

2Q Supplemental Presentation

June 5, 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 third 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.

2Q 2018 Financial Overview (Page 1 of 2)

- Sales were $457.1 million, an increase of $36.6 million or 8.7% from $420.5 million in the prior year's second quarter
  - Revenues for the quarter benefited from continued commercial discipline in the pass-through of higher material costs across the segments, combined with volume growth in both Metal Components and the Insulated Metal Panels ("IMP") segments, as well as growth in package volumes in the Metal Coil Coating segment
- Gross profit margins for the quarter were 22.8% compared to 24.0% in the prior year period and up 100 basis points sequentially from the first quarter of 2018. Gross margins were lower primarily as a result of:
  - The strong mix of higher margin architectural products that shipped in the IMP segment during the second quarter of fiscal 2017
  - Lower manufacturing leverage as the Company began adding incremental shifts to manage expected demand during the second half of fiscal 2018
- ESG&A Costs decreased to $74.4 million (16.3% of sales) from $75.1 million (17.9% of sales) in the prior year's second quarter
- Operating income was $19.0 million, compared to $32.5 million in the prior year period
  - The second quarter of fiscal 2018 included a $6.7 million charge related to the sale of CENTRIA's China operations

2Q 2018 Financial Overview (Page 2 of 2)

- Adjusted Operating Income[(1)] was $27.3 million, compared to $23.6 million in the prior year's second quarter
- Net loss applicable to common shares was $5.7 million, or $0.09 per diluted common share this quarter compared to net income of $16.9 million, or $0.24 per diluted common share in the second quarter of fiscal 2017. On an adjusted basis[(1)], diluted earnings were $0.25 per share this quarter compared to $0.16 in the prior year's second quarter
  - Net Income for the quarter was impacted by several special items including a $21.9 million charge related to the extinguishment and refinancing of a portion of the Company's debt and a $6.7 million charge related to the disposition of CENTRIA's China operations
- Adjusted EBITDA [(1)] was $39.7 million compared to $37.0 million in the prior year period
- Consolidated backlog grew 10.8% year-over-year to $631.6 million

[(1)] Reconciliations of non-GAAP financial measures to the nearest GAAP measure are included in the Company's financial tables beginning on Slide 15

2Q 2018 Operational Overview

- **Commercial**
  - Backlog in the Engineered Building Systems segment at the end of the quarter increased 14.3% to $421.5 million
  - Engineered Building Systems backlog for IMP orders are up 21% year-over-year
  - Total door sales increased 63.3% year-over-year
- **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 successfully navigated similar events in fiscal 2002, 2004 and 2008
- **Manufacturing**
  - There were lower volumes in the Engineered Building Systems segment and incremental manufacturing costs in the Metal Coil Coating segment related to ramping-up of additional shifts in preparation for higher volumes expected in the second half of fiscal 2018, both of which reduced manufacturing utilization during the period

2Q 2018 Segment Overview [1]

- **Engineered Building Systems**
  - Revenues increased 2.8% to $167.2 million from $162.6 million in the prior year period, primarily as a result of commercial discipline passing through higher input costs, partially offset by lower tonnage volumes
  - Operating margin improved to 5.5% in the quarter as a result of lower ESG&A costs and an emphasis on order profitability over volumes
- **Metal Components**
  - Revenue grew 8.8% to $168.5 million from $154.9 million in the prior year period, primarily as a result of higher external volumes and the disciplined pass-through of increasing input costs
  - Operating margins improved to 13.1% in the quarter, as a result of improved operating leverage on higher volumes
- **Insulated Metal Panels (IMP)**
  - Revenue increased 10.2% to $113.4 million from $102.9 million in the prior year period, primarily as a result of commercial discipline in emphasizing project profitability over volume in a period of increasing input costs
  - Operating margins decreased as a result of the change in product mix, which was expected due to the unusually large amount of higher margin architectural panels shipped in the prior year period and a special charge of $6.7 million for the disposition of CENTRIA's China operations
- **Metal Coil Coating**
  - Revenues were $95.2 million, an increase of 9.8%, from $86.7 million in the prior year period. Operating margins improved as a result of lower ESG&A costs, partially offset by lower manufacturing efficiency due to ramping-up additional shifts in advance of anticipated increases in activity levels in the second half of fiscal 2018

[1] Segment revenue includes intersegment sales

2Q 2018 Financial Summary

(Dollars in millions, except per share amounts)

	Fiscal Three Months Ended			Six Months Ended		
	April 29, 2018	April 30, 2017	% Chg.	April 29, 2018	April 30, 2017	% Chg.
Sales	$ 457.1	$ 420.5	8.7%	$ 878.4	$ 812.2	8.2%
Gross Profit	$ 104.1	$ 100.8	3.2%	$ 196.0	$ 184.8	6.1%
Gross Profit Margin	22.8%	24.0%	-5.0%	22.3%	22.8%	-2.2%
Income from Operations	$ 19.0	$ 32.5	-41.6%	$ 31.9	$ 42.4	-24.8%
Net Income (Loss)	$ (5.7)	$ 17.0	-133.5%	$ (0.4)	$ 19.0	-102.3%
Diluted EPS	$ (0.09)	$ 0.24	-137.5%	$ (0.01)	$ 0.27	-103.7%
Adjusted Operating Income[1]	$ 27.3	$ 23.6	15.3%	$ 46.6	$ 36.1	28.9%
Adjusted EBITDA[1]	$ 39.7	$ 37.0	7.3%	$ 72.5	$ 63.1	14.9%
Adjusted Diluted EPS[1]	$ 0.25	$ 0.16	56.3%	$ 0.39	$ 0.21	85.7%

[(1)] Reconciliations of non-GAAP financial measures to the nearest GAAP measure are included in the Company's financial tables beginning on Slide 15

