# Mueller Industries, Inc. Reports First Quarter 2007 Earnings 

MEMPHIS, Tenn., April 24 /PRNewswire-FirstCall/ -- Harvey L. Karp, Chairman of Mueller Industries, Inc. (NYSE: MLI), announced today that Mueller's net income in the first quarter of 2007 was $\$ 18.9$ million, or 51 cents per diluted share, which compares with $\$ 33.4$ million, or 90 cents per diluted share, for the same period of 2006. First quarter net sales for 2007 were $\$ 609.8$ million compared with $\$ 551.0$ million in 2006 . The increase in net sales was primarily attributable to acquired businesses. The change in net sales was also affected by the increased cost of copper, the Company's principal raw material, which was largely passed through to customers, offset by lower unit volume.

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Financial and Operating Highlights
Regarding the first quarter of 2007, Mr. Karp said:
-- "Our Plumbing & Refrigeration segment posted operating earnings of
    $26.9 million on net sales of $370.0 million which compares with prior
    year earnings of $44.2 million on net sales of $386.9 million.
    Operating margins were affected by higher unit costs on lower
    production volume. Net sales for the Trading Group trended up but
    operating income was off slightly. European results overall were
    profitable on the strength of our trading businesses which continue to
    perform well.
-- "Our OEM segment posted operating earnings of $5.5 million during the
    first quarter of 2007 on net sales of $243.7 million, which compares
    with operating earnings of $11.0 million on net sales of $168.0 million
    for the same period in 2006. Our Chinese joint venture reported total
    operating income of $1.7 million.
-- "We completed the acquisition of Extruded Metals, a brass rod mill, at
    the end of February; their results are included in the OEM segment. We
    are presently rationalizing production with particular emphasis on
    casting operations. Operations have already been accretive to
    earnings; however, there are opportunities for additional improvement
    as we integrate the brass mill operations.
-- "Other income includes a gain of $3.1 million related to the sale of
    mineral royalty interests.
-- "During the first quarter of 2007, capital expenditures totaled $8.7
    million. We expect to invest between $30 and $40 million for capital
    expenditures during 2007.
-- "Cash provided by operating activities was $47.1 million in the first
    quarter of 2007.
-- "The COMEX average price of copper was $2.70 per pound in the first
    quarter of 2007, which compares with $2.25 in the first quarter of
    2006.
-- "Our current ratio remains solid at 2.8 to 1. We ended the quarter
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Business Outlook for 2007
Regarding the outlook for 2007, Mr. Karp said, "The housing construction market is undergoing a much anticipated correction which has dampened demand for certain of our products. However, we believe this market will improve later this year or early next year. On the other hand, the commercial construction market remains strong."

Mueller Industries, Inc. is a leading manufacturer of copper tube and fittings; brass and copper alloy rod, bar and shapes; aluminum and brass forgings; aluminum and copper impact extrusions; plastic fittings and valves; refrigeration valves and fittings; and fabricated tubular products. Mueller's operations are located throughout the United States and in Canada, Mexico, Great Britain, and China. Mueller's business is importantly linked to: (1) the construction of new homes; (2) the improvement and reconditioning of existing homes and structures; and (3) the commercial construction market which includes office buildings, factories, hotels, hospitals, etc.

Statements in this release that are not strictly historical may be "forward-looking" statements, which involve risks and uncertainties. These include economic and currency conditions, continued availability of raw materials and energy, market demand, pricing, competitive and technological factors, and the availability of financing, among others, as set forth in the Company's SEC filings. The words "outlook," "estimate," "project," "intend," "expect," "believe," "target," and similar expressions are intended to identify forward-looking statements. The reader should not place undue reliance on forward-looking statements, which speak only as of the date of this report. The Company has no obligation to publicly update or revise any forward-looking statements to reflect events after the date of this report.

| MUELLER INDUSTRIES, INC. <br> CONDENSED CONSOLIDATED STATEMENTS OF I <br> (In thousands, except per share data) |  |  |
| :---: | :---: | :---: |
|  | For the March 31, 2007 | Ended April 1, 2006 <br> d) |
| Net sales | \$609,782 | \$551, 039 |
| Cost of goods sold | 536,578 | 457,069 |
| Gross profit | 73,204 | 93,970 |
| Depreciation and amortization | 10,966 | 10,195 |
| Selling, general, and administrative expense | 34,927 | 34,959 |
| Operating income | 27,311 | 48,816 |
| Interest expense | $(5,494)$ | $(4,862)$ |
| Other income, net | 4,953 | 2,013 |
| Income before income taxes | 26,770 | 45,967 |


| Income tax expense | $(7,857)$ | $(12,602)$ |
| :---: | :---: | :---: |
| Net income | \$18,913 | \$33,365 |
| Weighted average shares |  |  |
| Effect of dilutive stock options | 117 | 390 |
| Adjusted weighted average shares |  |  |
| for diluted earnings per share | 37,144 | 37,081 |
| Basic earnings per share | \$0.51 | \$0.91 |
| Diluted earnings per share | \$0.51 | \$0.90 |
| Dividends per share | \$0.10 | \$0.10 |
| Summary Segment Data: |  |  |
| Net sales: |  |  |
| Plumbing \& Refrigeration Segment | \$369,996 | \$386,941 |
| OEM Segment | 243,730 | 167,972 |
| Elimination of intersegment sales | $(3,944)$ | $(3,874)$ |
| Net sales | \$609,782 | \$551,039 |
| Operating income: |  |  |
| Plumbing \& Refrigeration Segment | \$26,854 | \$44,193 |
| OEM Segment | 5,494 | 10,953 |
| Unallocated expenses | $(5,037)$ | $(6,330)$ |
| Operating income | \$27,311 | \$48,816 |
| CONDENSED CONSOLIDATED BALANCE SHEETS (In thousands) |  |  |
|  | $\begin{gathered} \text { March 31, } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { December } 30, \\ 2006 \end{gathered}$ |
|  | (Unaudited) |  |
| ASSETS |  |  |
| Cash and cash equivalents | \$194,489 | \$200,471 |
| Accounts receivable, net | 370,957 | 281,679 |
| Inventories | 218,980 | 258,647 |
| Other current assets | 32,981 | 35,397 |
| Total current assets | 817,407 | 776,194 |
| Property, plant, and equipment, net | 328,742 | 315,064 |
| Other assets | 187,438 | 177,649 |
|  | \$1,333,587 | \$1,268,907 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| Current portion of long-term debt | \$34,555 | \$35,998 |
| Accounts payable | 136,888 | 96,095 |
| Other current liabilities | 124,386 | 123,426 |
| Total current liabilities | 295,829 | 255,519 |



| Issuance of shares under incentive stock option plans from treasury | 155 | 4,200 |
| :---: | :---: | :---: |
| Proceeds from issuance of long-term debt | 5,434 | 11,164 |
| Repayments of long-term debt | $(17,429)$ | (162) |
| Income tax benefit from exercise of stock options | 66 | 228 |
| Net cash (used in) provided by financing activities | $(15,477)$ | 11,358 |
| Effect of exchange rate changes on cash | 29 | 69 |
| Decrease in cash and cash equivalents | $(5,982)$ | $(46,463)$ |
| Cash and cash equivalents at the beginning of the period | 200,471 | 129,685 |
| Cash and cash equivalents at the end of the period | \$194,489 | \$83,222 |

SOURCE Mueller Industries, Inc.

