## Eagle Materials Inc. Reports Second Quarter Results

DALLAS, Oct 22, 2007 /PRNewswire-FirstCall via COMTEX News Network/ -- Eagle Materials Inc. (NYSE: EXP) today reported financial results for the second quarter of fiscal 2008 ended September 30, 2007. Eagle produces and distributes Gypsum Wallboard, Cement, Recycled Paperboard and Concrete and Aggregates. The following are highlights of our second quarter results:

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-- highest quarterly Cement operating earnings in our history
-- record high quarterly sales volume in cement -- Over 1 million tons
    sold
-- Repurchased approximately 3.7 million shares of our stock (8%) during
    the quarter
-- on October 2, 2007, we issued $200 million in senior notes with an
    average interest rate of 6.35% and an average maturity of 10 years
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For the quarter ended September 30, 2007, revenues and net earnings were $\$ 210.5$ million and $\$ 34.8$ million, respectively. Revenues decreased $18 \%$ from the prior year second quarter and net earnings decreased $47 \%$ from the same period. Diluted earnings per share for the second quarter of fiscal 2008 were $\$ 0.73$ compared with $\$ 1.32$ in the same period a year ago, a 44\% decline.

Since June 30, 2007, Eagle has repurchased approximately 4 million shares of its stock, at an average purchase price of $\$ 38.31$; leaving 1,489,500 shares available under its current repurchase authorization.

Eagle remains well positioned to adapt to changing industry conditions because of our low-cost, diversified mix of construction products and building materials.

Demand for cement in the U.S. remains at high levels requiring approximately $20 \%$ of total U.S. cement needs to be met by foreign imports. Cement demand in some U.S. regions has been negatively impacted by the residential slowdown; however, underlying cement demand in all four of our regional markets remains at high levels. Due to this strength in our cement markets, we expect fiscal 2008 to be our 22nd consecutive year of selling out our four cement plants.

The Gypsum Association reported that approximately 23.4 billion square feet of wallboard was shipped by U.S. manufacturers during the first nine months of calendar 2007, a $15 \%$ decrease from the prior year, and industry utilization averaged in the low $80 \%$ during the quarter. Significant excess housing inventories continue to put downward pressure on new residential construction and the outlook for residential construction remains weak.

## GYPSUM WALLBOARD

Gypsum Wallboard revenues for the second quarter totaled $\$ 88.6$ million, a $36 \%$ decrease from the $\$ 137.6$ million for the same quarter a year ago. Gypsum Wallboard's second quarter operating earnings were $\$ 15.2$ million, down $74 \%$ from the $\$ 58.8$ million for the same quarter last year. The revenue and earnings decline for the quarter resulted primarily from lower sales prices. The average net sales price for this fiscal year's second quarter was $\$ 110$ per MSF, $37 \%$ below the $\$ 176$ per MSF for the same quarter last year. Gypsum Wallboard sales volume of 612 million square feet (MMSF) for the quarter declined $7 \%$ from the prior year's second quarter.

## CEMENT

Operating earnings from Cement increased $4 \%$ to $\$ 36.3$ million for the second quarter this year from $\$ 35.0$ million for the same quarter last year. Prior year second quarter cement earnings include approximately $\$ 5.2$ million related to (i) cash distributions received as a result of the industry settlement of the dispute regarding antidumping duties on cement from Mexico and (ii) the receipt of insurance proceeds related to our Mountain Cement operations. Excluding these items, operating earnings from cement would have increased $22 \%$ from the prior year's second quarter. Cement revenues, including joint venture and intersegment revenues, for the second quarter totaled $\$ 101.1$ million, $10 \%$ greater than the $\$ 91.5$ million for the same quarter a year ago. Cement sales volume for the second quarter were a record high for Eagle and totaled 1,008,000 tons, $9 \%$ above
the 924,000 tons for the same quarter last year. Eagle was able to meet these increased market requirements with additional manufacturing production from our recently expanded Illinois Cement plant and by continuing to supplement our markets with lower margin purchased cement. Eagle's purchased cement sales volumes for the quarter declined to approximately 163,000 tons, or $16 \%$ of total sales volume, versus approximately 192,000 tons in the prior year's second quarter. The average net sales price for this fiscal year's second quarter was $\$ 96$ per ton, $3 \%$ greater than the $\$ 93$ per ton for the same quarter last year.