2Q 2018 Revenues and Volumes – by Segment

($ in millions)

Engineered Building Systems

	2Q-'18	2Q-'17	% Chg.	% Vol. Chg.[1]
Third-Party	$ 157.1	$ 154.5	1.7%	-4.4%
Internal	10.1	8.2	23.7%	21.7%
Total Sales	$ 167.2	$ 162.6	2.8%	-2.4%

Metal Components

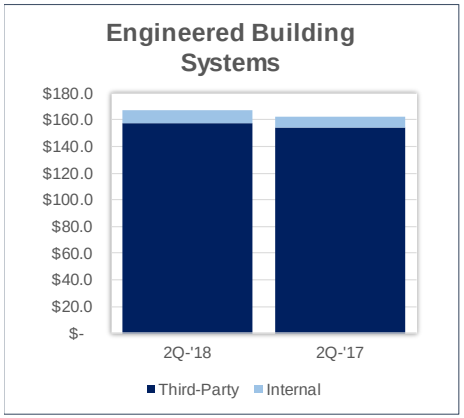
	2Q-'18	2Q-'17	% Chg.	% Vol. Chg.[1]
Third-Party	$ 147.7	$ 133.3	10.8%	4.5%
Internal	20.8	21.6	-3.7%	-13.2%
Total Sales	$ 168.5	$ 154.9	8.8%	1.0%

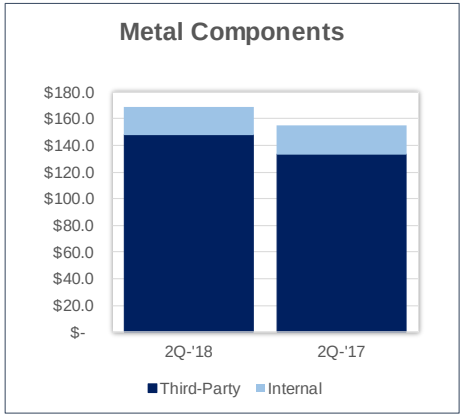
Insulated Metal Panels

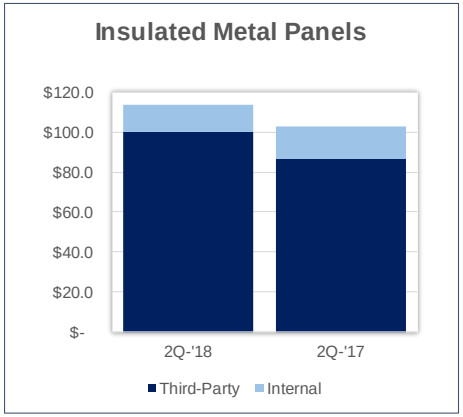
	2Q-'18	2Q-'17	% Chg.
Third-Party	$ 99.8	$ 86.8	15.0%
Internal	13.6	16.2	-15.7%
Total Sales	$ 113.4	$ 102.9	10.2%

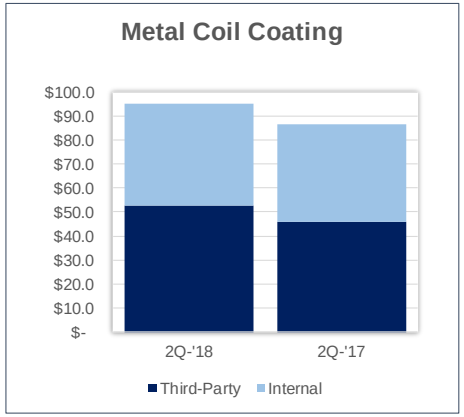
Metal Coil Coating

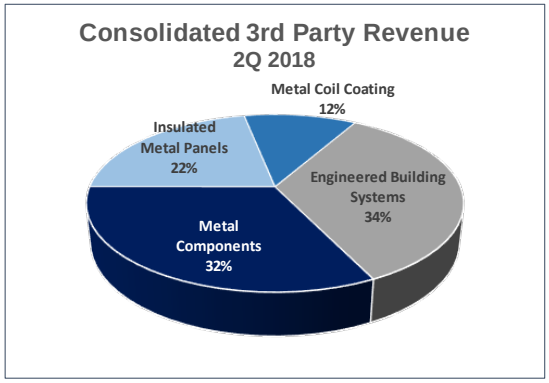
	2Q-'18	2Q-'17	% Chg.	% Vol. Chg.[1]
Third-Party	$ 52.5	$ 45.9	14.2%	-10.2%
Internal	42.7	40.8	4.7%	2.9%
Total Sales	$ 95.2	$ 86.7	9.8%	-4.1%

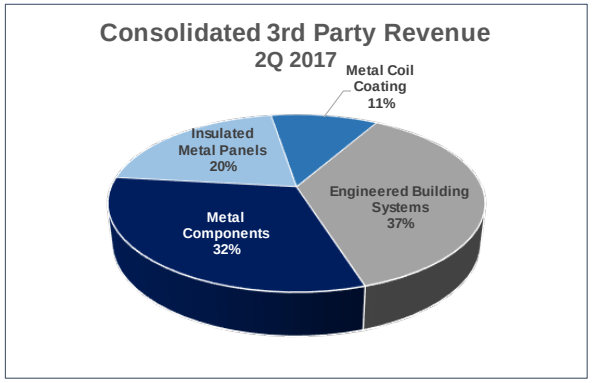










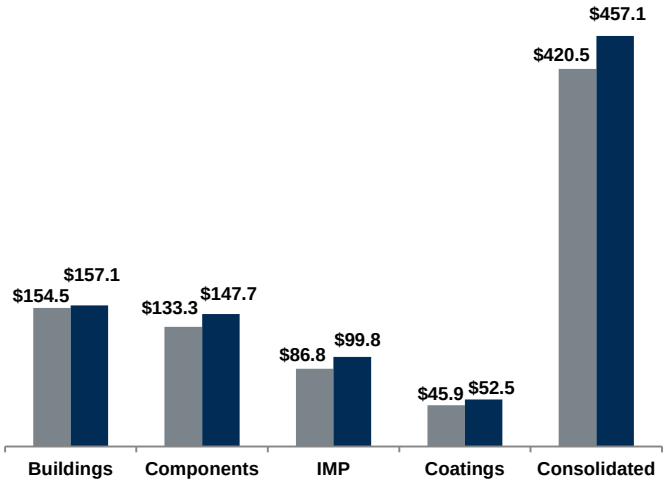


(1) Calculated as the year-over-year change in the tonnage volumes shipped.

