



SECOND QUARTER 2013 EARNINGS CALL PRESENTATION

August 1, 2013

The data in this presentation should be viewed in conjunction with Gibraltar's July 31, 2013 earnings release.

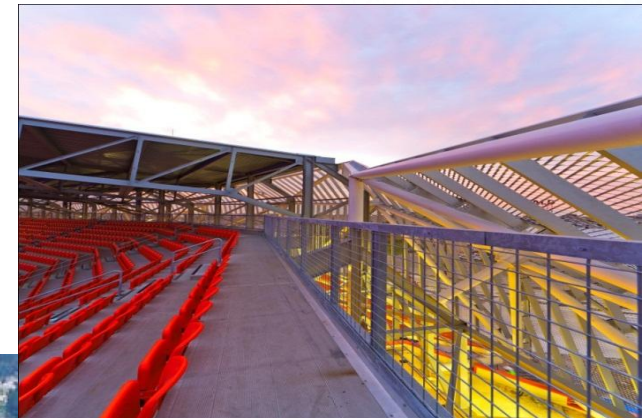
Certain information set forth in this presentation, other than historical statements, contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 that are based, in whole or in part, on current expectations, estimates, forecasts, and projections about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

Q2 Overview

SLUGGISH END MARKETS

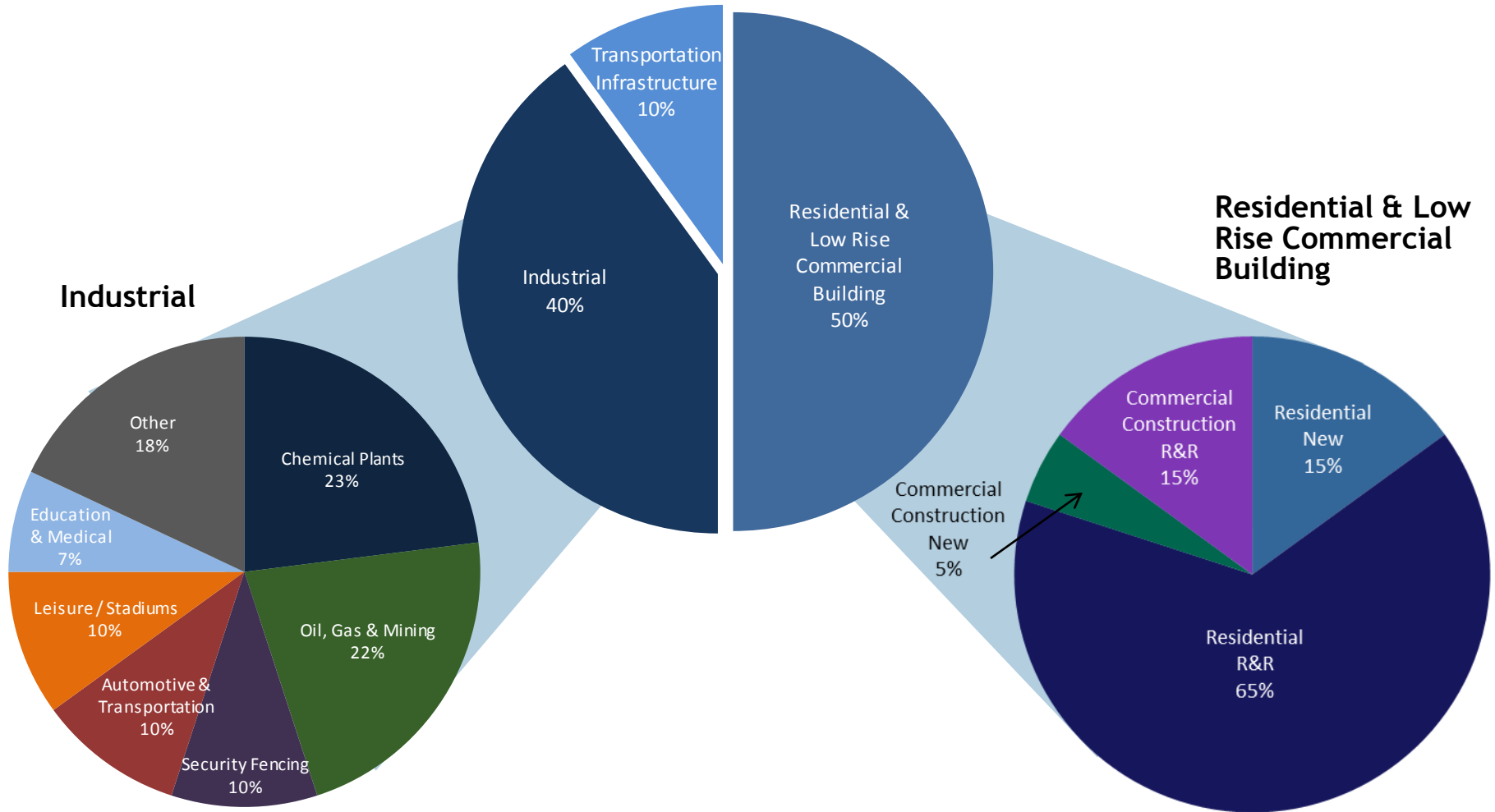


- End markets remain sluggish; sales up 2%
- Unfavorable comps on industrial & residential repair & remodeling
- Multi-family starts continue as bright spot
- Acquisitions increase their earnings contribution



Revenue Exposures

SALES SPLIT 50/50 INDUSTRIAL vs. RESIDENTIAL/LOW-RISE COMMERCIAL



Revenue Dynamics

MIXED SALES RESULTS IN Q2