## PAPERBOARD

Eagle's Paperboard operation reported second quarter revenues, including sales to Eagle's Wallboard operations, of \$35.1 million which was $6 \%$ greater than last year's second quarter. Paperboard operating earnings of $\$ 4.1$ million for the second quarter this year were down $3 \%$ from last year's second quarter due primarily to a larger percentage of sales of low margin containerboard grade paper and higher costs of recycled fiber. For this year's second quarter, Paperboard sales volume was 72,000 tons, up $3 \%$ from last year's second quarter; however, the percentage of gypsum paper sales declined to $73 \%$ in the second quarter from $80 \%$ in the prior year's second quarter. This year's second quarter average net sales price of $\$ 476$ per ton was $4 \%$ above last year's second quarter average net sales price of $\$ 458$ per ton.

## CONCRETE AND AGGREGATES

Revenues from Concrete and Aggregates were $\$ 24.8$ million for this year's second quarter, $11 \%$ less than the $\$ 28.0$ million for the second quarter a year ago. Concrete and Aggregates reported a $\$ 4.1$ million operating profit for this year's second quarter, down $18 \%$ from the $\$ 5.0$ million operating profit for the same quarter last year, primarily due to lower sales volumes in both Concrete and Aggregates.

Concrete sales volume decreased $11 \%$ for the second quarter this year to 220,000 cubic yards from 248,000 cubic yards for the same quarter last year. Our Concrete quarterly average net sales price of $\$ 75$ per cubic yard for the second quarter of fiscal 2008 was a record high for Eagle and was $7 \%$ higher than the $\$ 71$ per cubic yard for the second quarter a year ago. Our Aggregates operation reported sales volume of 1.2 million tons for the current quarter, $20 \%$ less than the 1.5 million tons reported in the second quarter last year. Our Aggregates quarterly average net sales price was $\$ 7.02$ during the second quarter and was $1 \%$ above last year's second quarter Aggregates average net sales price.

## DETAILS OF FINANCIAL RESULTS

We conduct one of our cement plant operations through a $50 / 50$ joint venture, Texas Lehigh Cement Company LP (the "Joint Venture"). We utilize the equity method of accounting for our $50 \%$ interest in the Joint Venture. For segment reporting purposes only, we proportionately consolidate our $50 \%$ share of the Joint Venture's revenues and operating earnings, which is consistent with the way management organizes the segments within the Company for making operating decisions and assessing performance.

In addition, for segment reporting purposes, we report intersegment revenues as a part of a segment's total revenues. Intersegment sales are eliminated on the income statement. Refer to Attachment 4 for a reconciliation of the amounts referred to above.

EXP's senior management will conduct a conference call to discuss the financial results, forward looking information and other matters at 2:00 p.m. Eastern Time (1:00 p.m. Central Time) on Tuesday, October 23, 2007. The conference call will be webcast simultaneously on the EXP Web site http://www.eaglematerials.com. A replay of the webcast and the presentation will be archived on that site for one year. For more information, contact EXP at 214-432-2000.

