



ENCORE WIRE®

NASDAQ : WIRE

We Deliver Shareholder Value

October 29, 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

Single-Site 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: \$217 Million
- Debt: \$0

Strong Reinvestment

Capital Expenditures

- 2020: \$95-\$100 Million
- 2021: \$100-\$120 Million

Rich History of Organic Growth



- 1989** • **PLANT 1**
Founded as 68,000 square foot industrial warehouse manufacturing residential wire
- 1992** • **INITIAL PUBLIC OFFERING**
NASDAQ ticker symbol: WIRE
- 1994** • **BUILT PLANT 2**
Expansion of product line into large gauge commercial wire. Secondary public offering.
- 1997** • **BUILT DISTRIBUTION CENTER**
- 1998** • **BUILT COPPER ROD MILL**
- 1999** • **BUILT PLASTIC MILL**
- 2001** • **BUILT PLANT 3**
Expansion of product line to include Circuit Wire (THHN, MTW & Striping).
- 2004** • **EXPANDED DISTRIBUTION CENTER**
480,000 square feet and 60 dock doors; Railroad track



- BUILT PLANT 4** • **2006**
Expansion of product line to include armored cable
- BUILT CORPORATE HEADQUARTERS** • **2007**
- BUILT PLANT 5** • **2008**
Expansion of product line to include industrial cable
- BUILT ENCORE TECHLAB** • **2010**
LEED® Platinum certified R&D Center
First of its kind in North Texas
- BUILT PLANT 6** • **2012**
Expansion of product line to include aluminum building wire
- EXPANDED PLANT 6** • **2014**
Increased aluminum plant capacity from 252,000 to 452,000 square feet
- EXPANDED PLANT 4** • **2016**
Increased armored cable plant capacity 161,000 square feet to 321,000
- BUILDING MODERN SERVICE CENTER** • **2021**
Repurpose distribution center to manufacturing

Gold Standard in the Industry



World Class Operations

Low Cost Producer

Vertical Integration

Environmental Governance

Reinvestment

Financial Strength

Proven Results



SAFETY

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



QUALITY

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.



SERVICE

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).



INNOVATION



Rigorous Cost Control



World Class Operations

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

Single-site campus saves us significant costs in:

