.

(2) The Company discloses a tabular comparison of Adjusted net income per diluted common share and Adjusted net income applicable to common shares, which are non-GAAP measures, because they are referred to in the text of our press releases and are instrumental in comparing the results from period to period. Adjusted net income per diluted common share and Adjusted net income applicable to common shares should not be considered in isolation or as a substitute for net income per diluted common share and net income applicable to common shares as reported on the face of our consolidated statements of operations.

Business Segments (Page 1 of 2)

(Dollars in thousands)

	Fiscal Three Months Ended				Trailing Twelve Months	Fiscal Three Months Ended				Trailing Twelve Months
	May 1, 2016	July 31, 2016	October 30, 2016	January 29, 2017	January 29, 2017	April 30, 2017	July 30, 2017	October 29, 2017	January 28, 2018	January 28, 2018
Total Sales:										
Engineered Building Systems	$ 138,023	$ 181,029	$ 204,208	$ 151,263	$ 674,523	$ 162,624	$ 191,910	$ 188,183	$ 156,964	$ 699,681
Metal Components	130,293	166,512	166,532	134,173	597,510	154,895	166,305	181,288	146,832	649,320
Insulated Metal Panels	89,433	105,694	110,001	95,195	400,323	102,937	119,730	123,542	110,794	457,003
Metal Coil Coating	79,829	96,684	95,987	88,340	360,840	86,729	95,261	98,550	88,343	368,883
Total sales	**437,578**	**549,919**	**576,728**	**468,971**	**2,033,196**	**507,185**	**573,206**	**591,563**	**502,933**	**2,174,887**
Less: Intersegment sales	(65,331)	(87,566)	(96,414)	(77,268)	(326,579)	(86,721)	(103,821)	(102,837)	(81,584)	(374,963)
Total net sales	**$ 372,247**	**$ 462,353**	**$ 480,314**	**$ 391,703**	**$ 1,706,617**	**$ 420,464**	**$ 469,385**	**$ 488,726**	**$ 421,349**	**$ 1,799,924**
External Sales										
Engineered Building Systems	$ 134,454	$ 175,471	$ 196,596	$ 145,021	$ 651,542	$ 154,456	$ 182,164	$ 178,222	$ 148,288	$ 663,130
Metal Components	111,748	140,560	139,968	115,557	507,833	133,290	140,639	155,183	127,528	556,640
Insulated Metal Panels	79,882	94,059	92,648	82,441	349,030	86,773	98,026	105,064	97,513	387,376
Metal Coil Coating	46,163	52,263	51,102	48,684	198,212	45,945	48,556	50,257	48,020	192,778
Total external sales	**$ 372,247**	**$ 462,353**	**$ 480,314**	**$ 391,703**	**$ 1,706,617**	**$ 420,464**	**$ 469,385**	**$ 488,726**	**$ 421,349**	**$ 1,799,924**
Operating Income										
Engineered Building Systems	$ 7,193	$ 19,561	$ 22,830	$ 6,503	$ 56,087	$ 6,894	$ 14,948	$ 13,043	$ 8,263	$ 43,148
Metal Components	13,071	26,803	21,254	12,376	73,504	19,997	23,276	23,119	17,089	83,481
Insulated Metal Panels	2,782	8,911	7,513	2,192	21,398	19,377	11,468	14,895	7,071	52,811
Metal Coil Coating	6,686	10,531	9,310	6,706	33,233	6,227	7,107	1,419	5,376	20,129
Corporate	(19,138)	(22,271)	(21,516)	(17,891)	(80,816)	(20,023)	(22,702)	(19,151)	(24,901)	(86,777)
Total operating income	**$ 10,594**	**$ 43,535**	**$ 39,391**	**$ 9,886**	**$ 103,406**	**$ 32,472**	**$ 34,097**	**$ 33,325**	**$ 12,898**	**$ 112,792**
Adjusted Operating Income [1]										
Engineered Building Systems	$ 6,415	$ 19,615	$ 23,103	$ 8,413	$ 57,546	$ 7,217	$ 15,889	$ 13,738	$ 9,572	$ 46,416
Metal Components	13,503	27,005	21,357	12,681	74,546	19,706	23,188	23,188	15,686	81,768
Insulated Metal Panels	2,986	8,979	7,917	2,192	22,074	10,387	11,711	15,696	8,655	46,449
Metal Coil Coating	6,725	10,531	9,310	6,706	33,272	6,227	7,107	7,419	5,376	26,129
Corporate	(18,234)	(21,050)	(20,829)	(17,485)	(77,598)	(19,899)	(21,405)	(18,786)	(19,970)	(80,060)
Total adjusted operating income	**$ 11,395**	**$ 45,080**	**$ 40,858**	**$ 12,507**	**$ 109,840**	**$ 23,638**	**$ 36,490**	**$ 41,255**	**$ 19,319**	**$ 120,702**

