

# Profile

Mueller Industries, Inc. (NYSE: MLI) is a leading U.S. 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.





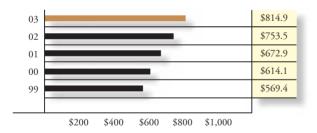


# Financial + Operating Highlights

(In thousands, except per share data)	2003	2002	2001	2000	1999	
Summary of Operations						
Net sales	\$ 999,078	\$ 952,983	\$ 969,106	\$1,157,660	\$1,110,361	
Product shipments (in millions of pounds)	695.8	694.0	649.9	732.5	759.9	
Net income	\$ 45,381	\$ 77,992	\$ 66,955	\$ 92,690	\$ 99,279	
Diluted earnings per share	\$ 1.23	\$ 2.11	\$ 1.80	\$ 2.43	\$ 2.51	
Significant Year-End Data						
Cash and cash equivalents	\$ 255,088	\$ 217,601	\$ 121,862	\$ 100,268	\$ 149,454	
Ratio of current assets to current liabilities	5.0 to 1	4.7 to 1	4.0 to 1	3.4 to 1	2.9 to 1	
Long-term debt (including current portion)	\$ 14,272	\$ 18,166	\$ 50,973	\$ 106,884	\$ 149,870	
Debt as a percent of total capitalization	1.7%	2.4%	7.0%	14.8%	20.8%	
Stockholders' equity	\$ 814,858	\$ 753,523	\$ 672,933	\$ 614,105	\$ 569,430	
Book value per share	\$ 23.77	\$ 22.00	\$ 20.11	\$ 18.41	\$ 16.31	
Capital expenditures	\$ 27,236	\$ 23,265	\$ 46,624	\$ 62,876	\$ 38,272	

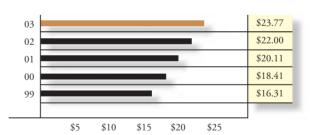
## Stockholders' Equity

(dollars in millions)

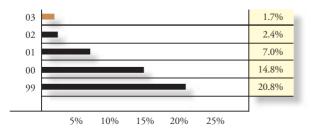


### Book Value Per Share

(in dollars)

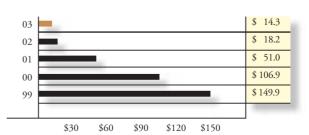


### Debt as a Percent of Total Capitalization



Debt

(dollars in millions)



To Our Stockholders, Customers, and Employees

> Mueller's results for 2003 were reassuring, but not satisfying. We were solidly profitable, our balance sheet strengthened and our cash flow was outstanding. However, we were well below our targeted earnings for the year. Mueller's income from continuing operations was \$44.2 million in 2003 versus \$71.2 million for the prior year. Earnings per diluted share from continuing operations for 2003 were \$1.19 compared with \$1.92 for 2002. Mueller's net sales totaled \$999 million compared with \$953 million the year before. And pounds of product shipped totaled 696 million pounds compared with 694 million pounds in 2002.

As 2003 commenced, our profit margins, which had steadily declined in 2002, continued their downward tilt. This experience generally mirrored the margin declines that affected many U.S. manufacturing companies. Fortunately, the first quarter of 2003 turned out to be the "bottom," and as the year progressed, there was a quarter-byquarter improvement in margins as well as volume. Although the improvement was gradual, the trend line was positive, and has carried over into 2004. Consequently, we are hopeful that more normal business conditions will prevail going forward.

## Mueller's Financial Condition is Excellent

We ended the year with over \$250 million in cash and we are virtually debt free as cash-on-hand significantly exceeds total debt of \$14.3 million. Our current ratio is a formidable 5 to 1 and our working capital is \$457 million.

Cash provided by operations in 2003 was \$73.4 million. We expect to continue to generate a strong positive cash flow, especially should our operating results improve in 2004.

In November, we renewed our credit facility with a syndicate of commercial banks. The terms of this facility are comparable to "A" credit rated companies. This \$150 million credit facility combined with our cash balance, provides ample capital to pursue growth opportunities as they occur.

We are pleased to report that, shortly after the end of the year, our Board of Directors declared our first regular quarterly cash dividend. For stockholders of record on March 1, 2004, ten cents per common share is payable on March 15, 2004. You should receive this distribution about the same time this report is distributed.

### **Standard Products**

Copper tube spreads, after several years of decline, increased during the year. However, tube





Our Board of Directors declared our first quarterly cash dividend in 2004 based on Mueller's *solid profitability*, strong balance sheet and excellent cash flow.

volume decreased as we deliberately emphasized price management. Our consumption of scrap copper was lower than we had projected as the price differential to cathode narrowed. Given the recent volatility of copper prices, we believe there may be opportunities to increase scrap consumption, which would provide raw material cost savings.

