# Mueller Industries, Inc. Reports Second Quarter Results 

MEMPHIS, Tenn., July 24 /PRNewswire-FirstCall/ --<br>Quarterly and Year-to-Date Earnings

Harvey L. Karp, Chairman of Mueller Industries, Inc. (NYSE: MLI), today announced the Company's results for the second quarter of 2007. Net income for the second quarter was $\$ 36.4$ million, or 98 cents per diluted share, constituting the third highest quarter in the Company's history. This compares with $\$ 58.8$ million, or $\$ 1.57$ per diluted share, for the extraordinary second quarter of fiscal 2006, which was the Company's best quarter ever. Net sales for the three months ended June 30, 2007 were $\$ 772.6$ million, compared with net sales of $\$ 779.7$ million for the second quarter of 2006.

Year-to-date, the Company earned $\$ 55.3$ million, or $\$ 1.49$ per diluted share, on net sales of $\$ 1.38$ billion. This compares with net income of $\$ 92.1$ million, or $\$ 2.48$ per diluted share, on net sales of $\$ 1.33$ billion for the first half of 2006.

Earnings and sales for the second quarter were affected by the decline in the residential construction sector, which saw housing starts down approximately 25 percent compared with last year.

However, the commercial construction market continues to strengthen and has increased by approximately 18 percent over last year. The Company's profit margins in the commercial construction sector have historically been better than in the other markets the Company serves.

Financial and Operating Highlights
Regarding the second quarter of 2007, Mr. Karp said:
-- "Mueller ended the quarter with almost $\$ 250$ million in cash; our current ratio remains excellent at 2.48 to 1 and our working capital is $\$ 557.3$ million.
-- "The COMEX average price of copper was $\$ 3.46$ per pound in the second quarter of 2007, which compares with $\$ 3.37$ per pound in the second quarter of 2006.
-- "Our Plumbing \& Refrigeration segment posted operating earnings of $\$ 51.7$ million on net sales of $\$ 455.5$ million which compares with operating earnings of $\$ 78.3$ million on net sales of $\$ 551.2$ million in the second quarter of 2006 . Our European businesses were profitable on the strength of our trading activities.
-- "Our OEM segment posted operating earnings of $\$ 18.0$ million during the second quarter of 2007 on net sales of $\$ 322.2$ million, which compared with operating earnings of $\$ 21.5$ million on net sales of $\$ 242.1$ million for the same period in 2006.
-- "Selling, general, and administrative expense was $\$ 39.0$ million in the second quarter of 2007 which is comparable to the same period of 2006 .
-- "Capital expenditures during the first half of 2007 totaled \$15.6

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million. We expect to invest between $30 and $40 million for capital
expenditures during 2007."
Business Outlook for 2007
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Regarding the outlook for 2007, Mr. Karp said, "The residential construction sector remains weak, although the rate of decline has subsided. We believe the housing market is near the bottom, and will begin to improve in the first half of 2008. Positive factors include low mortgage rates, high employment, an expanding economy, and population growth. Also, we expect the commercial construction market to remain 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.


| Income before income taxes Income tax expense | $\begin{gathered} 56,860 \\ (20,462) \end{gathered}$ | $\begin{gathered} 87,279 \\ (28,529) \end{gathered}$ | $\begin{gathered} 83,630 \\ (28,319) \end{gathered}$ | $\begin{gathered} 133,246 \\ (41,131) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Net income | \$36,398 | \$58,750 | \$55,311 | \$92,115 |
| Weighted average shares for basic earnings per share | 37,060 | 36,891 | 37,044 | 36,791 |
| Effect of dilutive stock options | 204 | 421 | 160 | 405 |
| Adjusted weighted average shares for diluted earnings per share | 37,264 | 37,312 | 37,204 | 37,196 |
| Basic earnings per share | \$0.98 | \$1.59 | \$1.49 | \$2. 50 |
| Diluted earnings per share | \$0.98 | \$1.57 | \$1.49 | \$2.48 |
| Summary Segment Data: Net sales: |  |  |  |  |
| Plumbing \& Refrigeration Segment | \$455,486 | \$551,158 | \$825,482 | \$938,099 |
| OEM Segment | 322,201 | 242,128 | 565,931 | 410,100 |
| Elimination of intersegment sales | $(5,040)$ | $(13,623)$ | $(8,984)$ | $(17,497)$ |
| Net sales | \$772,647 | \$779,663 | \$1,382,429 | \$1,330,702 |
| Operating income: |  |  |  |  |
| Plumbing \& Refrigeration Segment | \$51,746 | \$78,328 | \$78,600 | \$122,521 |
| OEM Segment | 17,999 | 21,511 | 23,493 | 32,464 |
| Unallocated expenses | $(9,121)$ | $(7,279)$ | $(14,158)$ | $(13,609)$ |
| Operating income | \$60,624 | \$92,560 | \$87,935 | \$141,376 |