(1) The Company discloses a tabular comparison of Adjusted operating income (loss), which is a non-GAAP measure, because it is instrumental in comparing the results from period to period. Adjusted operating income (loss) should not be considered in isolation or as a substitute for operating income (loss) as reported on the face of our statements of operations.

Business Segments (Page 2 of 2)

(Dollars in thousands)

	Fiscal Three Months Ended				Trailing Twelve Months	Fiscal Three Months Ended				Trailing Twelve Months
	May 1, 2016	July 31, 2016	October 30, 2016	January 29, 2017	January 29, 2017	April 30, 2017	July 30, 2017	October 29, 2017	January 28, 2018	January 28, 2018
Adjusted EBITDA [2]										
Engineered Building Systems	$ 9,789	$ 21,122	$ 25,140	$ 10,648	$ 66,699	$ 9,377	$ 19,435	$ 15,242	$ 12,382	$ 56,436
Metal Components	14,820	28,462	22,736	14,043	80,061	21,060	24,509	24,694	17,315	87,578
Insulated Metal Panels	7,126	13,368	12,113	6,619	39,226	14,985	16,016	20,794	12,770	64,565
Metal Coil Coating	8,891	12,747	11,159	8,843	41,640	8,236	9,170	9,484	7,434	34,324
Corporate	(15,171)	(17,871)	(17,486)	(13,980)	(64,508)	(16,689)	(18,756)	(16,273)	(17,026)	(68,744)
Total adjusted EBITDA	**$ 25,455**	**$ 57,828**	**$ 53,662**	**$ 26,173**	**$ 163,118**	**$ 36,969**	**$ 50,374**	**$ 53,941**	**$ 32,875**	**$ 174,159**
Operating Income Margin										
Engineered Building Systems	5.2 %	10.8 %	11.2 %	4.3 %	8.3 %	4.2 %	7.8 %	6.9 %	5.3 %	6.2 %
Metal Components	10.0 %	16.1 %	12.8 %	9.2 %	12.3 %	12.9 %	14.0 %	12.8 %	11.6 %	12.9 %
Insulated Metal Panels	3.1 %	8.4 %	6.8 %	2.3 %	5.3 %	18.8 %	9.6 %	12.1 %	6.4 %	11.6 %
Metal Coil Coating	8.4 %	10.9 %	9.7 %	7.6 %	9.2 %	7.2 %	7.5 %	1.4 %	6.1 %	5.5 %
Consolidated	2.8 %	9.4 %	8.2 %	2.5 %	6.1 %	7.7 %	7.3 %	6.8 %	3.1 %	6.3 %
Adjusted Operating Income Margin										
Engineered Building Systems	4.6 %	10.8 %	11.3 %	5.6 %	8.5 %	4.4 %	8.3 %	7.3 %	6.1 %	6.6 %
Metal Components	10.4 %	16.2 %	12.8 %	9.5 %	12.5 %	12.7 %	13.9 %	12.8 %	10.7 %	12.6 %
Insulated Metal Panels	3.3 %	8.5 %	7.2 %	2.3 %	5.5 %	10.1 %	9.8 %	12.7 %	7.8 %	10.2 %
Metal Coil Coating	8.4 %	10.9 %	9.7 %	7.6 %	9.2 %	7.2 %	7.5 %	7.5 %	6.1 %	7.1 %
Consolidated	3.1 %	9.8 %	8.5 %	3.2 %	6.4 %	5.6 %	7.8 %	8.4 %	4.6 %	6.7 %
Adjusted EBITDA Margin										
Engineered Building Systems	7.1 %	11.7 %	12.3 %	7.0 %	9.9 %	5.8 %	10.1 %	8.1 %	7.9 %	8.1 %
Metal Components	11.4 %	17.1 %	13.7 %	10.5 %	13.4 %	13.6 %	14.7 %	13.6 %	11.8 %	13.5 %
Insulated Metal Panels	8.0 %	12.6 %	11.0 %	7.0 %	9.8 %	14.6 %	13.4 %	16.8 %	11.5 %	14.1 %
Metal Coil Coating	11.1 %	13.2 %	11.6 %	10.0 %	11.5 %	9.5 %	9.6 %	9.6 %	8.4 %	9.3 %
Consolidated	6.8 %	12.5 %	11.2 %	6.7 %	9.6 %	8.8 %	10.7 %	11.0 %	7.8 %	9.7 %