Overall fittings volumes were up due to the acquisition of the Fort Pierce plastic operation that occurred in late 2002. Our copper fittings business yielded an excellent return on invested capital on slightly lower volume.

Our B&K operation enjoyed its best year. We continued to grow our share of the retail channel with both our manufactured products as well as imported products.

Distribution costs climbed in 2003 as we added warehouse space in order to aggressively maintain the highest levels of customer service in our industry.

At our European operations, we enjoyed better volumes and margins during 2003. By staying focused on the U.K. market, we believe we have better opportunities to improve our results through increased market share and broadening our product offerings. We are confident in our management team and look forward to improving results in the future.

### **Industrial Products**

The brass rod business was difficult during 2003. Spreads and volumes were lower than the prior year as U.S. consumption remained weak due to sluggish industrial and commercial activity. Overall U.S. consumption of brass rod was

down approximately nine percent. However, recently we have seen a ramp up of customer orders in this business, and that is an encouraging development.

Our gas products business enjoyed continued improvement as many new customers now rely on us to provide their component-part requirements. Overstreet-Hughes, which was acquired in 2002, has not met our expectations and we are reviewing our strategic options.

#### **Business Outlook for 2004**

The U.S. housing industry is poised for another strong year in 2004. Housing starts in 2003 totaled 1.8 million units, and housing economists are predicting a similarly high number for 2004. In addition, mortgage rates remain extraordinarily attractive and housing affordability statistics show that more people than ever can afford to buy homes.

Moreover, commercial construction, which for the past several years has been lagging, is expected to rebound in 2004. This is an important market for Mueller, as it consumes many of our high value-added products.

All of the above is in the context of an improving national economy, which, in the third quarter of 2003, experienced the highest quarterly growth rate in the past 20 years.

Obviously, the key for Mueller is to achieve both added volume and improved margins. Although no one can predict how these factors will play out in 2004, you can be assured that Mueller is well prepared to take advantage of the opportunities that the marketplace may offer. We have state-of-the-art





WILLIAM D. O'HAGAN

manufacturing facilities, a highly efficient distribution system and employees who are ambitious, talented and dedicated to the success of our Company.

Sincerely,

Dung J. Hayo

Harvey L. Karp Chairman of the Board

William D. O'Hagan President and Chief Executive Officer

March 1, 2004

Plan	its	Products and Applications	Customers
M Wyi	on, ississippi nne, <sup>c</sup> kansas	<ul> <li>Water tube, in straight lengths and coils, for plumbing and construction</li> <li>Dehydrated coils and nitrogen-charged straight lengths for refrigeration and air-conditioning</li> <li>Industrial tube, in straight lengths and level-wound coils, for fittings, redraw, etc.</li> <li>Line sets for controlling the flow of refrigerant gases</li> </ul>	Plumbing wholesalers, home cen and hardware wholesalers and co     Air-conditioning and refrigeration wholesalers and OEMs     Mueller's copper fittings plants a OEMs     Wholesalers and OEMs
M Cov Te Por	con, lississippi vington, ennessee t Huron, lichigan	<ul> <li>Over 1,500 wrot copper elbows, tees and adapters, and assorted fittings for plumbing, heating, air-conditioning, and refrigeration</li> </ul>	Plumbing and air-conditioning wholesalers, home centers, hardware wholesalers and co-ops, and OEMs
M Cer Ca Upp O For	amazoo, lichigan ritos, alifornia ber Sandusky, hio t Pierce, orida	<ul> <li>A broad line of over 1,000 PVC and ABS plastic fittings and valves for drainage, waste and ventilation, and pressure applications in housing and commercial construction, recreational vehicles, and manufactured housing</li> </ul>	Plumbing wholesalers, home centers, hardware wholesalers and co-ops, distributors to the manufactured housing and recreational vehicle industry, and irrigation, pool and spa distributors
THE RESERVE THE PARTY OF THE PA	ton, reat Britain	<ul> <li>Copper tube in various lengths, diameters, and hardnesses for plumbing, refrigeration, and heating</li> <li>Industrial tube for redraw, copper fittings, etc.</li> </ul>	Builders' merchants, plumbing, refrigeration, and heating wholesalers     OEMs
ll 🎉	Grove Village, inois port distributor)	Imports an extensive line of over 6,000 plumbing products including valves, faucets, malleable iron pipe fittings, steel nipples, and plumbing specialties	Building product retailers     Hardware co-ops and wholesaler     Plumbing wholesalers     Distributors to the manufacturer     housing and recreational vehicle     industry