- Net sales up 2%; including (5%) organic growth
- 4Q12 acquisitions added \$16M or +7% pts
- Residential sales flat YoY
 - Multifamily construction remains a bright spot
 - R&R activity still lagging new starts
- Nonresidential markets slower than expected
 - Infrastructure steady
 - Industrial sales lower YoY on soft demand and continued pricing pressures



Q2 Margins

WEAK MARKET CONDITIONS OFFSET OPERATIONAL GAINS



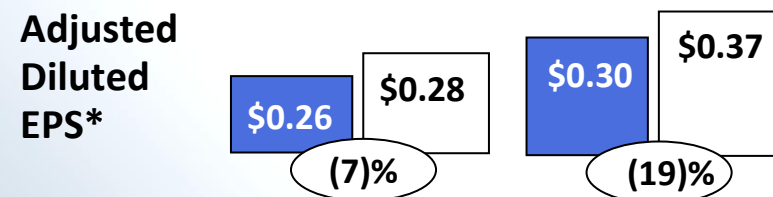
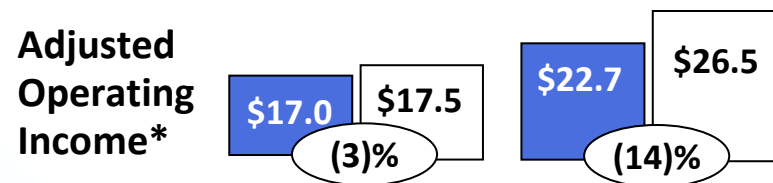
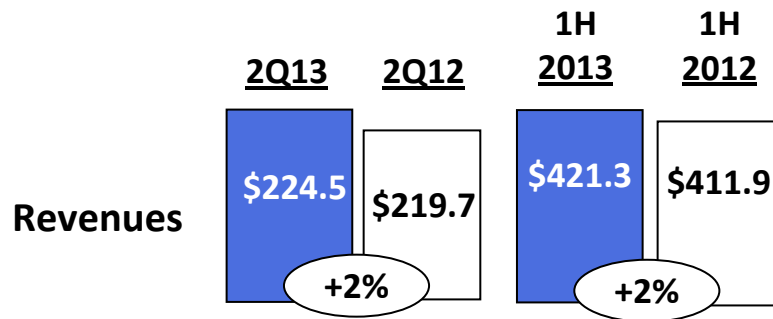
- Q2 gross margin +70 bps
 - West Coast improvement, plus
 - Benefit from leverage on higher multifamily activity, and
 - Accretive acquisitions, partially offset by...
 - Lower pricing & industrial demand

- SG&A increased at (110) bps
 - Rise of stock price raised value of deferred compensation plus Q212 contained benefit for 2012 performance award
 - Expect 2nd half stock comp exp to approximate 2H12.



