



First-Quarter 2016 Earnings Call

May 6, 2016

This presentation should be viewed in conjunction with Gibraltar's May 6, 2016 earnings press release.

Forward Looking Statements

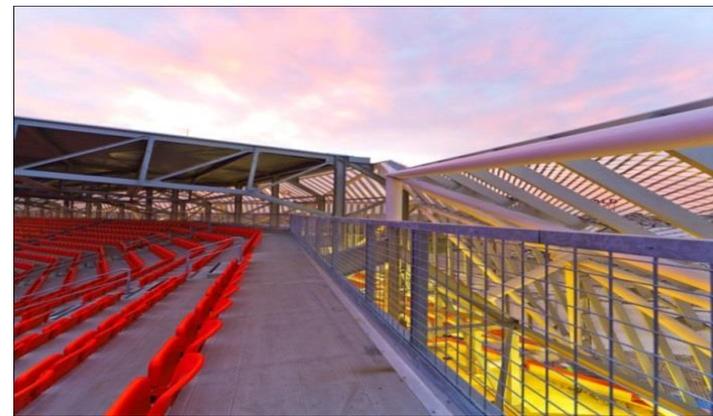
Certain information set forth in this presentation, other than historical statements, contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 that are based, in whole or in part, on current expectations, estimates, forecasts, and projections about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

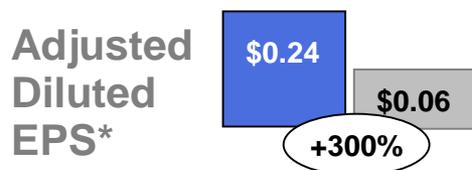
Top-Line Growth & Improved Profitability in 1Q

- 17% YOY sales growth
- Adjusted EPS \$0.24 vs prior year \$0.06
- RBI acquisition drives growth
- Base businesses contribute to earnings
- Gains from value creation strategy



Strong Consolidated Results

1Q16 1Q15



1Q Revenues

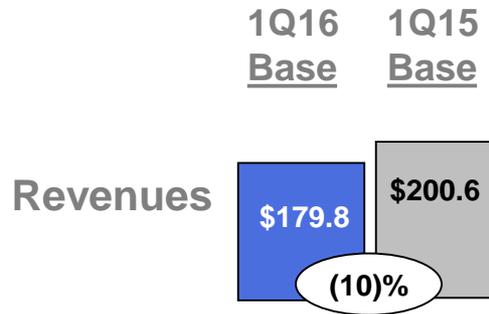
- RBI added \$53.9M revenue
- Organic sales (10)%: Volume - (8)%, Price - (2)%

1Q Operating Income / EPS

- RBI accretion: +\$4.3M Op. Income, or +\$0.09/share
- Operational improvement continues
- 80/20 simplification traction

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

Performance in Base Businesses



1Q Revenues

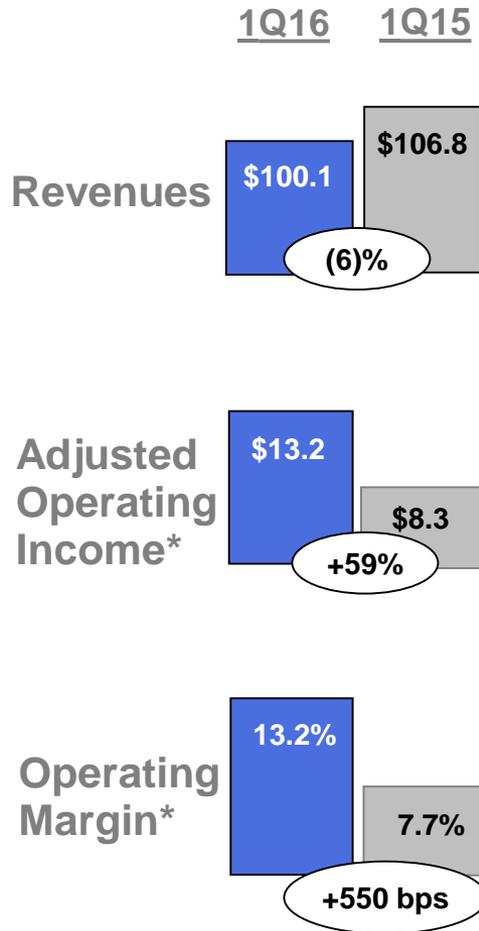
- Residential (6)%
- Industrial & Infrastructure (15)%

1Q Operating Income / EPS

- Double-digit OI increase despite double-digit sales decline
- Significant contributions from operational improvement initiatives, including 80/20 simplification

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Residential Products Segment



