

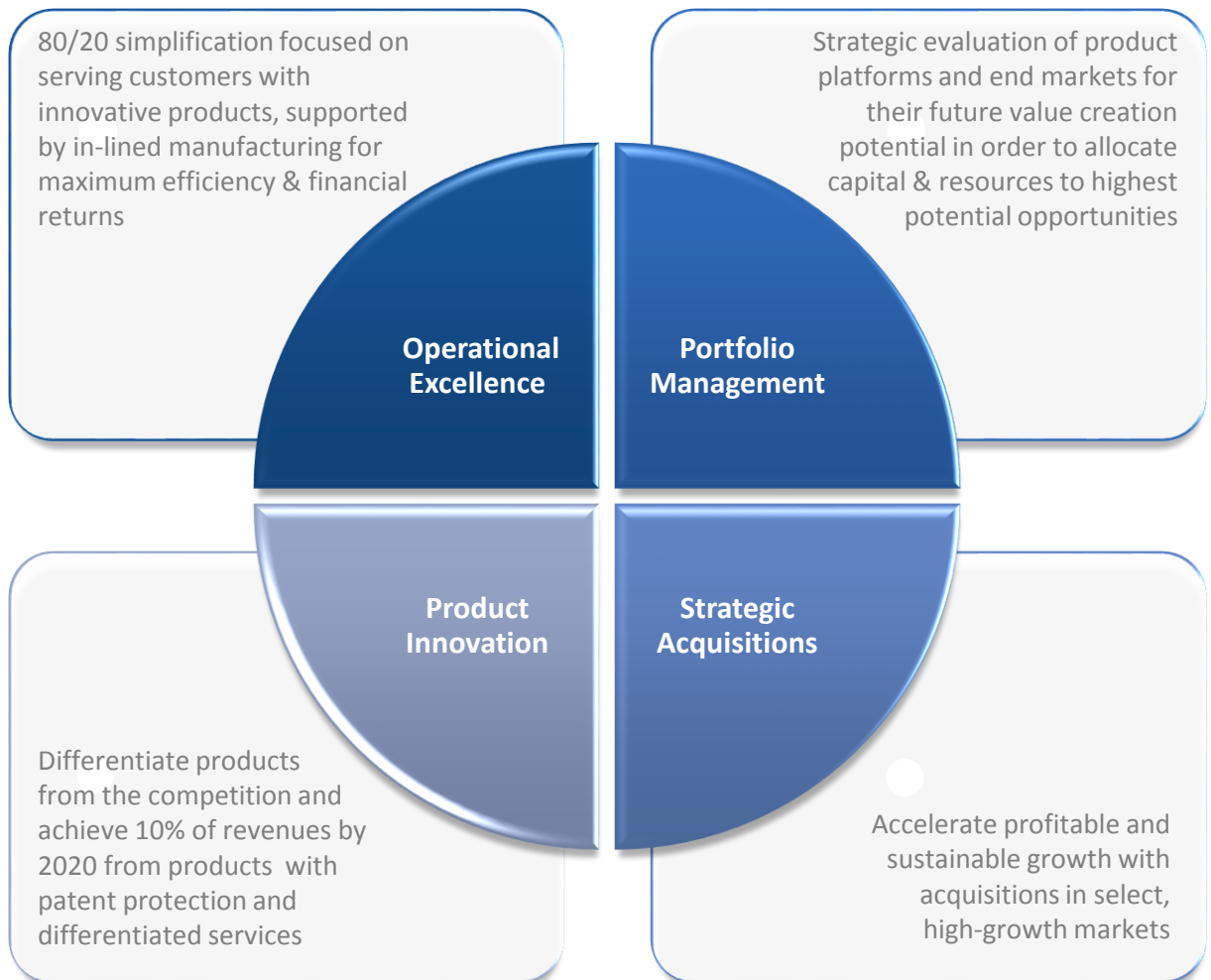
# Four-Pillar Value Creation Strategy

We are committed to driving transformational change in our portfolio and financial results by executing on Gibraltar's Four-Pillar Value Creation Strategy. Built upon a solid foundation of market leadership and deep operational excellence, this strategic framework positions Gibraltar to deliver top- and bottom-line growth and best-in-class shareholder returns.

## Goal

Make More Money at a Higher Rate of Return with More Efficient Use of Capital

## Four-Pillar Value Creation Strategy



## Foundation

- Seasoned leadership
- Track record of operational excellence
- Talent development
- Leading market positions

# Market Opportunities

We are focused on high-potential opportunities for product innovation and strategic acquisitions in key markets.



**Product  
Innovation**



**Strategic  
Acquisitions**

## **Residential Products**

Postal, parcel & self-service solutions  
Residential air management & efficiency

## **Industrial & Infrastructure**

Critical infrastructure for bridges and roadways  
Perimeter security solutions  
Water management

## **Renewable Energy & Conservation**

Solar energy solutions  
Resource conservation / greenhouses

## Portfolio is Transitioning

By focusing on our four-pillar value creation strategy, Gibraltar plans to accelerate its evolution to provide solutions to targeted markets to drive year-over-year improvements in our financial results. The following depicts the evolution of Gibraltar over the past three decades from a metal processing business to a manufacturer and distributor of leading engineered building products.