YOY Performance

WEAK MARKET CONDITIONS OFFSET OPERATIONAL GAINS



Revenues

- Acquisitions added 7%
- Organic (5%); Industrial & Residential R&R weak offsetting Multifamily

Operating Income / Margins

- 2Q: net margin (40) bps with equity comp offsetting gross margin gain
- 1H: net margin (100) bps on SG&A of (90) bps

EPS

- Favorable: West Coast efficiencies, acquisitions & notes refinanced.
- Unfavorable: Industrial margins & equity comp expense & 2 cent tax benefit in 2Q12

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

Net Income / EPS

LOWER INTEREST



| | <u>2Q13</u> | <u>2Q12</u> | <u>Var</u> | <u>1H 2013</u> | <u>1H 2012</u> | <u>Var</u> |
|---|---------------|---------------|-----------------|--------------------|--------------------|------------------|
| Adjusted operating income * | \$ 17.0 | \$ 17.5 | \$ (0.5) | \$ 22.7 | \$ 26.5 | \$ (3.8) |
| Net interest expense | (3.7) | (4.6) | 0.9 | (7.7) | (9.3) | 1.6 |
| Other non-operating income | - | 0.3 | (0.3) | 0.1 | 0.3 | (0.2) |
| Adjusted income tax expense* | (5.1) | (4.5) | (0.6) | (5.7) | (6.2) | 0.5 |
| Adjusted net income - continuing ops * | <u>\$ 8.2</u> | <u>\$ 8.7</u> | <u>\$ (0.5)</u> | <u>\$ 9.4</u> | <u>\$ 11.3</u> | <u>\$ (1.9)</u> |
| Adjusted Diluted EPS - continuing ops* | \$0.26 | \$0.28 | (\$0.02) | \$0.30 | \$0.37 | \$ (0.07) |

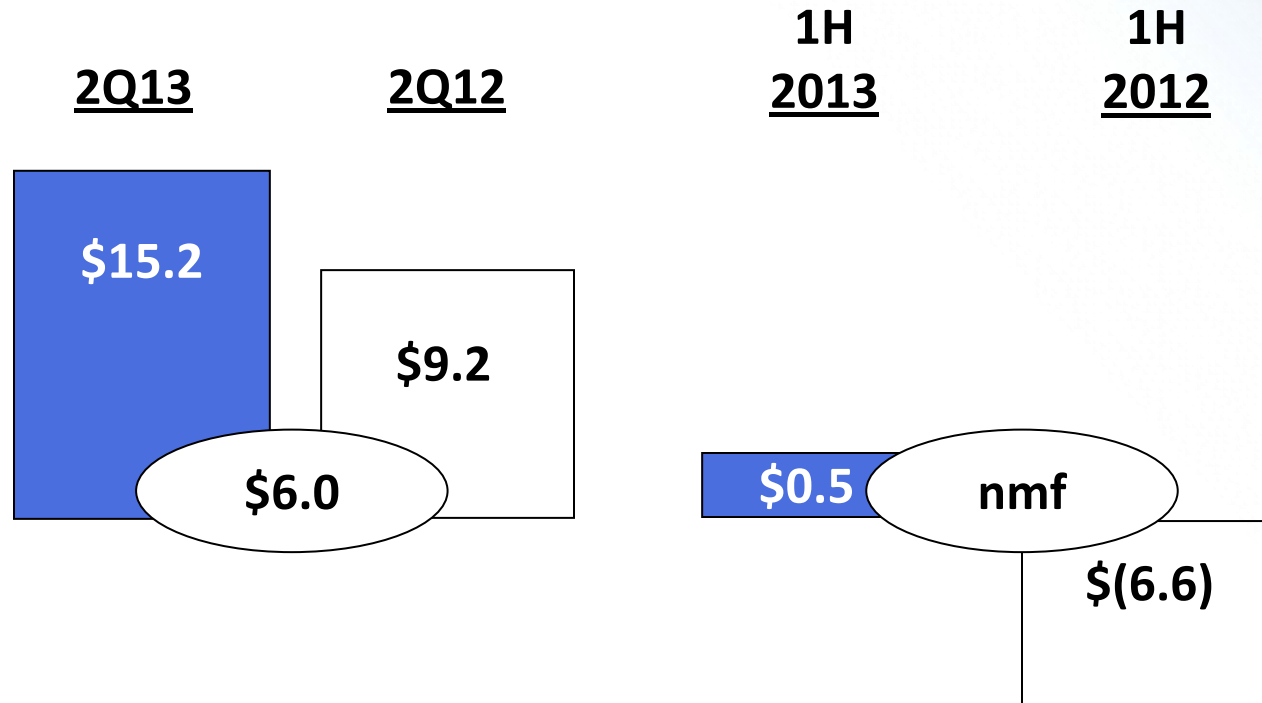
* Amounts exclude impairments & special charges. See non-GAAP reconciliations in earnings press release.