	Plants	Products and Applications	Customers
Port Huron, Michigan		A broad range of brass rod rounds, squares, hexagons, and special shapes in free machining, thread rolling, and forging alloys for numerous end products, including plumbing brass, valves and fittings, and industrial machinery and equipment	OEMs, contract machining compani and distributors
	Port Huron, Michigan	Brass and aluminum hot forgings in various alloys for plumbing brass, valves and fittings, and industrial machinery and equipment	OEMs and refrigera wholesalers
	Marysville, Michigan Brighton, Michigan	<ul> <li>Cold-formed aluminum and copper products for automotive, industrial, and recreational components</li> <li>High volume machining of aluminum, steel, brass and cast iron, forgings, impacts, and castings for automotive applications</li> </ul>	
	Hartsville, Tennessee Carthage, Tennessee	Valves and custom OEM products for refrigeration and air-conditioning applications	
	Jacksboro, Tennessee Waynesboro, Tennessee Middletown, Ohio	Custom valves and assemblies for the gas appliance and barbecue grill markets	
	North Wales, Pennsylvania	Shaped and formed tube, produced to tight tolerances, for baseboard heating, appliances, medical instruments, etc.	

(Dollars in thousands, except per share data)	2003	2002	2001	2000
INCOME STATEMENT DATA				
Net sales	\$ 999,078	\$ 952,983	\$ 969,106	\$1,157,660
Cost of goods sold	815,849	744,781	740,366	887,635
Gross profit	183,229	208,202	228,740	270,025
Depreciation and amortization	38,954	37,440	39,461	34,043
Selling, general, and administrative expense	94,891	85,006	83,750	90,344
Operating income	49,384	85,756	105,529	145,638
Interest expense	(1,168)	(1,460)	(3,311)	(8,623)
Environmental expense	(1,165)	(1,639)	(3,600)	(2,049)
Other income, net	4,385	5,810	5,787	9,115
Income from continuing operations				
before income taxes	51,436	88,467	104,405	144,081
Income tax expense	(7,215)	(17,290)	(38,982)	(51,096)
Net income from continuing operations	44,221	71,177	65,423	92,985
Income (loss) from discontinued operations	1,160	6,815	1,532	(295)
Net income	\$ 45,381	\$ 77,992	\$ 66,955	\$ 92,690
Adjusted weighted average shares (000)	36,861	37,048	37,245	38,096
Diluted earnings per share	\$ 1.23	\$ 2.11	\$ 1.80	\$ 2.43
BALANCE SHEET DATA				
Cash and cash equivalents	\$ 255,088	\$ 217,601	\$ 121,862	\$ 100,268
Current assets	570,355	500,347	403,913	405,171
Working capital	456,849	393,996	302,425	287,322
Total assets	1,055,184	987,947	916,065	910,276
Current liabilities	113,506	106,351	101,488	117,849
Debt	14,272	18,166	50,973	106,884
Stockholders' equity	814,858	753,523	672,933	614,105
SELECTED OPERATING DATA				
Cash provided by operations	\$ 73,416	\$ 124,217	\$ 121,453	\$ 120,619
Capital expenditures	\$ 27,236	\$ 23,265	\$ 46,624	\$ 62,876
Number of employees	3,525	3,575	3,420	3,965
Current ratio	5.0 to 1	4.7 to 1	4.0 to 1	3.4 to 1
Return on average equity	5.8%	10.9%	10.4%	15.7%
Debt to total capitalization	1.7%	2.4%	7.0%	14.8%
Outstanding shares (000)	34,276	34,257	33,467	33,358
Book value per share	\$ 23.77	\$ 22.00	\$ 20.11	\$ 18.41

1999	1998	1997	1996	1995		1994
\$ 1,110,361	\$ 854,030	\$ 843,545	\$ 709,850	\$ 670,581	\$	545,136
840,364	657,664	665,874	555,570	550,846		451,983
269,997	196,366	177,671	154,280	119,735		93,153
32,901	21,127	19,311	18,317	15,308		12,456
91,420	69,784	60,294	53,670	48,416		43,969
145,676	105,455	98,066	82,293	56,011		36,728
(11,090)	(5,517)	(4,920)	(5,153)	(3,922)		(4,414)
-	(2,133)	(3,100)	(2,045)	(1,421)		(2,914)
8,317	6,492	7,306	4,125	5,058		3,480
142,903	104,297	97,352	79,220	55,726		32,880
(43,541)	(30,309)	(28,338)	(23,862)	(16,441)		(9,846)
99,362	73,988	69,014	55,358	39,285		23,034
(83)	1,457	756	5,815	5,538		4,892
\$ 99,279	\$ 75,445	\$ 69,770	\$ 61,173	\$ 44,823	\$	27,926
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39,605	39,644	39,250	38,993	38,298		39,560
\$ 2.51	\$ 1.90	\$ 1.78	\$ 1.57	\$ 1.17	\$	0.71
\$ 149,454	\$ 80,568	\$ 69,978	\$ 96,956	\$ 48,357	\$	34,492
440,746	382,324	309,051	274,712	211,038		183,551
287,685	239,750	208,494	195,756	143,154		116,330
904,080	874,694	610,776	509,357	450,835		430,755
153,061	142,574	100,557	78,956	67,884		67,221
149,870	194,549	72,093	59,650	75,902		94,736
569,430	502,122	418,040	348,082	285,875		241,948
,	,	,	,	,		,
\$ 164,869	\$ 91,508	\$ 66,131	\$ 71,631	\$ 49,052	\$	15,567
\$ 38,272	\$ 45,639	\$ 33,396	\$ 17,182	\$ 40,663	\$	48,097
4,048	4,340	2,961	2,290	2,227	т.	2,206
2.9 to 1	2.7 to 1	3.1 to 1	3.5 to 1	3.1 to 1		2.7 to 1
18.5%	16.4%	18.2%	19.3%	17.0%		12.0%
20.8%	27.9%	14.7%	14.6%	21.0%		28.1%
34,919	35,808	35,017	34,870	34,699		34,796
\$ 16.31	\$ 14.02	\$ 11.94	\$ 9.98	\$ 8.24	\$	6.95
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### **Board of Directors**

