We Deliver Shareholder Value

September 23, 2020
**Investment Appeal**

**World Class Operations**
- 100% Organic Growth
- No Goodwill
- No Extraordinary Charges
- Replacement Costs > Book Value
- Industry Gold Standard
- Low Cost Producer
- Vertical Integration
- One Campus Model
- Sustainable Manufacturing
  - Copper Scrap/PVC Recycling
  - Rigorous Emissions Control
  - LEED Platinum R&D Center

**Speed & Reliability**
- Exceptional Customer Service
- Industry Leading Delivery
  - Ship Orders in 24 Hours
  - 99.7% Order Fill Rate
- Build & Ship Model
- Disciplined Inventory Control
- Rigorous Cost Management
- Operational Flexibility
- Safety, Quality & Innovation

**Profitable Growth**
- Superior Returns
  - FY 2019 10 Year CAGR
  - Net Income: 31.9%
  - EBITDA: 15.8%
  - Book Value: 7.1%
- Strong Balance Sheet
  - Cash: $250 Million
  - Debt: $0
- Strong Cash Generation
  - Q2 2020 TTM
  - OCF: $138.6 Million
  - UFCF: $72.2 Million
# Rich History of Organic Growth

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1989</td>
<td>Founded in McKinney, TX</td>
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<tr>
<td>1989</td>
<td>PLANT 1 - 68,000 square foot industrial warehouse</td>
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<td>1992</td>
<td>Initial public offering on the NASDAQ; Ticker symbol: WIRE</td>
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<td>1994</td>
<td>BUILD PLANT 2 - Expansion of product line into commercial wire; Secondary public offering</td>
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<tr>
<td>1997</td>
<td>BUILD DISTRIBUTION CENTER</td>
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<tr>
<td>1998</td>
<td>BUILD COPPER ROD MILL</td>
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<tr>
<td>1999</td>
<td>BUILD PLASTICS MILL</td>
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<td>2001</td>
<td>BUILD PLANT 3 - Expansion of product line into Circuit Wire ((THHN, MTW &amp; Striping))</td>
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<tr>
<td>2004</td>
<td>EXPAND DISTRIBUTION CENTER - 480,000 square feet and 60 dock doors; Railroad track</td>
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<tr>
<td>2006</td>
<td>BUILD PLANT 4 - Expansion of product line into armored cable</td>
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<tr>
<td>2007</td>
<td>BUILD CORPORATE HEADQUARTERS</td>
</tr>
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<td>2008</td>
<td>BUILD PLANT 5 - Expansion of product line into industrial cable</td>
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<tr>
<td>2010</td>
<td>BUILD ENCORE TECHLAB - LEED® Platinum certified R&amp;D Center; First of its kind in North Texas</td>
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<td>2012</td>
<td>BUILD PLANT 6 - Expansion of product line into aluminum building wire</td>
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<tr>
<td>2014</td>
<td>EXPAND PLANT 6 - Increase aluminum plant capacity; 252,000 square feet to 452,000</td>
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<tr>
<td>2016</td>
<td>EXPAND PLANT 4 - Increase armored cable plant capacity; 161,000 square feet to 321,000</td>
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<tr>
<td>2021</td>
<td>BUILD MODERN SERVICE CENTER - Repurpose distribution center to manufacturing</td>
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<tr>
<td>World Class Operations</td>
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<td>------------------------</td>
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<tr>
<td>Low Cost Producer</td>
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<td>Vertical Integration</td>
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<td>Environmental Governance</td>
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<td>Reinvestment</td>
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<tr>
<td>Financial Strength</td>
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<tr>
<td>Proven Results</td>
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</table>

**Gold Standard in the Industry**

- **Comprehensive safety program** creating a world class culture by engaging employees, identifying and eliminating risk, and training employees to be successful.

- Produce UL certified building wire utilizing some of the most sophisticated wire and cable manufacturing and in-line testing equipment available in the industry. Our team of production and quality personnel are highly trained, continuously improve our processes, and consistently build the best quality product in the marketplace.

- Sales-driven production allows us to focus on customer needs, specifically regarding delivery dates and details. We strive for the best order fill rates in the business (99.7% within 24 hours), which has allowed us to consistently grow market share (#2 in industry).
Rigorous Cost Control

One Campus Model saves us significant costs in:
- Freight
- Internal Handling
- In-process Inventory

All manufacturing and distribution operations are on a single site: 445 acres with over 2.1 million square feet under roof.

World Class Operations

Low Cost Producer

Vertical Integration

Environmental Governance

Reinvestment

Financial Strength

Proven Results

Copper Recycling helps us reduce input material costs

World Class Operations

Financial Strength

Proven Results

Vertical Integration

Environmental Governance

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Low Cost Producer

Copper Recycling helps us reduce input material costs
One Campus Advantage

World Class Operations

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Financial Strength

Proven Results

We fabricate all copper rod and plastic compound

• Eliminates middlemen costs
  • Reducing risks/costs of supplier interruption
  • Ensuring product quality

• Allows unparalleled operational flexibility
  • Dynamically adapt to changing conditions
  • Adaptive order-to-ship model increases fill rate
Greener Manufacturing

Our environmental initiatives reduce costs while minimizing our impact on the planet.