Free Cash Flow

IMPROVEMENT ON LESS DISBURSED FROM L-T LIABILITIES



Free Cash Flow



•Free Cash Flow is Sum of cash flow from operating activities less capital expenditures.

•NMF = Not Meaningful

Guidance

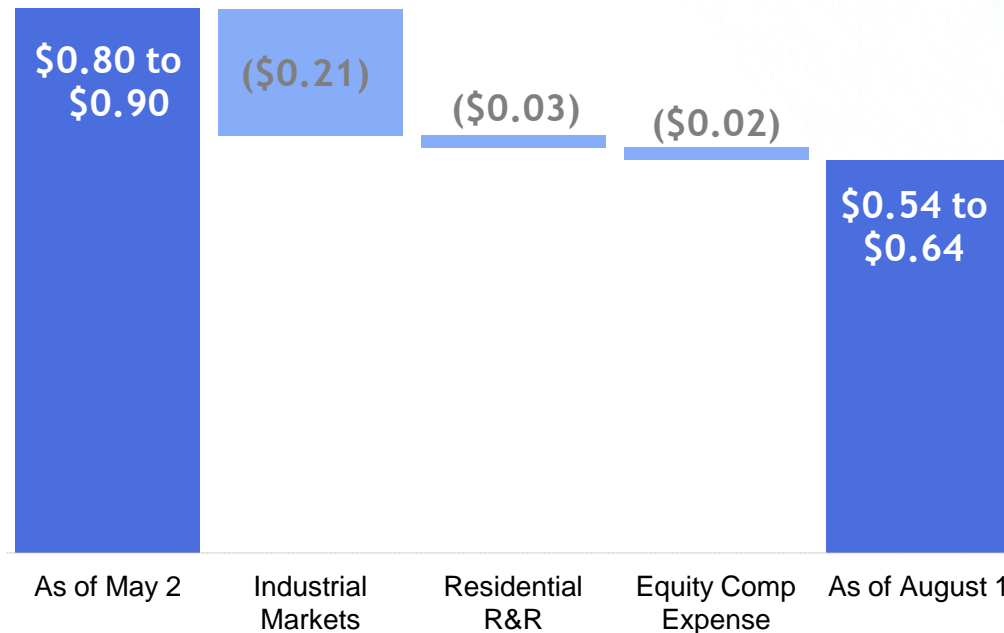
ACQUISITIONS & OPERATIONAL GAINS OFFSET BY WEAK MARKETS



| | 2012 | 2013 Forecast | Key Factors |
|---|--------|---------------|--|
| Revenue | \$790M | +5.5% | 1H: 7% acqu; (5)% organic 2H: 7% acqu; 2% organic ... with Rez new construction & Rez R&R improving |
| Adjusted Gross Margin (% of revenue) | 19.4% | ~19.0% | Soft industrial demand and pricing offsets improved ROCK West Coast performance and multi-family building recovery |
| SG&A (% of revenue) | 13.2% | ~13.5% | \$7 million for businesses acquired in 2012; equity comp of \$5M tied to higher stock price |
| Adjusted EPS | \$0.65 | \$0.54-\$0.64 | Industrial markets weakness through 2013 |
| Free Cash Flow (% of revenue) | 5% | ~4% | +\$6M to \$7M more CAPEX vs 2012 |

EPS Guidance

MINIMAL 2H MARKET RECOVERY



Key Takeaways

- ✓ Lower earnings from weaker Industrial markets & no 2nd half rebound
- ✓ Residential repair & remodeling activities to remain sluggish in 2nd half
- ✓ Equity compensation expense tied to rising stock price was higher in Q213

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



Q & A