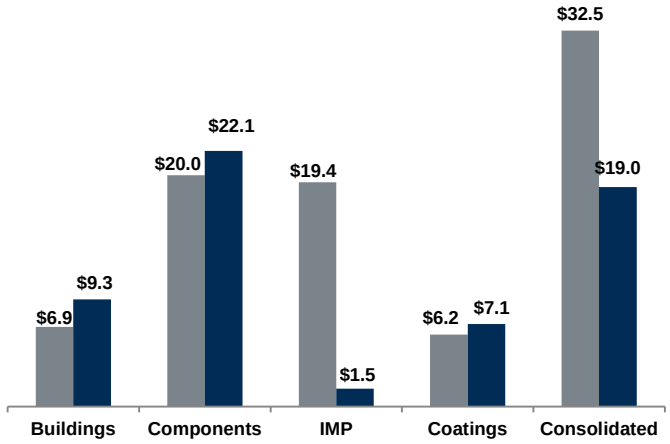
2Q 2018 Business Segment Results

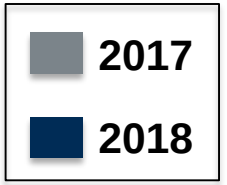
(Dollars in millions)

Third Party Revenue

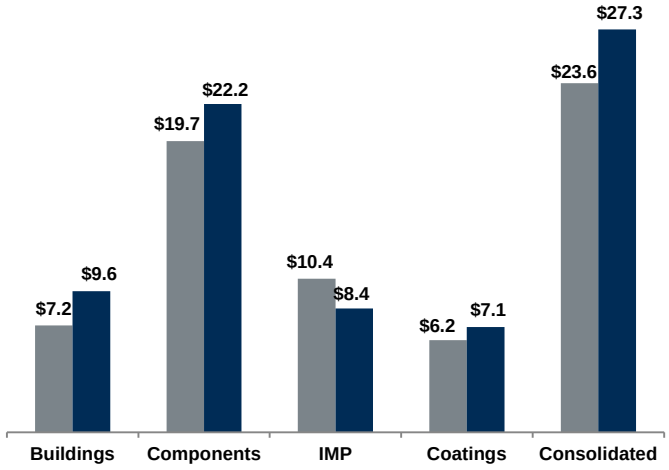


Operating Income

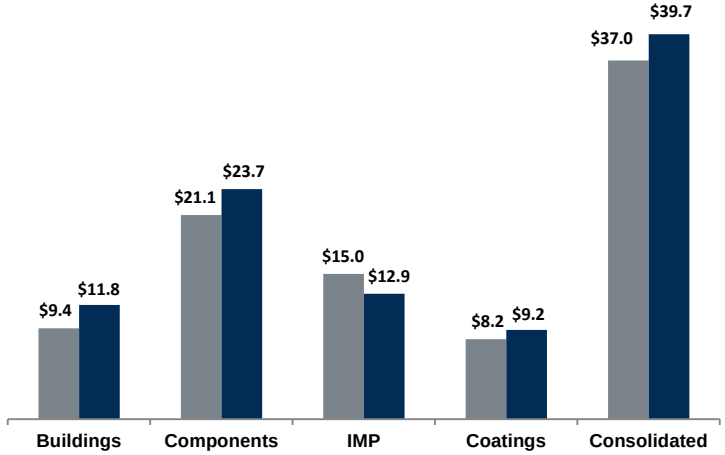




Adjusted Operating Income[(1)]



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 15

Gross Margin Reconciliation

Gross Margin 2Q 2017	**24.0%**
Commercial sales discipline	0.30%
Lower plant utilization	(0.60%)
Product Mix, IMP	(0.50%)
Freight, predominately IMP	(0.40%)
Gross Margin 2Q 2018	**22.8%**

Note: Basis point attributions in the above tables are approximate

- For the second quarter, gross profit was $104.1 million compared to $100.8 million in the second quarter of fiscal 2017
- The favorable commercial sales discipline was executed across all the business segments
- Lower volumes in the Engineered Building Systems segment and incremental manufacturing costs in the Metal Coil Coating segment related to ramping-up additional shifts in preparation for higher volumes expected in the second half of fiscal 2018 led to lower plant utilization
- The reduction in year-over-year margins in the IMP product mix was expected due to the unusually large amount of higher margin architectural panels shipped in the prior year period