- Freight
- Internal Handling
- In-process Inventory

Copper recycling
helps us reduce
input material costs



Single-Site Campus Advantage



World Class Operations

Low Cost Producer

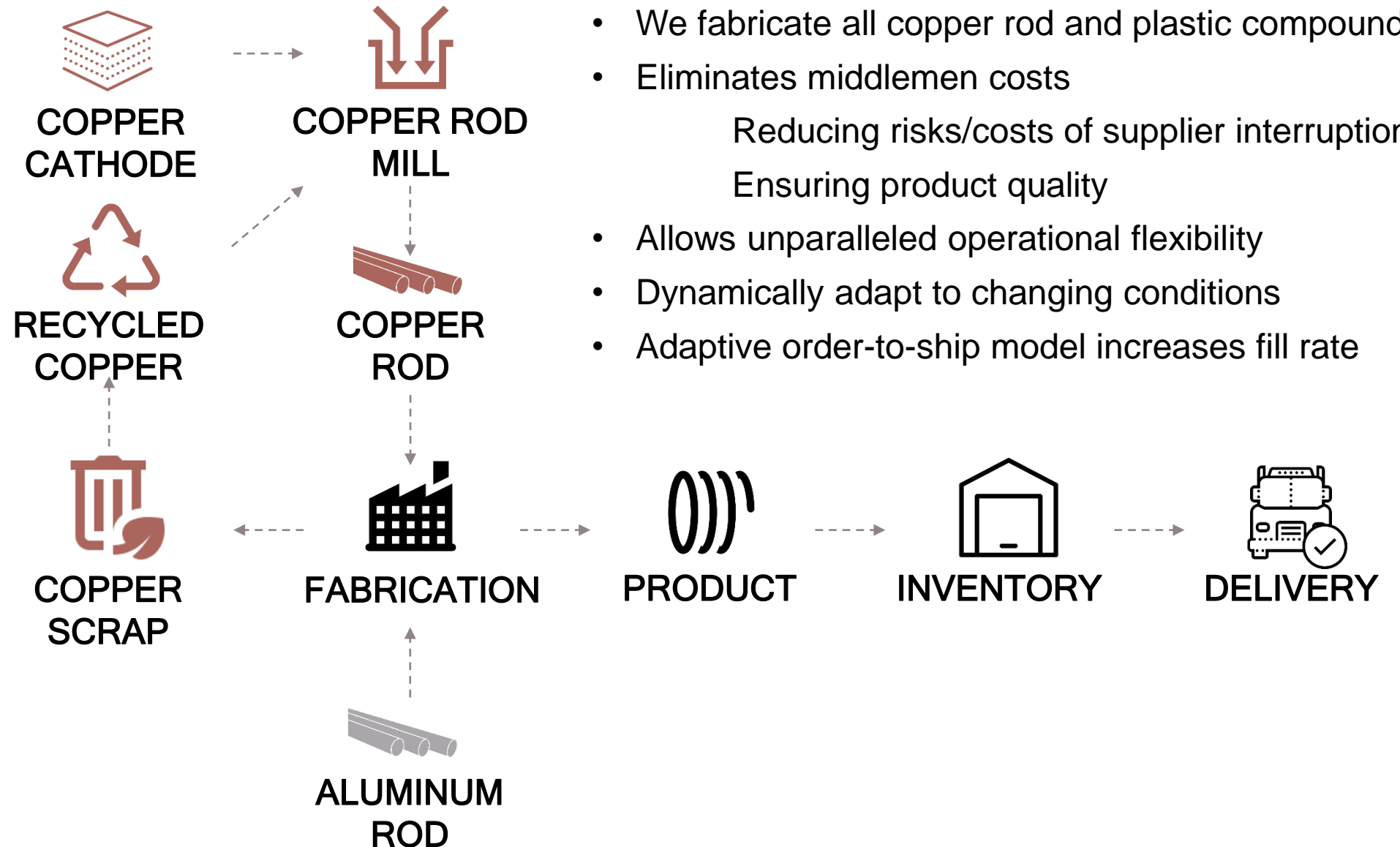
Vertical Integration

Environmental Governance

Reinvestment

Financial Strength

Proven Results



Gold Standard in the Industry



World Class Operations

Low Cost Producer

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Proven Results

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



**COPPER
RECYCLING**

We recycle 100% of on-site copper scrap.