1Q Revenues

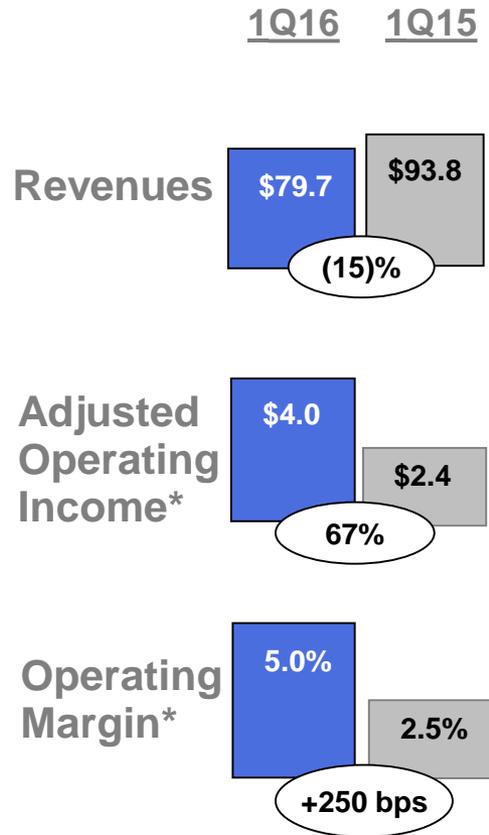
- Volume primarily responsible for decline:
 - Centralized mailbox contract completion in Q4'15
 - Offset by gradual improvement in repair & remodel and new housing construction markets

1Q Operating Income / Margin

- Double-digit OI increase despite sales decline
- Operational efficiencies
- Benefits of 80/20 simplification

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Industrial & Infrastructure Products Segment



1Q Revenues

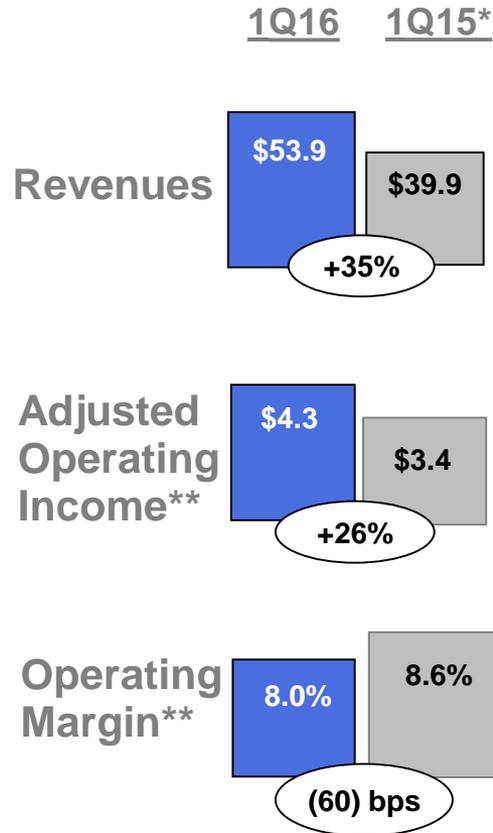
- Volume down (9)%:
 - Low demand from oil & gas markets
- Pricing also down due to effect of lower commodity costs

1Q Operating Income / Margin

- Improved manufacturing efficiencies
- 80/20 simplification contributions
- Tighter management of raw material costs

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Renewable Energy & Conservation Segment



1Q Revenues

- Strong demand for ground-mounted solar racking products
- Greenhouse demand also favorable

1Q Operating Income / Margin

- Higher volume
- Maintaining solid margins while managing significant growth

* Proforma results of Rough Brothers prior to Gibraltar acquisition.

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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; better alignment with market rate of demand; began working with RBI

2. Portfolio Management

- Allocating leadership time, capital and resources to highest-potential platforms and businesses
- April 2016 divestiture of European Industrial business

3. Product Innovation

- High-quality, engineered solutions; 24x7 parcel units; residential ventilation and rain protection; new markets for greenhouse products

4. Acquisitions as a Strategic Accelerator

- RBI performing well on top and bottom lines
- Proactive pursuit of new opportunities in 2016



2016 Guidance

	2015	2016G	2016 Assumptions
Revenues	\$1,041M +21%	\$1,040M to \$1,060M +1%	<p>Residential: (10)% following completion of centralized mail contract in Dec 2015, partially offset by improving markets.</p> <p>Industrial & Infrastructure: (10)% on continued exposure to oil & gas markets and European divestiture; (FAST ACT meaningful in 2017 revenues).</p> <p>Renewable Energy (RBI): \$80M for annualized impact plus 9% growth.</p>
Adjusted Operating Income*	\$69.1M*	\$81M to \$86M	Improvement from operational efficiencies and consolidation initiatives.
<i>Operating Margin</i>	6.6%	~8.0%	*Includes non-operating gains/losses on derivatives.
Adjusted EPS	\$1.09	\$1.30 to \$1.40 +24%	38% ETR
Free Cash Flow/ Net Sales	+7.1%	+6.0%	2015 benefited from larger reduction of working capital.



Q&A