(2) The Company's Credit Agreement defines Adjusted EBITDA. Adjusted EBITDA excludes non-cash charges for goodwill and other asset impairments and stock compensation as well as certain special charges. As such, the historical information is presented in accordance with the definition above. Concurrent with the amendment and restatement of the Term Loan facility, the Company entered into an Asset-Based Lending facility which has substantially the same definition of Adjusted EBITDA except that the ABL facility caps certain special charges. The Company is disclosing Adjusted EBITDA, which is a non-GAAP measure, because it is used by management and provided to investors to provide comparability of underlying operational results.

Consolidated – Non-GAAP Financial Measures and Reconciliations

(Dollars in thousands)

	Fiscal Three Months Ended				Trailing Twelve Months
	April 30, 2017	July 30, 2017	October 29, 2017	January 28, 2018	January 28, 2018
Total Net Sales	$ 420,464	$ 469,385	$ 488,726	$ 421,349	$ 1,799,924
Operating Income, GAAP	**32,472**	**34,097**	**33,325**	**12,898**	**112,792**
Restructuring and impairment	315	1,009	1,709	1,094	4,127
Strategic development and acquisition related costs	124	1,297	193	727	2,341
Acceleration of CEO retirement benefits	-	-	-	4,600	4,600
Loss on sale of assets and asset recovery	137	-	-	-	137
Gain on insurance recovery	(9,601)	(148)	-	-	(9,749)
Unreimbursed business interruption costs	191	235	28	-	454
Goodwill impairment	-	-	6,000	-	6,000
Adjusted Operating Income	**23,638**	**36,490**	**41,255**	**19,319**	**120,702**
Other income and expense	449	1,322	(62)	928	2,637
Depreciation and amortization	10,062	10,278	10,664	10,358	41,362
Share-based compensation expense	2,820	2,284	2,084	2,270	9,458
Adjusted EBITDA	**$ 36,969**	**$ 50,374**	**$ 53,941**	**$ 32,875**	**$ 174,159**
Year over year growth, Total Net Sales	13.0 %	1.5 %	1.8 %	7.6 %	5.5 %
Operating Income Margin	7.7 %	7.3 %	6.8 %	3.1 %	6.3 %
Adjusted Operating Income Margin	5.6 %	7.8 %	8.4 %	4.6 %	6.7 %
Adjusted EBITDA Margin	8.8 %	10.7 %	11.0 %	7.8 %	9.7 %