Harvey L. Karp Chairman of the Board, Mueller Industries, Inc.

Gennaro J. Fulvio (1)(2)(3)

Member, Fulvio & Associates

Gary S. Gladstein<sup>(1) (2)</sup> Senior Consultant, Soros Fund Management LLC

Terry Hermanson<sup>(1)</sup>
President,
Mr. Christmas Incorporated

Robert B. Hodes<sup>(3)</sup> Counsel, Willkie Farr & Gallagher

William D. O'Hagan President and Chief Executive Officer, Mueller Industries, Inc.

- (1) Member of the Audit Committee
- (2) Member of the Compensation Committee
- (3) Member of the Nominating and Corporate Governance Committee

### **Executive Officers**

Harvey L. Karp Chairman of the Board

William D. O'Hagan President and Chief Executive Officer

Michael O. Fifer Executive Vice President

Roy C. Harris Vice President and Chief Information Officer

William H. Hensley Vice President, General Counsel and Secretary

Kent A. McKee Vice President and Chief Financial Officer

Lee R. Nyman Senior Vice President Manufacturing/Engineering

# Divisional Officers and Management

**Standard Products Division**Gregory L. Christopher *Vice President, Sales* 

John B. Hansen Vice President, Marketing

Peter D. Berkman
President-B&K Industries

Patrick W. Donovan
Vice President and
General Manager–European
Operations

Industrial Products Division James H. Rourke Group President and General Manager-Rod

# Profile

Mueller Industries, Inc. (NYSE: MLI) is a leading U.S. 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.







### STOCKHOLDER INFORMATION

### Annual Meeting

The annual meeting of stockholders will be held at the Company's headquarters at 8285 Tournament Drive, Suite 150, Memphis, TN 38125, 10:00 a.m. local time, April 29, 2004

### Common Stock

Mueller common stock is traded on the NYSE - Symbol MLI.

#### Form 10-K

The Company's Annual Report on Form 10-K is available on the Company's website at www.muellerindustries.com or upon written request:

8285 Tournament Drive, Suite 150 Memphis, TN 38125 Attention: Investor Relations

## Independent Auditors

Ernst & Young LLP
Memphis, Tennessee

### Transfer Agent and Registrar

Continental Stock Transfer & Trust Co. 17 Battery Place New York, NY 10004

### Stockholder Inquiries

To notify the Company of addres changes or lost certificates, stockholders can call Continental Stock Transfer & Trust Co. at (212) 509-4000.

### CAPITAL STOCK INFORMATION

The high, low, and closing prices of Mueller's common stock on the New York Stock Exchange for each fiscal quarter of 2003 and 2002 were as follows:

	High	Low	Close
2003			
Fourth quarter	\$ 34.83	\$ 24.95	\$ 34.83
Third quarter	29.65	25.40	25.40
Second quarter	28.38	24.70	27.06
First quarter	28.23	22.99	24.92
2002			
Fourth quarter	\$ 29.70	\$ 24.29	\$ 27.33
Third quarter	31.60	23.84	25.51
Second quarter	36.12	31.15	31.75
First quarter	35.43	30.44	34.99

As of February 24, 2004, the number of holders of record of Mueller's common stock was approximately 2,000. On February 25, 2004, the closing price for Mueller's common stock on the New York Stock Exchange was \$31.93

Through December 27, 2003, the Company has paid no cash dividends on its common stock. Subsequent to December 27, 2003, the Company declared a regular quarterly dividend of 10 cents per share on its common stock. Payment of dividends in the future is dependent upon the Company's financial condition, cash flows, capital requirements, earnings, and other factors.



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