MUELLER INDUSTRIES, INC. CONDENSED CONSOLIDATED BALANCE SHEETS
(In thousands)

|  | $\begin{array}{r} \text { June } 30, \\ 2007 \end{array}$ | $\begin{gathered} \text { December } 30, \\ 2006 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (Unaudited) |  |
| ASSETS |  |  |
| Cash and cash equivalents | \$247,916 | \$200,471 |
| Accounts receivable, net | 392,326 | 281,679 |
| Inventories | 251,544 | 258,647 |
| Other current assets | 41,497 | 35,397 |
| Total current assets | 933,283 | 776,194 |
| Property, plant, and equipment, net | 325,822 | 315,064 |
| Other assets | 194,199 | 177,649 |
|  | \$1,453,304 | \$1,268,907 |


| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| :--- | ---: | ---: |
| Current portion of long-term |  |  |
| debt | $\$ 48,037$ | $\$ 35,998$ |
| Accounts payable | 181,136 | 96,095 |
| Other current liabilities | 146,804 | 123,426 |
| Total current liabilities | 375,977 | 255,519 |
| Long-term debt | 308,084 | 308,154 |
| Pension and postretirement | 48,919 | 36,599 |
| liabilities | 9,186 | 8,907 |
| Environmental reserves | 42,398 | 46,408 |
| Deferred income taxes | 2,015 | 2,206 |
| Other noncurrent liabilities | 786,579 | 657,793 |
| Total liabilities |  | 22,300 |
| Minority interest in | 22,783 | 588,814 |

MUELLER INDUSTRIES, INC. CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (In thousands)

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Operating activities:
Net income
$55,311
$92,115
Reconciliation of net income to net
    cash provided by (used in) operating
    activities:
    Depreciation and amortization 22,465 20,719
    Deferred income taxes
    (6,140) (4,946)
    (Gain) loss on disposal of
    properties (3,137) 1,905
    Stock-based compensation expense 1,273 1,308
    Income tax benefit from exercise
    of stock options (124) (1,042)
    Minority interest in
        subsidiaries, net of dividend
        paid (18) 1,805
    Gain on sale of equity investment - (1,876)
    Equity in earnings of
        unconsolidated subsidiary -
    Gain on early retirement of debt - (97)
    Changes in assets and
        liabilities, net of businesses
        acquired:
            Receivables (78,521) (161,990)
            Inventories
            Other asset
            35,467
                                    (51,127)
            Other assets
                    (10,948)
                            (4,642)
            Current liabilities
                    78,376
                                93,142
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| Other liabilities Other, net | $\begin{array}{r} 773 \\ 2,144 \end{array}$ | $\begin{gathered} 4,439 \\ (3,657) \end{gathered}$ |
| :---: | :---: | :---: |
| Net cash provided by (used in) operating activities | 96,921 | $(14,908)$ |
| Investing activities: |  |  |
| Capital expenditures | $(15,638)$ | $(20,918)$ |
| Acquisition of businesses, net of cash received | $(31,970)$ | 3,632 |
| Proceeds from sales of properties and equity investment | 3,032 | 23,218 |
| Net cash (used in) provided by investing activities | $(44,576)$ | 5,932 |
| Financing activities: |  |  |
| Proceeds from issuance of long-term debt | 19,054 | 22,425 |
| Repayments of long-term debt | $(18,116)$ | $(3,413)$ |
| Dividends paid | $(7,410)$ | $(7,373)$ |
| Issuance of shares under incentive stock option plans from treasury | 977 | 5,823 |
| Income tax benefit from exercise of stock options | 124 | 1,042 |
| Acquisition of treasury stock | (54) | (396) |
| Net cash (used in) provided by financing activities | $(5,425)$ | 18,108 |
| Effect of exchange rate changes on cash | 525 | 70 |
| Increase in cash and cash equivalents | 47,445 | 9,202 |
| Cash and cash equivalents at the beginning of the period | 200,471 | 129,685 |
| Cash and cash equivalents at the end of the period | \$247,916 | \$138,887 |

SOURCE Mueller Industries, Inc.