	Fiscal Three Months Ended				Trailing Twelve Months
	May 1, 2016	July 31, 2016	October 30, 2016	January 29, 2017	January 29, 2017
Total Net Sales	$ 372,247	$ 462,353	$ 480,314	$ 391,703	$ 1,706,617
Operating Income, GAAP	**10,594**	**43,535**	**39,391**	**9,886**	**103,406**
Restructuring and impairment	1,149	778	815	2,264	5,006
Strategic development and acquisition related costs	579	819	590	357	2,345
(Gain) loss on sale of assets and asset recovery	(927)	(52)	62	-	(917)
Adjusted Operating Income	**11,395**	**45,080**	**40,858**	**12,507**	**109,840**
Other income and expense	827	(508)	(192)	309	436
Depreciation and amortization	10,765	10,595	9,815	10,315	41,490
Share-based compensation expense	2,468	2,661	3,181	3,042	11,352
Adjusted EBITDA	**$ 25,455**	**$ 57,828**	**$ 53,662**	**$ 26,173**	**$ 163,118**
Operating Income Margin	2.8 %	9.4 %	8.2 %	2.5 %	6.1 %
Adjusted Operating Income Margin	3.1 %	9.8 %	8.5 %	3.2 %	6.4 %
Adjusted EBITDA Margin	6.8 %	12.5 %	11.2 %	6.7 %	9.6 %

Engineered Building Systems – Non-GAAP Financial Measures and Reconciliations

(Dollars in thousands)

	Fiscal Three Months Ended				Trailing Twelve Months
	April 30, 2017	July 30, 2017	October 29, 2017	January 28, 2018	January 28, 2018
Total Sales	$ 162,624	$ 191,910	$ 188,183	$ 156,964	$ 699,681
External Sales	154,456	182,164	178,222	148,288	663,130
Operating Income, GAAP	**6,894**	**14,948**	**13,043**	**8,263**	**43,148**
Restructuring and impairment	186	941	695	1,136	2,958
Strategic development and acquisition related costs	-	-	-	173	173
Loss on sale of assets and asset recovery	137	-	-	-	137
Adjusted Operating Income	**7,217**	**15,889**	**13,738**	**9,572**	**46,416**
Other income and expense	(125)	1,291	(694)	733	1,205
Depreciation and amortization	2,285	2,255	2,198	2,077	8,815
Adjusted EBITDA	**$ 9,377**	**$ 19,435**	**$ 15,242**	**$ 12,382**	**$ 56,436**
Year over year growth, Total sales	17.8 %	6.0 %	(7.8)%	3.8 %	3.7 %
Year over year growth, External Sales	14.9 %	3.8 %	(9.3)%	2.3 %	1.8 %
Operating Income Margin	4.2 %	7.8 %	6.9 %	5.3 %	6.2 %
Adjusted Operating Income Margin	4.4 %	8.3 %	7.3 %	6.1 %	6.6 %
Adjusted EBITDA Margin	5.8 %	10.1 %	8.1 %	7.9 %	8.1 %

	Fiscal Three Months Ended				Trailing Twelve Months
	May 1, 2016	July 31, 2016	October 30, 2016	January 29, 2017	January 29, 2017
Total Sales	$ 138,023	$ 181,029	$ 204,208	$ 151,263	$ 674,523
External Sales	134,454	175,471	196,596	145,021	651,542
Operating Income, GAAP	**7,193**	**19,561**	**22,830**	**6,503**	**56,087**
Restructuring and impairment	149	106	211	1,910	2,376
(Gain) loss on sale of assets and asset recovery	(927)	(52)	62	-	(917)
Adjusted Operating Income	**6,415**	**19,615**	**23,103**	**8,413**	**57,546**
Other income and expense	938	(931)	(362)	(41)	(396)
Depreciation and amortization	2,436	2,438	2,399	2,276	9,549
Adjusted EBITDA	**$ 9,789**	**$ 21,122**	**$ 25,140**	**$ 10,648**	**$ 66,699**
Operating Income Margin	5.2 %	10.8 %	11.2 %	4.3 %	8.3 %
Adjusted Operating Income Margin	4.6 %	10.8 %	11.3 %	5.6 %	8.5 %
Adjusted EBITDA Margin	7.1 %	11.7 %	12.3 %	7.0 %	9.9 %

Metal Components– Non-GAAP Financial Measures and Reconciliations

(Dollars in thousands)