Forward-Looking Statements. This press release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, Section 21E of the Securities Exchange Act of 1934 and the Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by the context of the statement and generally arise when the Company is discussing its beliefs, estimates or expectations. These statements are not historical facts or guarantees of future performance but instead represent only the Company's belief at the time the statements were made regarding future events which are subject to certain risks, uncertainties and other factors many of which are outside the Company's control. Actual results and outcomes may differ materially from what is expressed or forecast in such forward-looking statements. The principal risks and uncertainties that may affect the Company's actual performance include the following: the cyclical and seasonal nature of the Company's business; public infrastructure expenditures; adverse weather conditions; availability of raw materials; changes in energy costs including, without limitation, natural gas; changes in the cost and availability of transportation; unexpected operational difficulties; inability to timely execute announced capacity expansions; governmental regulation and changes in governmental and public policy; changes in economic conditions specific to any one or more of the Company's markets; competition; announced increases in capacity in the gypsum wallboard and cement industries; changes in the demand for residential housing construction or commercial construction; general economic conditions; and interest rates. For example, increases in interest rates, decreases in demand for construction materials or increases in the cost of energy (including natural gas) could affect the revenues and operating earnings of our operations. In addition, changes in national or regional economic
conditions and levels of infrastructure and construction spending could also adversely affect the Company's result of operations. These and other factors are described in the Company's Annual Report on Form 10-K for the fiscal year ended March 31, 2007 and in its Quarterly Report on Form 10-Q for the fiscal quarter ended June 30, 2007. These reports are filed with the Securities and Exchange Commission. All forward-looking statements made herein are made as of the date hereof, and the risk that actual results will differ materially from expectations expressed herein will increase with the passage of time. The Company undertakes no duty to update any forward-looking statement to reflect future events or changes in the Company's expectations.

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For additional information, contact at 214/432-2000.
Steven R. Rowley
President and Chief Executive Officer
Arthur R. Zunker, Jr.
Senior Vice President and Chief Financial Officer
(1) Summary of Consolidated Earnings
(2) Revenues and Earnings by Lines of Business (Quarter)
(3) Revenues and Earnings by Lines of Business (Six Months)
(4) Sales Volume, Net Sales Prices and Intersegment and Cement Revenues
(5) Consolidated Balance Sheets
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Eagle Materials Inc.
Attachment 1

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            Eagle Materials Inc.
            Summary of Consolidated Earnings
                (dollars in thousands, except per share data)
                (unaudited)
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|  | Quarter Ended September 30, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | Change |
| Revenues | \$210,463 | \$256,468 | -18\% |
| Earnings Before Income Taxes | \$50,361 | \$99,192 | -49\% |
| Net Earnings | \$34,779 | \$66,095 | -47\% |
| Earnings Per Share: |  |  |  |
| - Basic | \$0.74 | \$1.33 | -44\% |
| - Diluted | \$0.73 | \$1.32 | -44\% |
| Average Shares Outstanding: |  |  |  |
| - Basic | 46,729,756 | 49,583,882 | -6\% |
| - Diluted | 47,336,936 | 50,221,791 | -6\% |


|  | Six |  | Months Ended September 30, |
| :--- | :---: | :---: | :---: |
|  | 2007 | 2006 | Change |
| Revenues |  |  |  |
| Earnings Before Income Taxes | $\$ 107,824$ | $\$ 516,442$ | $-16 \%$ |
| Net Earnings | $\$ 73,481$ | $\$ 188,948$ | $-43 \%$ |
| Earnings Per Share: |  | $\$ 187$ | $-41 \%$ |
| $\quad$ - Basic | $\$ 1.55$ | $\$ 2.51$ | $-38 \%$ |
| $\quad$ - Diluted | $\$ 1.53$ | $\$ 2.47$ | $-38 \%$ |

Average Shares Outstanding:

- Basic 47,337,065 49,957,401 -5\%
- Diluted 47,962,356 50,684,030 -5\%

Eagle Materials Inc.
Attachment 2

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Eagle Materials Inc.
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    Revenues and Earnings by Lines of Business
        (dollars in thousands)
                (unaudited)
    Quarter Ended September 30,
2007 Change