**LEED PLATINUM
TECHLAB**



**RoHS COMPLIANT
PLASTIC MILL**



**LED ENERGY
CONSERVATION**



**WASTE REDUCTION
EVAPORATORS**



**RODMILL WATER
FILTRATION**



**BAGHOUSE AIR
EMISSIONS CONTROL**



**PRIVATE WATER
TOWER**

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

Reinvesting for Future Growth



World Class Operations

Low Cost Producer

Vertical Integration

Environmental Governance

Reinvestment

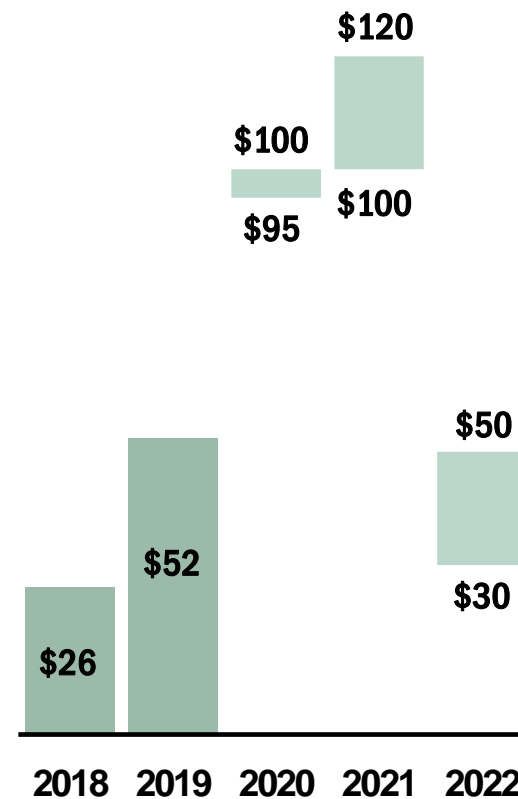
Financial Strength

Proven Results

AMBITIOUS PLANS

\$ million, year end and projected

CAPEX



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



World Class Operations

Low Cost Producer

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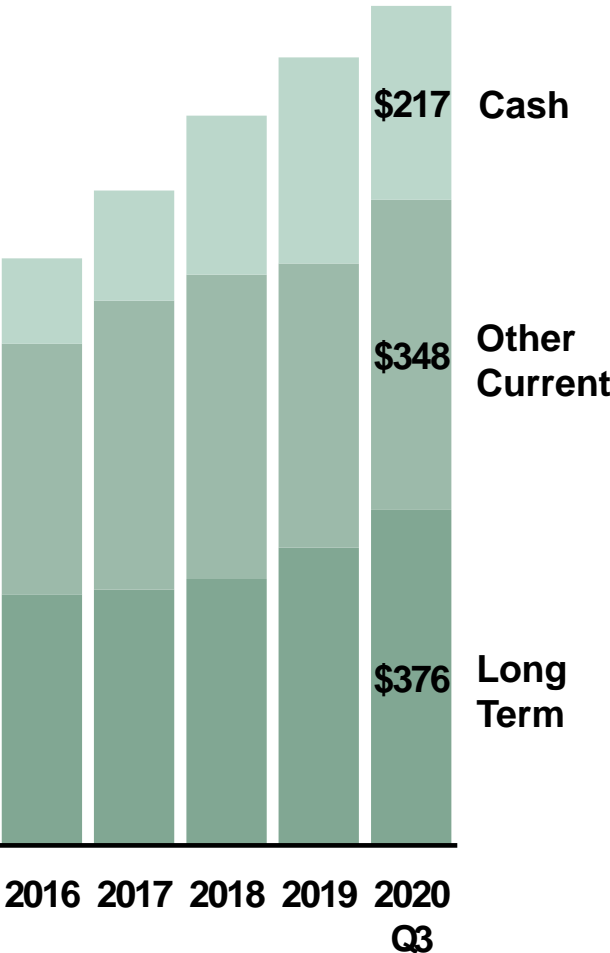
Financial Strength

Proven Results

STRONG ASSET GROWTH

\$ million, year and quarter end

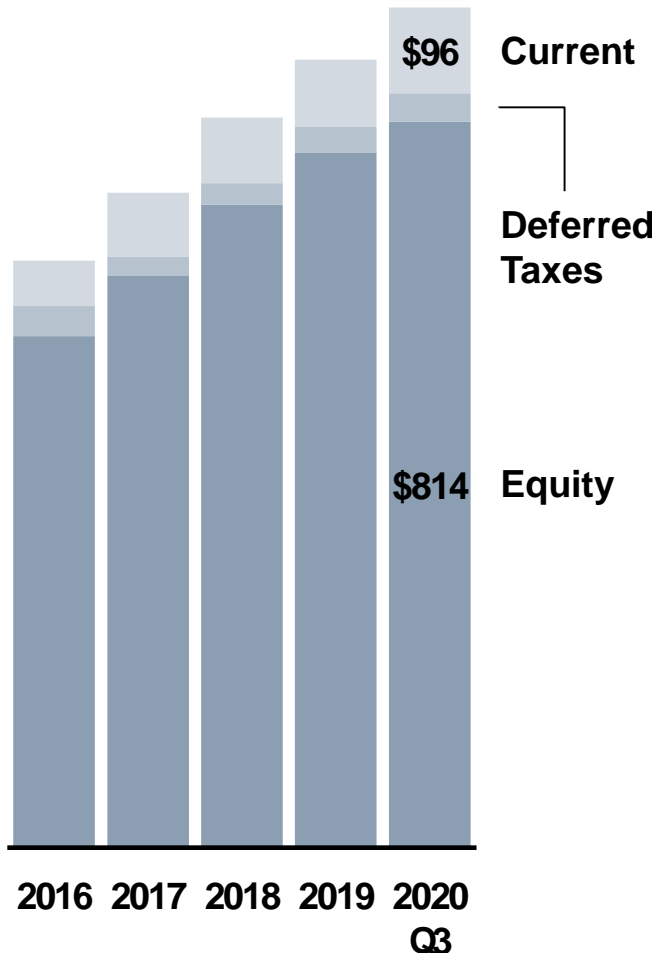
ASSETS



STRONG EQUITY GROWTH

\$ million, year and quarter end

LIABILITIES



FINANCIAL HIGHLIGHTS

as of September 30, 2020

CASH	\$217 Million
Current Ratio	5.9x
Unused Revolver	\$150 Million
TOTAL DEBT	\$0
Goodwill	\$0
Inventory Turn (Finished Goods)	11.8x
TBV/Share	\$39.37
Repurchased Shares (YTD)	441,250