	Fiscal Three Months Ended				Trailing Twelve Months
	April 30, 2017	July 30, 2017	October 29, 2017	January 28, 2018	January 28, 2018
Total Sales	$ 154,895	$ 166,305	$ 181,288	$ 146,832	$ 649,320
External Sales	133,290	140,639	155,183	127,528	556,640
Operating Income, GAAP	**19,997**	**23,276**	**23,119**	**17,089**	**83,481**
Restructuring and impairment	129	60	69	(1,403)	(1,145)
Gain on insurance recovery	(420)	(148)	-	-	(568)
Adjusted Operating Income	**19,706**	**23,188**	**23,188**	**15,686**	**81,768**
Other income and expense	52	55	84	53	244
Depreciation and amortization	1,302	1,266	1,422	1,576	5,566
Adjusted EBITDA	**$ 21,060**	**$ 24,509**	**$ 24,694**	**$ 17,315**	**$ 87,578**
Year over year growth, Total sales	18.9 %	(0.1)%	8.9 %	9.4 %	8.7 %
Year over year growth, External Sales	19.3 %	0.1 %	10.9 %	10.4 %	9.6 %
Operating Income Margin	12.9 %	14.0 %	12.8 %	11.6 %	12.9 %
Adjusted Operating Income Margin	12.7 %	13.9 %	12.8 %	10.7 %	12.6 %
Adjusted EBITDA Margin	13.6 %	14.7 %	13.6 %	11.8 %	13.5 %

	Fiscal Three Months Ended				Trailing Twelve Months
	May 1, 2016	July 31, 2016	October 30, 2016	January 29, 2017	January 29, 2017
Total Sales	$ 130,293	$ 166,512	$ 166,532	$ 134,173	$ 597,510
External Sales	111,748	140,560	139,968	115,557	507,833
Operating Income, GAAP	**13,071**	**26,803**	**21,254**	**12,376**	**73,504**
Restructuring and impairment	432	202	103	305	1,042
Adjusted Operating Income	**13,503**	**27,005**	**21,357**	**12,681**	**74,546**
Other income and expense	167	92	(27)	28	260
Depreciation and amortization	1,150	1,365	1,406	1,334	5,255
Adjusted EBITDA	**$ 14,820**	**$ 28,462**	**$ 22,736**	**$ 14,043**	**$ 80,061**
Operating Income Margin	10.0 %	16.1 %	12.8 %	9.2 %	12.3 %
Adjusted Operating Income Margin	10.4 %	16.2 %	12.8 %	9.5 %	12.5 %
Adjusted EBITDA Margin	11.4 %	17.1 %	13.7 %	10.5 %	13.4 %

Insulated Metal Panels – Non-GAAP Financial Measures and Reconciliations

(Dollars in thousands)

	Fiscal Three Months Ended				Trailing Twelve Months
	April 30, 2017	July 30, 2017	October 29, 2017	January 28, 2018	January 28, 2018
Total Sales	$ 102,937	$ 119,730	$ 123,542	$ 110,794	$ 457,003
External Sales	86,773	98,026	105,064	97,513	387,376
Operating Income, GAAP	**19,377**	**11,468**	**14,895**	**7,071**	**52,811**
Restructuring and impairment	-	8	683	1,284	1,975
Strategic development and acquisition related costs	-	-	90	300	390
Gain on insurance recovery	(9,181)	-	-	-	(9,181)
Unreimbursed business interruption costs	191	235	28	-	454
Adjusted Operating Income	**10,387**	**11,711**	**15,696**	**8,655**	**46,449**
Other income and expense	340	(211)	356	(273)	212
Depreciation and amortization	4,258	4,516	4,742	4,388	17,904
Adjusted EBITDA	**$ 14,985**	**$ 16,016**	**$ 20,794**	**$ 12,770**	**$ 64,565**
Year over year growth, Total sales	15.1 %	13.3 %	12.3 %	16.4 %	14.2 %
Year over year growth, External Sales	8.6 %	4.2 %	13.4 %	18.3 %	11.0 %
Operating Income Margin	18.8 %	9.6 %	12.1 %	6.4 %	11.6 %
Adjusted Operating Income Margin	10.1 %	9.8 %	12.7 %	7.8 %	10.2 %
Adjusted EBITDA Margin	14.6 %	13.4 %	16.8 %	11.5 %	14.1 %