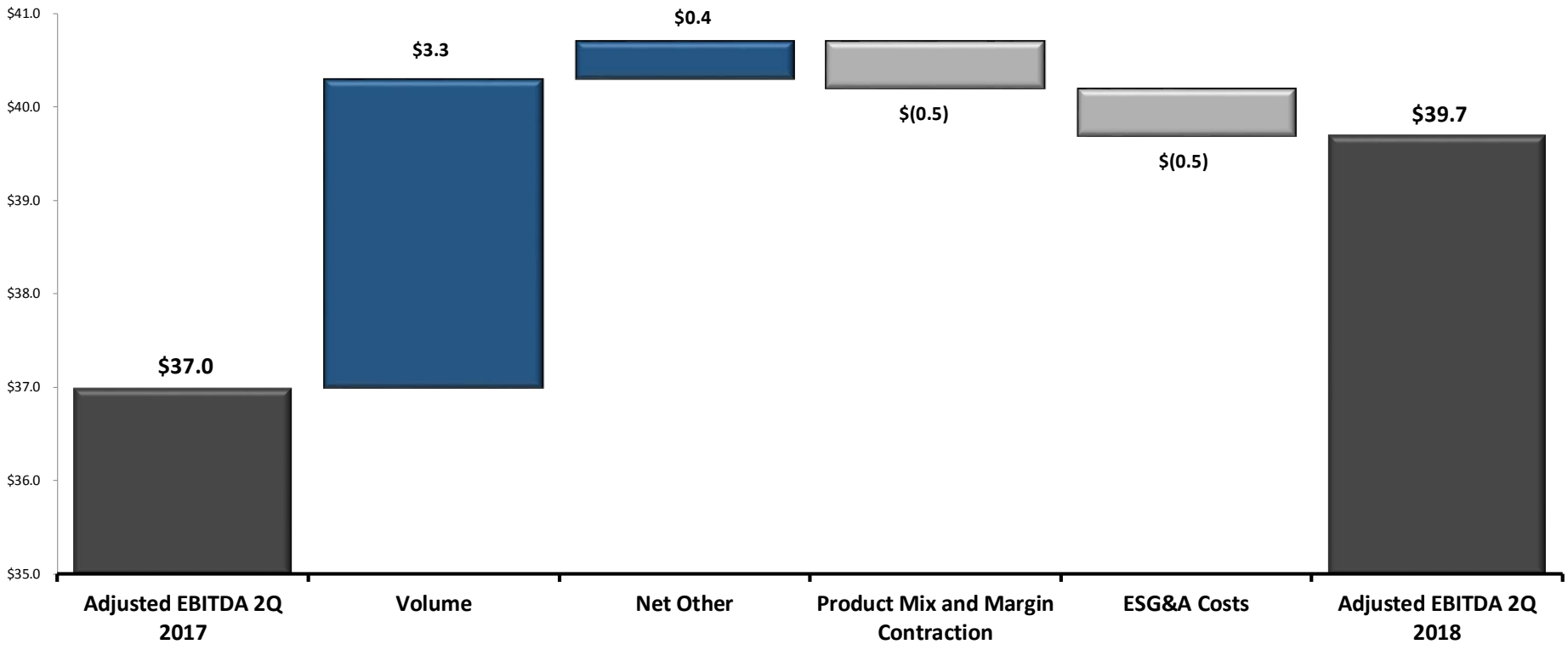
2Q 2018 Net Income(Loss) and Adjusted EBITDA

Net Income:

Net loss was $5.7 million in the second quarter of fiscal 2018 compared to net income of $17.0 million in the prior year's second 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 15

2Q 2018 Cash Flow Summary

(Dollars in thousands)

Cash and Cash Equivalents, as of	2Q 2018	1Q 2018	4Q 2017	3Q 2017	2Q 2017
Beginning balance	$ 12,420	$ 65,658	$ 45,923	$ 49,682	$ 15,789
Cash provided by (used in) operating activities	46,566	(6,580)	63,277	(7,294)	38,254
Cash provided by (used in) investing activities	(12,774)	(5,860)	(5,781)	4,100	(4,483)
Cash provided by (used in) financing activities	(10,616)	(41,035)	(37,622)	(961)	271
Exchange rate effects	(261)	237	(139)	396	(149)
Ending balance	$ 35,335	$ 12,420	$ 65,658	$ 45,923	$ 49,682

- **Financing Activities**
  - During the second quarter, the Company entered into a new $415 million secured term loan facility and used the proceeds, together with cash on hand, to redeem and repay the Company's existing 8.25% senior notes and refinance its existing term loan credit facility. This included the payment of related premiums, fees and expenses, including accrued and unpaid interest

2Q 2018 Results Compared to Guidance

($ in millions)	Range		
	Low	High	2Q Actuals
Revenues	$430.0	$450.0	**$457.1**
Gross Profit Margin	21.0%	24.0%	**22.8%**
ESG&A Expenses	$74.0	$78.0	**$74.4**
Intangible Asset Amortization	$2.3	$2.5	**$2.4**
Total Depreciation & Amortization (inclusive of Intangible amortization above)	$10.2	$10.8	**$10.4**
Interest Expense	$5.1	$5.6	**$4.8**
Effective Tax Rate	25.5%	27.5%	**26.8%**
Adjusted EBITDA [(1)]	$29.0	$39.0	**$39.7**

- Revenues for the second quarter reflect strong commercial discipline across the business segments in the pass-through of higher inflationary costs
- Gross profit margins were lower year-over-year, primarily as a result of less favorable product mix in the IMP segment and incremental manufacturing costs in the Metal Coil Coating segment related to ramping-up additional shifts in preparation for higher volumes expected in the second half of fiscal 2018. Sequentially, margins were up 100 basis points from the first quarter of fiscal 2018

[(1)] Reconciliation of non-GAAP financial measures to the nearest GAAP measure are included in the Company's financial tables beginning on Slide 15

3Q 2018 Guidance [1]

($ in million)	3Q Range	
	Low	High
Revenues	$525.0	$545.0
Gross Profit Margin	23.3%	25.5%
ESG&A Expenses	$77.0	$82.0
Intangible Asset Amortization	$2.3	$2.5
Total Depreciation & Amortization (inclusive of Intangible Asset Amortization above)	$10.0	$10.5
Interest Expense	$4.7	$5.2
Effective Tax Rate	25.5%	27.5%
Adjusted EBITDA	$56.0	$66.0