Earnings Per Share & Book Value



World Class Operations

Low Cost Producer

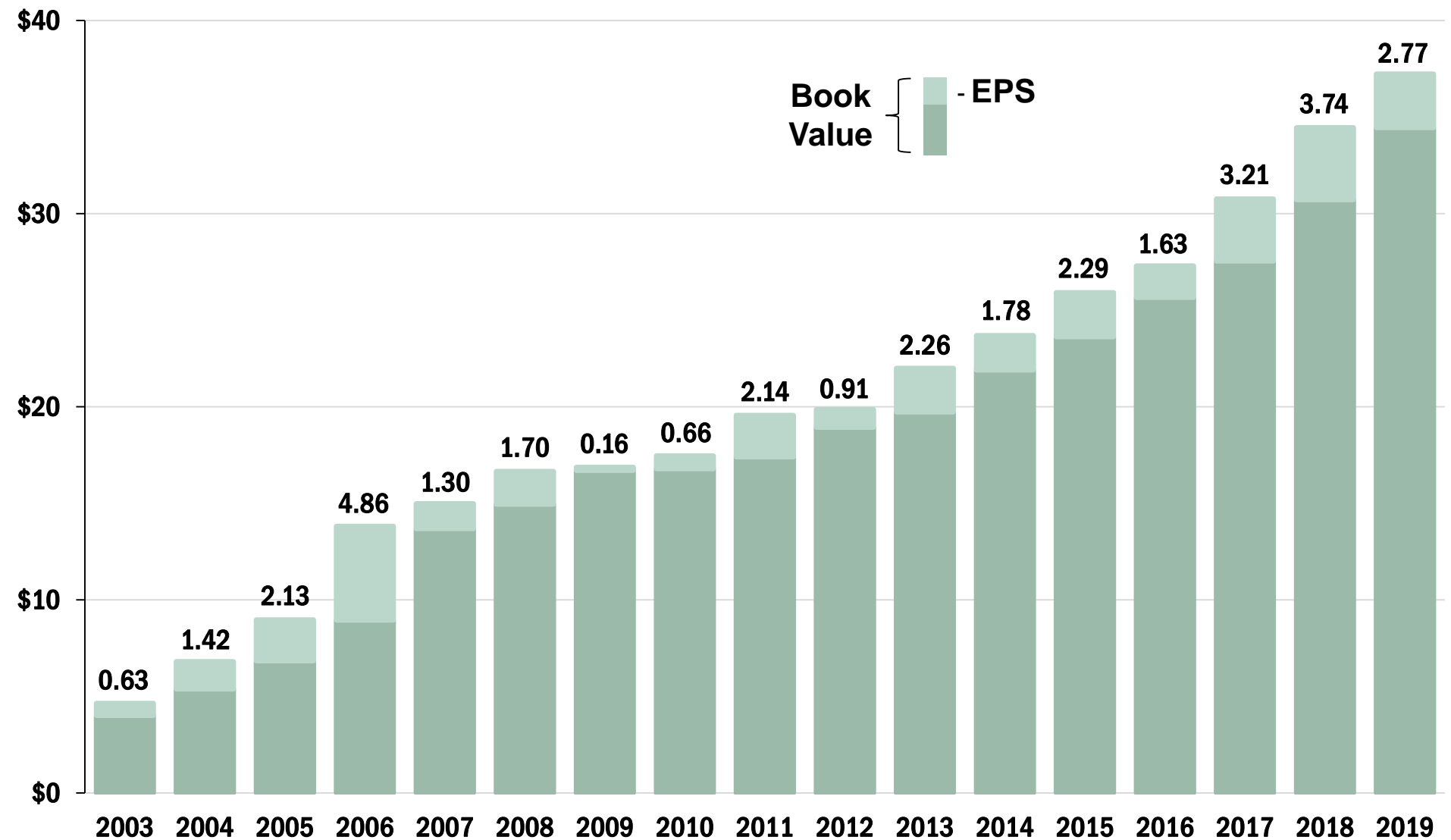
Vertical Integration

Environmental Governance

Reinvestment

Financial Strength

Proven Results



We have consistently produced positive equity growth, enjoying 25 years of profitability.