Revenues*

| Gypsum Wallboard | \$88,563 | \$137,587 | -36\% |
| :---: | :---: | :---: | :---: |
|  | 42\% | 54\% |  |
| Cement (Wholly Owned) | 74,922 | 70,085 | 7\% |
|  | 36\% | 27\% |  |
| Paperboard | 21,868 | 18,825 | 16\% |
|  | 10\% | 7\% |  |
| Concrete \& Aggregates | 24,494 | 27,517 | -11\% |
|  | 12\% | 11\% |  |
| Other, net | 616 | 2,454 | -75\% |
|  | 0\% | 1\% |  |
| Total | \$210,463 | \$256,468 | -18\% |
|  | 100\% | 100\% |  |
| Operating Earnings |  |  |  |
| Gypsum Wallboard | \$15,246 | \$58,818 | -74\% |
|  | 25\% | 56\% |  |
| Cement : |  |  |  |
| Wholly Owned | 27,059 | 23,967 | 13\% |
| Joint Venture | 9,274 | 11,001 | -16\% |
|  | 36,333 | 34,968 | 4\% |
|  | 60\% | 33\% |  |
| Paperboard | 4,071 | 4,190 | -3\% |
|  | 7\% | 4\% |  |
| Concrete \& Aggregates | 4,102 | 5,011 | -18\% |
|  | 7\% | 5\% |  |
| Other, net | 616 | 2,454 | -75\% |
|  | 1\% | 2\% |  |
| Total Operating Earnings | 60,368 | 105,441 | -43\% |
|  | 100\% | 100\% |  |
| Corporate General Expenses | $(5,746)$ | $(5,133)$ |  |
| Interest Expense, net | $(4,261)$ | $(1,116)$ |  |
| Earnings Before |  |  |  |
| Income Taxes | \$50,361 | \$99,192 | -49\% |

*Net of Intersegment and Joint Venture Revenues listed on Attachment 4.

Eagle Materials Inc.
Attachment 3

Eagle Materials Inc.
Revenues and Earnings by Lines of Business
(dollars in thousands)
(unaudited)
Six Months Ended September 30,
2007 Change

Revenues*

| Gypsum Wallboard | \$193,390 | \$285,274 | -32\% |
| :---: | :---: | :---: | :---: |
|  | 45\% | 55\% |  |
| Cement (Wholly Owned) | 146,372 | 138,385 | 6\% |
|  | 34\% | 27\% |  |
| Paperboard | 42,514 | 38,316 | 11\% |
|  | 10\% | 7\% |  |
| Concrete \& Aggregates | 48,286 | 51,188 | -6\% |
|  | 11\% | 10\% |  |
| Other, net | 1,138 | 3,279 | -65\% |
|  | 0\% | 1\% |  |
| Total | \$431,700 | \$516,442 | -16\% |
|  | 100\% | 100\% |  |
| Operating Earnings |  |  |  |
| Gypsum Wallboard | \$42,420 | \$122,793 | -65\% |
|  | 34\% | 61\% |  |
| Cement: |  |  |  |
| Wholly Owned | 48,477 | 39,926 | 21\% |
| Joint Venture | 15,450 | 16,998 | -9\% |
|  | 63,927 | 56,924 | 12\% |
|  | 51\% | 28\% |  |
| Paperboard | 10,136 | 9,457 | 7\% |
|  | 8\% | 5\% |  |
| Concrete \& Aggregates | 8,151 | 8,786 | -7\% |
|  | 6\% | 4\% |  |
| Other, net | 1,138 | 3,279 | -65\% |
|  | 1\% | 2\% |  |
| Total Operating Earnings | 125,772 | 201,239 | -38\% |
|  | 100\% | 100\% |  |
| Corporate General Expenses | $(10,093)$ | $(9,412)$ |  |
| Interest Expense, net | $(7,855)$ | $(2,879)$ |  |
| Earnings Before Income Taxes | \$107, 824 | \$188,948 | -43\% |

*Net of Intersegment and Joint Venture Revenues listed on Attachment 4.