- 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 66.4 million for 3Q 2018
- Total capital expenditures for fiscal 2018 are expected to be in the range of $45.0 million to $55.0 million. Year-to-date spend, as of end of the second quarter 2018, is $16.9 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		Fiscal Six Months Ended	
	April 29, 2018	April 30, 2017	April 29, 2018	April 30, 2017
Net income (loss) per diluted common share, GAAP basis	$ (0.09)	$ 0.24	$ (0.01)	$ 0.27
Loss on extinguishment of debt	0.33	0.00	0.33	-
Loss on disposition of business	0.10	0.00	0.10	-
Restructuring and impairment charges	0.01	0.00	0.02	0.04
Strategic development and acquisition related costs	0.02	0.00	0.03	0.01
Acceleration of CEO retirement benefits	-	-	0.07	-
Gain on insurance recovery	-	(0.13)	-	(0.14)
Tax effect of applicable non-GAAP adjustments [1]	(0.12)	0.05	(0.15)	0.03
Adjusted net income per diluted common share [2]	$ 0.25	$ 0.16	$ 0.39	$ 0.21

	Fiscal Three Months Ended		Fiscal Six Months Ended	
	April 29, 2018	April 30, 2017	April 29, 2018	April 30, 2017
Net income (loss) applicable to common shares, GAAP basis	$ (5,684)	$ 16,859	$ (435)	$ 18,882
Loss on extinguishment of debt	21,875	-	21,875	-
Loss on disposition of business	6,686	-	6,686	-
Restructuring and impairment charges	488	315	1,582	2,578
Strategic development and acquisition related costs	1,134	124	1,861	481
Acceleration of CEO retirement benefits	-	-	4,600	-
Gain on insurance recovery	-	(9,601)	-	(9,601)
Other, net	-	328	(323)	328
Tax effect of applicable non-GAAP adjustments [1]	(8,059)	3,445	(9,883)	2,423
Adjusted net income applicable to common shares [2]	$ 16,440	$ 11,470	$ 25,963	$ 15,091

(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					Fiscal Six Months Ended				
	April 29, 2018		April 30, 2017			April 29, 2018		April 30, 2017		
		% of Total Sales		% of Total Sales	% Change		% of Total Sales		% of Total Sales	% Change
Total Sales										
Engineered Building Systems	$ 167,240	31	$ 162,624	32	2.8%	$ 324,204	31	$ 313,887	32	3.3%
Metal Components	168,456	31	154,895	31	8.8%	315,288	30	289,068	30	9.1%
Insulated Metal Panels	113,413	21	102,937	20	10.2%	224,207	21	198,132	20	13.2%
Metal Coil Coating	95,190	17	86,729	17	9.8%	183,533	18	175,069	18	4.8%
Total sales	**544,299**	100	**507,185**	100	7.3%	**1,047,232**	100	**976,156**	100	7.3%
Less: Intersegment sales	(87,230)	16	(86,721)	17	0.6%	(168,814)	16	(163,989)	17	2.9%
Total net sales	**$ 457,069**	84	**$ 420,464**	83	8.7%	**$ 878,418**	84	**$ 812,167**	83	8.2%
External Sales		% of Sales		% of Sales			% of Sales		% of Sales	
Engineered Building Systems	$ 157,136	34	$ 154,456	37	1.7%	$ 305,424	35	$ 299,477	37	2.0%
Metal Components	147,661	32	133,290	31	10.8%	275,189	31	248,847	30	10.6%
Insulated Metal Panels	99,792	22	86,773	21	15.0%	197,305	23	169,214	21	16.6%
Metal Coil Coating	52,480	12	45,945	11	14.2%	100,500	11	94,629	12	6.2%
Total extermal sales	**$ 457,069**	100	**$ 420,464**	100	8.7%	**$ 878,418**	100	**$ 812,167**	100	8.2%
Operating Income		% of Sales		% of Sales			% of Sales		% of Sales	
Engineered Building Systems	$ 9,271	6	$ 6,894	4	34.5%	$ 17,534	5	$ 13,397	4	30.9%
Metal Components	22,082	13	19,997	13	10.4%	39,171	12	32,373	11	21.0%
Insulated Metal Panels	1,540	1	19,377	19	-92.1%	8,611	4	21,569	11	-60.1%
Metal Coil Coating	7,129	7	6,227	7	14.5%	12,505	7	12,933	7	-3.3%
Corporate	(21,066)	-	(20,023)	-	5.2%	(45,967)	-	(37,914)	-	21.2%
Total operating income	**$ 18,956**	4	**$ 32,472**	8	-41.6%	**$ 31,854**	4	**$ 42,358**	5	-24.8%

Business Segments (Page 2 of 2)

(Dollars in thousands)

	Fiscal Three Months Ended					Fiscal Six Months Ended				
	April 29, 2018		April 30, 2017			April 29, 2018		April 30, 2017		
Adjusted Operating Income [1]		% of Sales		% of Sales			% of Sales		% of Sales	
Engineered Building Systems	$ 9,551	6	$ 7,217	4	32.3%	$ 19,123	6	$ 15,630	5	22.3%
Metal Components	22,202	13	19,706	13	12.7%	37,888	12	32,387	11	17.0%
Insulated Metal Panels	8,375	7	10,387	10	-19.4%	17,030	8	12,579	6	35.4%
Metal Coil Coating	7,129	7	6,227	7	14.5%	12,505	7	12,933	7	-3.3%
Corporate	(19,993)	-	(19,899)	-	0.5%	(39,963)	-	(37,384)	-	6.9%
Total adjusted operating income	**$ 27,264**	6	**$ 23,638**	6	15.3%	**$ 46,583**	5	**$ 36,145**	4	28.9%

Adjusted EBITDA [2]		% of Sales		% of Sales			% of Sales		% of Sales	
Engineered Building Systems	$ 11,786	7	$ 9,377	6	25.7%	$ 24,168	7	$ 20,025	6	20.7%
Metal Components	23,713	14	21,060	14	12.6%	41,028	13	35,103	12	16.9%
Insulated Metal Panels	12,933	11	14,985	15	-13.7%	25,703	11	21,604	11	19.0%
Metal Coil Coating	9,214	10	8,236	9	11.9%	16,648	9	17,079	10	-2.5%
Corporate	(17,976)	-	(16,689)	-	7.7%	(35,002)	-	(30,669)	-	14.1%
Total adjusted EBITDA	**$ 39,670**	9	**$ 36,969**	9	7.3%	**$ 72,545**	8	**$ 63,142**	8	14.9%

(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.