Net Income & EBITDA



World Class Operations

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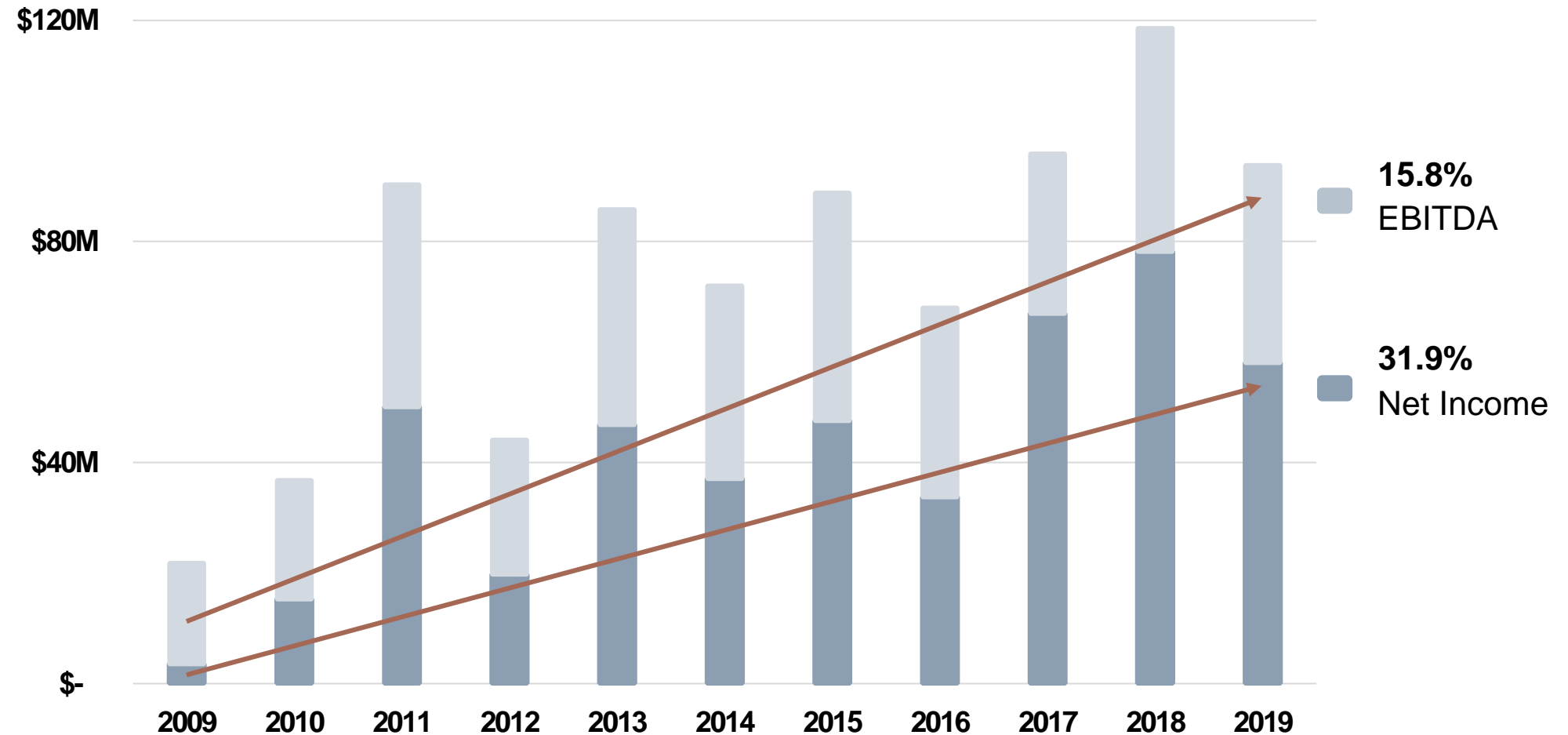
Reinvestment