Eagle Materials Inc.
Attachment 4

Eagle Materials Inc.
Sales Volume, Net Sales Prices and Intersegment and Joint Venture Revenues (unaudited)

| Sales Volume |  |  |
| :---: | :---: | :---: |
| Quarter Ended | Six Months Ended |  |
| September 30, | September 30, |  |
| 2007 | 2006 Change 2007 | 2006 Change |


| Gypsum Wallboard <br> (MMSF's) | 612 | 657 | $-7 \%$ | 1,254 | 1,392 | $-10 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |
| Cement (M Tons) : | 753 | 715 | $5 \%$ | 1,458 | 1,422 | $3 \%$ |
| Wholly Owned | 255 | 209 | $22 \%$ | 513 | 412 | $25 \%$ |
| Joint Venture | 1,008 | 924 | $9 \%$ | 1,971 | 1,834 | $7 \%$ |
|  |  |  |  |  |  |  |
| Paperboard (M Tons): | 24 | 27 | $-11 \%$ | 50 | 58 | $-14 \%$ |
| Internal | 48 | 43 | $12 \%$ | 93 | 89 | $4 \%$ |


|  | 72 | 70 | 3\% | 143 | 147 | -3\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Concrete |  |  |  |  |  |  |
| Aggregates (M Tons) | 1,178 | 1,469 | -20\% | 2,341 | 2,768 | -15\% |
|  |  | Aver Avarter En ptember | Net | Sales Pri <br> Six | ce* Months eptember | ded |
|  | 2007 | 2006 | Change | 2007 | 2006 | Change |
| Gypsum Wallboard (MSF) | \$110.22 | \$175.69 | -37\% | \$119.43 | \$171.55 | -30\% |
| Cement (Ton) | \$95.68 | \$92.68 | 3\% | \$95.97 | \$91.86 | 4\% |
| Paperboard (Ton) | \$476.26 | \$457.64 | 4\% | \$478.75 | \$448.46 | 7\% |
| Concrete (Cubic Yard) | \$75.44 | \$70.80 | 7\% | \$75.32 | \$69.83 | 8\% |
| Aggregates (Ton) | \$7.02 | \$6.98 | 1\% | \$7.08 | \$6.79 | 4\% |


|  | $\begin{array}{r} \text { Ir } \\ \text { Quat } \\ \text { Sept } \\ 2007 \end{array}$ | segment <br> Ended <br> r 30, 2006 | Cement Six Sept 2007 | enues <br> ths Ended <br> mber 30, <br> 2006 |
| :---: | :---: | :---: | :---: | :---: |
| Intersegment Revenues: |  |  |  |  |
| Cement | \$2,763 | \$2,581 | \$4,831 | \$4,837 |
| Paperboard | 13,256 | 14,156 | 27,395 | 29,383 |
| Concrete and Aggregates | 351 | 442 | 680 | 759 |
|  | \$16,370 | \$17,179 | \$32,906 | \$34,979 |
| Cement Revenues: |  |  |  |  |
| Wholly Owned | \$74,922 | \$70,085 | \$146,372 | \$138,385 |
| Joint Venture | 23,455 | 18,868 | 47,028 | 37,080 |
|  | \$98,377 | \$88,953 | \$193,400 | \$175,465 |

Eagle Materials Inc.
Attachment 5
Eagle Materials Inc.
Consolidated Balance Sheets
(dollars in thousands) (unaudited)

|  | September 30, |  | March 31, |
| :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | 2007* |
| ASSETS |  |  |  |
| Current Assets - |  |  |  |
| Cash and Cash Equivalents | \$20,965 | \$76,317 | \$17,215 |
| Accounts and Notes |  |  |  |
| Receivable, net | 76,861 | 97,563 | 77,486 |
| Inventories | 81,273 | 67,641 | 78,908 |
| Total Current Assets | 179,099 | 241,521 | 173,609 |
| Property, Plant and |  |  |  |
| Equipment - | 1,047,206 | 919,170 | 986,821 |
| Less: Accumulated |  |  |  |
| Depreciation | $(352,963)$ | $(316,488)$ | $(333,641)$ |



## SOURCE Eagle Materials Inc.

http://www.eaglematerials.com
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