(2) The Company's Term Loan 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. The Company's Asset-Based Lending facility has substantially the same definition of Adjusted EBITDA. 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				Fiscal Six Months Ended	Trailing Twelve Months
	July 30, 2017	October 29, 2017	January 28, 2018	April 29, 2018	April 29, 2018	April 29, 2018
Total Net Sales	$ 469,385	$ 488,726	$ 421,349	$ 457,069	$ 878,418	$ 1,836,529
Operating Income, GAAP	**34,097**	**33,325**	**12,898**	**18,956**	**31,854**	**99,276**
Restructuring and impairment	1,009	1,709	1,094	488	1,582	4,300
Strategic development and acquisition related costs	1,297	193	727	1,134	1,861	3,351
Loss on disposition of business	-	-	-	6,686	6,686	6,686
Acceleration of CEO retirement benefits	-	-	4,600	-	4,600	4,600
Gain on insurance recovery	(148)	-	-	-	-	(148)
Unreimbursed business interruption costs	235	28	-	-	-	263
Goodwill impairment	-	6,000	-	-	-	6,000
Adjusted Operating Income	**36,490**	**41,255**	**19,319**	**27,264**	**46,583**	**124,328**
Other income and expense	1,322	(62)	928	(34)	894	2,154
Depreciation and amortization	10,278	10,664	10,358	10,442	20,800	41,742
Share-based compensation expense	2,284	2,084	2,270	1,998	4,268	8,636
Adjusted EBITDA	**$ 50,374**	**$ 53,941**	**$ 32,875**	**$ 39,670**	**$ 72,545**	**$ 176,860**
Year over year growth, Total Net Sales	1.5 %	1.8 %	7.6 %	8.7 %	8.2 %	4.7 %
Operating Income Margin	7.3 %	6.8 %	3.1 %	4.1 %	3.6 %	5.4 %
Adjusted Operating Income Margin	7.8 %	8.4 %	4.6 %	6.0 %	5.3 %	6.8 %
Adjusted EBITDA Margin	10.7 %	11.0 %	7.8 %	8.7 %	8.3 %	9.6 %

	Fiscal Three Months Ended				Fiscal Six Months Ended	Trailing Twelve Months
	July 31, 2016	October 30, 2016	January 29, 2017	April 30, 2017	April 30, 2017	April 30, 2017
Total Net Sales	$ 462,353	$ 480,314	$ 391,703	$ 420,464	$ 812,167	$ 1,754,834
Operating Income, GAAP	**43,535**	**39,391**	**9,886**	**32,472**	**42,358**	**125,284**
Restructuring and impairment	778	815	2,264	315	2,579	4,172
Strategic development and acquisition related costs	819	590	357	124	481	1,890
(Gain) loss on sale of assets and asset recovery	(52)	62	-	137	137	147
Gain on insurance recovery	-	-	-	(9,601)	(9,601)	(9,601)
Unreimbursed business interruption costs	-	-	-	191	191	191
Adjusted Operating Income	**45,080**	**40,858**	**12,507**	**23,638**	**36,145**	**122,083**
Other income and expense	(508)	(192)	309	449	758	58
Depreciation and amortization	10,595	9,815	10,315	10,062	20,377	40,787
Share-based compensation expense	2,661	3,181	3,042	2,820	5,862	11,704
Adjusted EBITDA	**$ 57,828**	**$ 53,662**	**$ 26,173**	**$ 36,969**	**$ 63,142**	**$ 174,632**
Operating Income Margin	9.4 %	8.2 %	2.5 %	7.7 %	5.2 %	7.1 %
Adjusted Operating Income Margin	9.8 %	8.5 %	3.2 %	5.6 %	4.5 %	7.0 %
Adjusted EBITDA Margin	12.5 %	11.2 %	6.7 %	8.8 %	7.8 %	10.0 %

Engineered Building Systems – Non-GAAP Financial Measures and Reconciliations

(Dollars in thousands)

	Fiscal Three Months Ended				Fiscal Six Months Ended	Trailing Twelve Months
	July 30, 2017	October 29, 2017	January 28, 2018	April 29, 2018	April 29, 2018	April 29, 2018
Total Sales	$ 191,910	$ 188,183	$ 156,964	$ 167,240	$ 324,204	$ 704,297
External Sales	182,164	178,222	148,288	157,136	305,424	665,810
Operating Income, GAAP	**14,948**	**13,043**	**8,263**	**9,271**	**17,534**	**45,525**
Restructuring and impairment	941	695	1,136	280	1,416	3,052
Strategic development and acquisition related costs	-	-	173	-	173	173
Adjusted Operating Income	**15,889**	**13,738**	**9,572**	**9,551**	**19,123**	**48,750**
Other income and expense	1,291	(694)	733	(88)	645	1,242
Depreciation and amortization	2,255	2,198	2,077	2,323	4,400	8,853
Adjusted EBITDA	**$ 19,435**	**$ 15,242**	**$ 12,382**	**$ 11,786**	**$ 24,168**	**$ 58,845**
Year over year growth, Total sales	6.0 %	(7.8)%	3.8 %	2.8 %	3.3 %	0.7 %
Year over year growth, External Sales	3.8 %	(9.3)%	2.3 %	1.7 %	2.0 %	(0.9)%
Operating Income Margin	7.8 %	6.9 %	5.3 %	5.5 %	5.4 %	6.5 %
Adjusted Operating Income Margin	8.3 %	7.3 %	6.1 %	5.7 %	5.9 %	6.9 %
Adjusted EBITDA Margin	10.1 %	8.1 %	7.9 %	7.0 %	7.5 %	8.4 %