- **World Class Operations**
- **Low Cost Producer**
- **Vertical Integration**
- **Environmental Governance**
- **Reinvestment**
- **Financial Strength**
- **Proven Results**

- **Copper Recycling**: We reclaim 100% of on-site copper scrap.

- **Campus well system provides over 80% of total annual water use.**

- **LEED Platinum TechLab**
- **RoHS Compliant Plastic Mill**
- **LED Energy Conservation**
- **Waste Reduction Evaporators**
- **Roddmill Water Filtration**
- **Baghouse Air Emissions Control**
- **Private Water Tower**
Reinvesting for Future Growth

World Class Operations

Low Cost Producer

Vertical Integration

Environmental Governance

Reinvestment

Financial Strength

Proven Results

AMBITIOUS PLANS
$ million, year end and projected

CAPEX

<table>
<thead>
<tr>
<th>Year</th>
<th>CAPEX</th>
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<tbody>
<tr>
<td>2018</td>
<td>$26</td>
</tr>
<tr>
<td>2019</td>
<td>$52</td>
</tr>
<tr>
<td>2020</td>
<td>$95</td>
</tr>
<tr>
<td>2021</td>
<td>$90</td>
</tr>
<tr>
<td>2022</td>
<td>$85</td>
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PHASE ONE
Estimated completion: Q2 2021

- 720,000 square foot service center at North end of campus
- Modernization of logistics to allow for increased throughput and provide the bandwidth necessary to capture incremental sales volume.

PHASE TWO
Estimated completion: FY 2022

- Repurpose existing distribution center to significantly expand manufacturing capacity and extend market reach.
- Strong balance sheet and ability to consistently generate high levels of operating cash flow should provide ample allowance for funding.
### Strong Balance Sheet

#### Strong Asset Growth

$ million, year and quarter end

- **Assets**
  - Other Current: $792 (2018), $60 (2019), $0 (2020)
  - Long Term: $792 (2018), $60 (2019), $0 (2020)

#### Strong Equity Growth

$ million, year and quarter end

- **Liabilities**
  - Deferred Taxes: $792 (2018), $60 (2019), $0 (2020)
  - Equity: $0 (2018), $0 (2019), $0 (2020)

#### Financial Highlights as of June 30, 2020

- **Cash**: $250 Million
- **Current Ratio**: 8.9x
- **Unused Revolver**: $150 Million
- **Total Debt**: $0
- **Goodwill**: $0
- **Inventory Turn (Finished Goods)**: 13.5x
- **TBV/Share**: $38.57
- **Repurchased Shares (YTD)**: 441,250

#### Key Features

- World Class Operations
- Low Cost Producer
- Vertical Integration
- Environmental Governance
- Reinvestment
- Financial Strength
- Proven Results
We have consistently produced positive equity growth, enjoying 25 years of profitability.
Net Income & EBITDA

10 Year CAGR as of December 31, 2019

- 15.8% EBITDA
- 31.9% Net Income

World Class Operations
Low Cost Producer
Vertical Integration
Environmental Governance
Reinvestment
Financial Strength

Proven Results

We have delivered a 22.1% CAGR in Book Value since inception.
Outperform Broad Market

WIRE vs. Russell 2000
as of September 23, 2020

Proven Results

World Class Operations
Low Cost Producer
Vertical Integration
Environmental Governance
Reinvestment
Financial Strength
Any forward-looking statements made in conjunction with this presentation are based on management’s beliefs as well as assumptions made by and information currently available to management. Although the Company believes that the expectations in such forward-looking statements are reasonable, it can give no assurance that such expectations will prove to have been correct. Such statements are subject to certain risks, uncertainties and assumptions. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those expected. Please refer to the Company’s annual 10-K report for further discussion of forward-looking statements.

GAAP Reconciliation - EBITDA is defined as net income before interest, income taxes, depreciation and amortization. The Company presents EBITDA because it is a required component of financial ratios reported by the Company to the Company’s banks, and is also frequently used by securities analysts, investors and other interested parties, in addition to and not in lieu of measures of financial performance calculated and presented in accordance with Generally Accepted Accounting Principles (GAAP), to compare to the performance of other companies who also publicize this information. EBITDA is not a measurement of financial performance calculated and presented in accordance with GAAP and should not be considered an alternative to net income as an indicator of the Company’s operating performance or any other measure of financial performance calculated and presented in accordance with GAAP. A reconciliation of EBITDA to net income is posted on www.encorewire.com under “INVESTORS”. 

INVESTMENT APPEAL
- Low Cost Producer
- Product Innovation
- Customer Service & Distribution
- Growing Market Share
- Superior Returns
- Strong Financial Balance Sheet
- Replacement Costs > Book Value
- 100% Made and Sold in the USA

FINANCIAL METRICS (as of September 23, 2020)

- Stock Price: $45.60
- Market Capitalization: $936.5M
- TBV/Share: $38.27
- TTM 2020 Q2 Revenue: $1,179.8M
- TTM 2020 Q2 EPS (Diluted): $2.78
- TTM 2020 Q2 EBITDA: $94.0M
- TTM 2020 Q2 Operating Cash Flow: $138.6M