	Fiscal Three Months Ended				Trailing Twelve Months
	May 1, 2016	July 31, 2016	October 30, 2016	January 29, 2017	January 29, 2017
Total Sales	$ 89,433	$ 105,694	$ 110,001	$ 95,195	$ 400,323
External Sales	79,882	94,059	92,648	82,441	349,030
Operating Income, GAAP	**2,782**	**8,911**	**7,513**	**2,192**	**21,398**
Restructuring and impairment	176	59	404	-	639
Strategic development and acquisition related costs	28	9	-	-	37
Adjusted Operating Income	**2,986**	**8,979**	**7,917**	**2,192**	**22,074**
Other income and expense	(543)	32	270	35	(206)
Depreciation and amortization	4,683	4,357	3,926	4,392	17,358
Adjusted EBITDA	**$ 7,126**	**$ 13,368**	**$ 12,113**	**$ 6,619**	**$ 39,226**
Operating Income Margin	3.1 %	8.4 %	6.8 %	2.3 %	5.3 %
Adjusted Operating Income Margin	3.3 %	8.5 %	7.2 %	2.3 %	5.5 %
Adjusted EBITDA Margin	8.0 %	12.6 %	11.0 %	7.0 %	9.8 %

Metal Coil Coating– Non-GAAP Financial Measures and Reconciliations

(Dollars in thousands)

	Fiscal Three Months Ended				Trailing Twelve Months
	April 30, 2017	July 30, 2017	October 29, 2017	January 28, 2018	January 28, 2018
Total Sales	$ 86,729	$ 95,261	$ 98,550	$ 88,343	$ 368,883
External Sales	45,945	48,556	50,257	48,020	192,778
Operating Income, GAAP	**6,227**	**7,107**	**1,419**	**5,376**	**20,129**
Goodwill impairment	-	-	6,000	-	6,000
Adjusted Operating Income	**6,227**	**7,107**	**7,419**	**5,376**	**26,129**
Depreciation and amortization	2,009	2,063	2,065	2,058	8,195
Adjusted EBITDA	**$ 8,236**	**$ 9,170**	**$ 9,484**	**$ 7,434**	**$ 34,324**
Year over year growth, Total sales	8.6 %	(1.5)%	2.7%	0.0 %	2.2 %
Year over year growth, External Sales	(0.5)%	(7.1)%	(1.7)%	(1.4)%	(2.7)%
Operating Income Margin	7.2 %	7.5 %	1.4 %	6.1 %	5.5 %
Adjusted Operating Income Margin	7.2 %	7.5 %	7.5 %	6.1 %	7.1 %
Adjusted EBITDA Margin	9.5 %	9.6 %	9.6 %	8.4 %	9.3 %

	Fiscal Three Months Ended				Trailing Twelve Months
	May 1, 2016	July 31, 2016	October 30, 2016	January 29, 2017	January 29, 2017
Total Sales	$ 79,829	$ 96,684	$ 95,987	$ 88,340	$ 360,840
External Sales	46,163	52,263	51,102	48,684	198,212
Operating Income, GAAP	**6,686**	**10,531**	**9,310**	**6,706**	**33,233**
Restructuring and impairment	39	-	-	-	39
Adjusted Operating Income	**6,725**	**10,531**	**9,310**	**6,706**	**33,272**
Other income and expense	-	2	-	31	33
Depreciation and amortization	2,166	2,214	1,849	2,106	8,335
Adjusted EBITDA	**$ 8,891**	**$ 12,747**	**$ 11,159**	**$ 8,843**	**$ 41,640**
Operating Income Margin	8.4 %	10.9 %	9.7 %	7.6 %	9.2 %
Adjusted Operating Income Margin	8.4 %	10.9 %	9.7 %	7.6 %	9.2 %
Adjusted EBITDA Margin	11.1 %	13.2 %	11.6 %	10.0 %	11.5 %





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