	Fiscal Three Months Ended				Fiscal Six Months Ended	Trailing Twelve Months
	July 31, 2016	October 30, 2016	January 29, 2017	April 30, 2017	April 30, 2017	April 30, 2017
Total Sales	$ 181,029	$ 204,208	$ 151,263	$ 162,624	313,887	$ 699,124
External Sales	175,471	196,596	145,021	154,456	299,477	671,544
Operating Income, GAAP	**19,561**	**22,830**	**6,503**	**6,894**	**13,397**	**55,788**
Restructuring and impairment	106	211	1,910	186	2,096	2,413
(Gain) loss on sale of assets and asset recovery	(52)	62	-	137	137	147
Adjusted Operating Income	**19,615**	**23,103**	**8,413**	**7,217**	**15,630**	**58,348**
Other income and expense	(931)	(362)	(41)	(125)	(166)	(1,459)
Depreciation and amortization	2,438	2,399	2,276	2,285	4,561	9,398
Adjusted EBITDA	**$ 21,122**	**$ 25,140**	**$ 10,648**	**$ 9,377**	**$ 20,025**	**$ 66,287**
Operating Income Margin	10.8 %	11.2 %	4.3 %	4.2 %	4.3 %	8.0 %
Adjusted Operating Income Margin	10.8 %	11.3 %	5.6 %	4.4 %	5.0 %	8.3 %
Adjusted EBITDA Margin	11.7 %	12.3 %	7.0 %	5.8 %	6.4 %	9.5 %

Metal Components– Non-GAAP Financial Measures and Reconciliations

(Dollars in thousands)

	Fiscal Three Months Ended				Fiscal Six Months Ended	Trailing Twelve Months
	July 30, 2017	October 29, 2017	January 28, 2018	April 29, 2018	April 29, 2018	April 29, 2018
Total Sales	$ 166,305	$ 181,288	$ 146,832	$ 168,456	$ 315,288	$ 662,881
External Sales	140,639	155,183	127,528	147,661	275,189	571,011
Operating Income, GAAP	**23,276**	**23,119**	**17,089**	**22,082**	**39,171**	**85,566**
Restructuring and impairment	60	69	(1,403)	120	(1,283)	(1,154)
Gain on insurance recovery	(148)	-	-	-	-	(148)
Adjusted Operating Income	**23,188**	**23,188**	**15,686**	**22,202**	**37,888**	**84,264**
Other income and expense	55	84	53	67	120	259
Depreciation and amortization	1,266	1,422	1,576	1,444	3,020	5,708
Adjusted EBITDA	**$ 24,509**	**$ 24,694**	**$ 17,315**	**$ 23,713**	**$ 41,028**	**$ 90,231**
Year over year growth, Total sales	(0.1)%	8.9 %	9.4 %	8.8 %	9.1 %	6.6 %
Year over year growth, External Sales	0.1 %	10.9 %	10.4 %	10.8 %	10.6 %	7.9 %
Operating Income Margin	14.0 %	12.8 %	11.6 %	13.1 %	12.4 %	12.9 %
Adjusted Operating Income Margin	13.9 %	12.8 %	10.7 %	13.2 %	12.0 %	12.7 %
Adjusted EBITDA Margin	14.7 %	13.6 %	11.8 %	14.1 %	13.0 %	13.6 %

	Fiscal Three Months Ended				Fiscal Six Months Ended	Trailing Twelve Months
	July 31, 2016	October 30, 2016	January 29, 2017	April 30, 2017	April 30, 2017	April 30, 2017
Total Sales	$ 166,512	$ 166,532	$ 134,173	$ 154,895	$ 289,068	$ 622,112
External Sales	140,560	139,968	115,557	133,290	248,847	529,375
Operating Income, GAAP	**26,803**	**21,254**	**12,376**	**19,997**	**32,373**	**80,430**
Restructuring and impairment	202	103	305	129	434	739
Gain on insurance recovery	-	-	-	(420)	(420)	(420)
Adjusted Operating Income	**27,005**	**21,357**	**12,681**	**19,706**	**32,387**	**80,749**
Other income and expense	92	(27)	28	52	80	145
Depreciation and amortization	1,365	1,406	1,334	1,302	2,636	5,407
Adjusted EBITDA	**$ 28,462**	**$ 22,736**	**$ 14,043**	**$ 21,060**	**$ 35,103**	**$ 86,301**
Operating Income Margin	16.1 %	12.8 %	9.2 %	12.9 %	11.2 %	12.9 %
Adjusted Operating Income Margin	16.2 %	12.8 %	9.5 %	12.7 %	11.2 %	13.0 %
Adjusted EBITDA Margin	17.1 %	13.7 %	10.5 %	13.6 %	12.1 %	13.9 %

Insulated Metal Panels – Non-GAAP Financial Measures and Reconciliations

(Dollars in thousands)