Financial Strength

Proven Results

10 Year CAGR

as of December 31, 2019



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

Outperform Broad Market



World Class Operations

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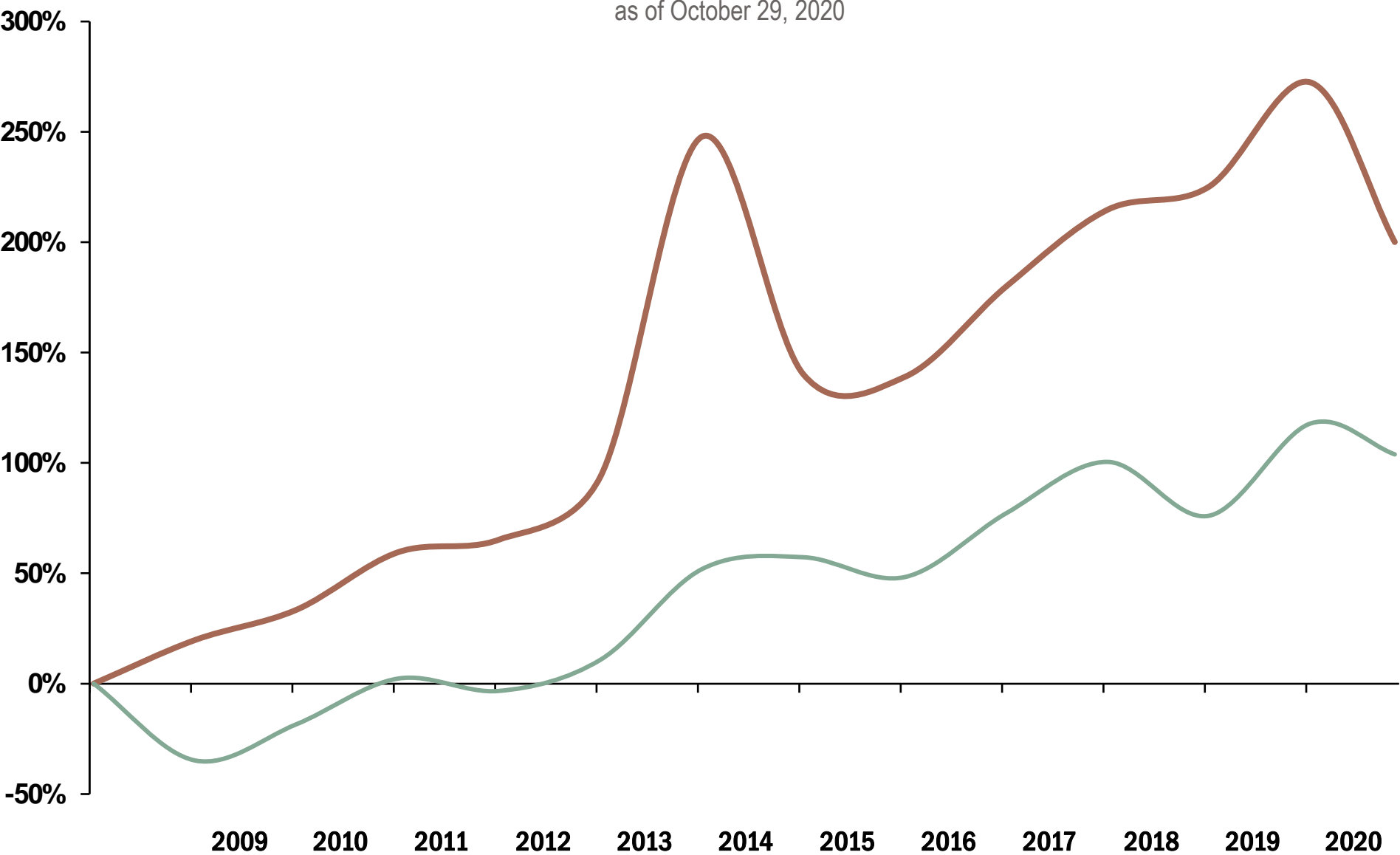
Reinvestment

Financial Strength

Proven Results

WIRE vs. Russell 2000

as of October 29, 2020



Summary



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 October 29, 2020

Stock Price	\$46.17
Market Capitalization	\$952.6M
TBV/Share	\$39.37
TTM 2020 Q3 Revenue	\$1,198.4M
TTM 2020 Q3 EPS (Diluted)	\$3.02
TTM 2020 Q3 EBITDA	\$100.4M
TTM 2020 Q3 Operating Cash Flow	\$93.2M

Forward Looking Statements

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".