	Fiscal Three Months Ended				Fiscal Six Months Ended	Trailing Twelve Months
	July 30, 2017	October 29, 2017	January 28, 2018	April 29, 2018	April 29, 2018	April 29, 2018
Total Sales	$ 119,730	$ 123,542	$ 110,794	$ 113,413	$ 224,207	$ 467,479
External Sales	98,026	105,064	97,513	99,792	197,305	400,395
Operating Income, GAAP	**11,468**	**14,895**	**7,071**	**1,540**	**8,611**	**34,974**
Restructuring and impairment	8	683	1,284	88	1,372	2,063
Strategic development and acquisition related costs	-	90	300	61	361	451
Loss on disposition of business	-	-	-	6,686	6,686	6,686
Unreimbursed business interruption costs	235	28	-	-	-	263
Adjusted Operating Income	**11,711**	**15,696**	**8,655**	**8,375**	**17,030**	**44,437**
Other income and expense	(211)	356	(273)	223	(50)	95
Depreciation and amortization	4,516	4,742	4,388	4,335	8,723	17,981
Adjusted EBITDA	**$ 16,016**	**$ 20,794**	**$ 12,770**	**$ 12,933**	**$ 25,703**	**$ 62,513**
Year over year growth, Total sales	13.3 %	12.3 %	16.4 %	10.2 %	13.2 %	13.0 %
Year over year growth, External Sales	4.2 %	13.4 %	18.3 %	15.0 %	16.6 %	12.5 %
Operating Income Margin	9.6 %	12.1 %	6.4 %	1.4 %	3.8 %	7.5 %
Adjusted Operating Income Margin	9.8 %	12.7 %	7.8 %	7.4 %	7.6 %	9.5 %
Adjusted EBITDA Margin	13.4 %	16.8 %	11.5 %	11.4 %	11.5 %	13.4 %

	Fiscal Three Months Ended				Fiscal Six Months Ended	Trailing Twelve Months
	July 31, 2016	October 30, 2016	January 29, 2017	April 30, 2017	April 30, 2017	April 30, 2017
Total Sales	$ 105,694	$ 110,001	$ 95,195	$ 102,937	$ 198,132	$ 413,827
External Sales	94,059	92,648	82,441	86,773	169,214	355,921
Operating Income, GAAP	**8,911**	**7,513**	**2,192**	**19,377**	**21,569**	**37,993**
Restructuring and impairment	59	404	-	-	-	463
Strategic development and acquisition related costs	9	-	-	-	-	9
Gain on insurance recovery	-	-	-	(9,181)	(9,181)	(9,181)
Unreimbursed business interruption costs	-	-	-	191	191	191
Adjusted Operating Income	**8,979**	**7,917**	**2,192**	**10,387**	**12,579**	**29,475**
Other income and expense	32	270	35	340	375	677
Depreciation and amortization	4,357	3,926	4,392	4,258	8,650	16,933
Adjusted EBITDA	**$ 13,368**	**$ 12,113**	**$ 6,619**	**$ 14,985**	**$ 21,604**	**$ 47,085**
Operating Income Margin	8.4 %	6.8 %	2.3 %	18.8 %	10.9 %	9.2 %
Adjusted Operating Income Margin	8.5 %	7.2 %	2.3 %	10.1 %	6.3 %	7.1 %
Adjusted EBITDA Margin	12.6 %	11.0 %	7.0 %	14.6 %	10.9 %	11.4 %

Metal Coil Coating– Non-GAAP Financial Measures and Reconciliations

(Dollars in thousands)

	Fiscal Three Months Ended				Fiscal Six Months Ended	Trailing Twelve Months
	July 30, 2017	October 29, 2017	January 28, 2018	April 29, 2018	April 29, 2018	April 29, 2018
Total Sales	$ 95,261	$ 98,550	$ 88,343	$ 95,190	$ 183,533	$ 377,344
External Sales	48,556	50,257	48,020	52,480	100,500	199,313
Operating Income, GAAP	**7,107**	**1,419**	**5,376**	**7,129**	**12,505**	**21,031**
Goodwill impairment	-	6,000	-	-	-	6,000
Adjusted Operating Income	**7,107**	**7,419**	**5,376**	**7,129**	**12,505**	**27,031**
Depreciation and amortization	2,063	2,065	2,058	2,085	4,143	8,271
Adjusted EBITDA	**$ 9,170**	**$ 9,484**	**$ 7,434**	**$ 9,214**	**$ 16,648**	**$ 35,302**
Year over year growth, Total sales	(1.5)%	2.7 %	0.0%	9.8 %	4.8 %	2.6 %
Year over year growth, External Sales	(7.1)%	(1.7)%	(1.4)%	14.2 %	6.2 %	0.7 %
Operating Income Margin	7.5 %	1.4 %	6.1 %	7.5 %	6.8 %	5.6 %
Adjusted Operating Income Margin	7.5 %	7.5 %	6.1 %	7.5 %	6.8 %	7.2 %
Adjusted EBITDA Margin	9.6 %	9.6 %	8.4 %	9.7 %	9.1 %	9.4 %

	Fiscal Three Months Ended				Fiscal Six Months Ended	Trailing Twelve Months
	July 31, 2016	October 30, 2016	January 29, 2017	April 30, 2017	April 30, 2017	April 30, 2017
Total Sales	$ 96,684	$ 95,987	$ 88,340	$ 86,729	$ 175,069	$ 367,740
External Sales	52,263	51,102	48,684	45,945	94,629	197,994
Operating Income, GAAP	**10,531**	**9,310**	**6,706**	**6,227**	**12,933**	**32,774**
Adjusted Operating Income	**10,531**	**9,310**	**6,706**	**6,227**	**12,933**	**32,774**
Other income and expense	2	-	31	-	31	33
Depreciation and amortization	2,214	1,849	2,106	2,009	4,115	8,178
Adjusted EBITDA	**$ 12,747**	**$ 11,159**	**$ 8,843**	**$ 8,236**	**$ 17,079**	**$ 40,985**
Operating Income Margin	10.9 %	9.7 %	7.6 %	7.2 %	7.4 %	8.9 %
Adjusted Operating Income Margin	10.9 %	9.7 %	7.6 %	7.2 %	7.4 %	8.9 %
Adjusted EBITDA Margin	13.2 %	11.6 %	10.0 %	9.5 %	9.8 %	11.1 %





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