

## Apogee Enterprises (APOG)

**\$32.48** (As of 12/27/19)

Price Target (6-12 Months): **\$28.00**

Long Term: 6-12 Months

**Zacks Recommendation:** Underperform

(Since: 12/26/19)

Prior Recommendation: Neutral

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**5-Strong Sell**

Zacks Style Scores:

VGM:B

Value: B

Growth: B

Momentum: F

### Summary

Apogee's third-quarter fiscal 2020 adjusted earnings per share (EPS) and revenues both declined from the prior year thanks to weak Architectural Framing Systems results. The company missed the Zacks Consensus Estimates on both counts. Apogee anticipates revenue growth between flat to down 1% for fiscal 2020 while EPS is estimated at \$2.15-\$2.30. The mid-point of the earnings guidance reflects year-over-year decline of 25%. Volumes in Architectural Framing Systems and Architectural Glass segments are expected to be lower in the fourth quarter due to customer-driven delays. Heightened competition from foreign players also poses a threat to the Glass segment. Moreover, operational difficulties in Architectural Framing Systems, higher corporate costs and startup costs in the Architectural Glass segment will also impact margins.

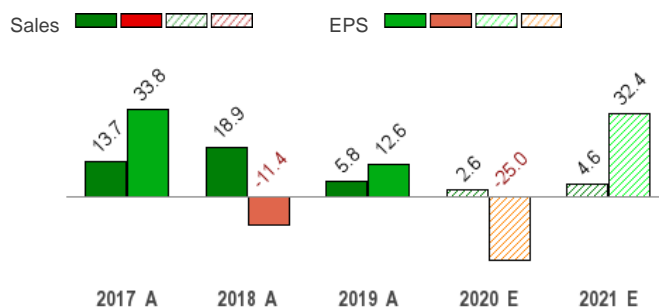
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	\$46.70 - \$28.87
20 Day Average Volume (sh)	297,314
Market Cap	\$862.5 M
YTD Price Change	8.8%
Beta	1.66
Dividend / Div Yld	\$0.70 / 2.2%
Industry	<a href="#">Glass Products</a>
Zacks Industry Rank	Bottom 1% (251 out of 252)

### Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	-25.0%
Last Sales Surprise	-5.4%
EPS F1 Est- 4 week change	-26.9%
Expected Report Date	NA
Earnings ESP	0.0%
P/E TTM	11.9
P/E F1	14.6
PEG F1	1.5
P/S TTM	0.6

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	369 E	384 E	380 E	390 E	1,505 E
2020	355 A	357 A	338 A	370 E	1,439 E
2019	337 A	362 A	358 A	346 A	1,403 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021					\$2.94 E
2020	\$0.58 A	\$0.72 A	\$0.57 A	\$0.35 E	\$2.22 E
2019	\$0.54 A	\$0.72 A	\$0.80 A	\$0.85 A	\$2.96 A

\*Quarterly figures may not add up to annual.

The data in the charts and tables, except sales and EPS estimates, is as of 12/27/2019. The reports text and the analyst-provided sales and EPS estimates are as of 12/30/2019.

## Overview

Apogee Enterprises is a leader in technologies for the design and development of value-added glass products, services, and systems. The company operates under four segments, with three of the segments serving the commercial construction market:

The **Architectural Glass** segment (25% of total revenues in fiscal 2019) fabricates glass used in customized window and wall systems forming the outside skin of commercial and institutional buildings. The segment consists of Viracon, a fabricator of coated, high-performance architectural glass for global markets. Its markets include the U.S. government, offices, education, health care and hotels.

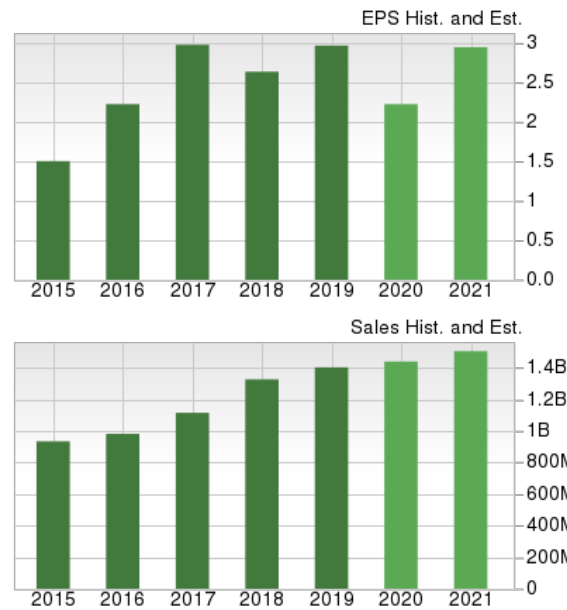
The **Architectural Services** segment (20%) is involved in designing, engineering, fabricating and installing walls and windows of glass constituting the outside skin of commercial and institutional buildings which are being constructed or renovated. The segment consists of Harmon, one of the largest U.S. full-service building glass installation and renovation companies. The Architectural Services segment operates mid to small-size complex projects in the U.S.

The **Architectural Framing Systems** (49%) designs, engineers, fabricates and finishes the aluminium frames used in customized aluminium and glass window, curtainwall, storefront and entrance systems structuring the outside skin and entrances of commercial and institutional buildings with features such as energy efficiency and hurricane protection. The segment comprises of Wausau Window and Wall Systems, Tubelite and Linetec.

The **Large-Scale Optical** (LSO) segment (6%) manufactures value-added glass and acrylic products for the picture framing market. The LSO segment consists of Tru Vue, a manufacturer of value-added glass and acrylic for the custom picture framing and fine art market.

On Jun 12, 2017, the company acquired the stock of EFCO Corporation (EFCO), a privately-held U.S. manufacturer of architectural aluminum window, curtainwall, storefront and entrance systems for commercial construction projects, for around \$190 million.

On Dec 14, 2016, Apogee acquired substantially all the assets of Sotawall, Inc., a privately-held Canadian designer and fabricator of high-performance, unitized curtainwall systems for commercial construction projects, for around \$138 million.



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## Reasons To Sell:

- ▼ Apogee lowered fiscal 2020 guidance to reflect lower-than-expected sales volumes in Architectural Framing Systems and Architectural Glass, and operational difficulties in Architectural Framing Systems. The company now expects revenue growth between flat to down 1% compared with previous growth of 1-3%. Adjusted earnings per share are anticipated in the band of \$2.15-\$2.30 compared with the previous estimate of \$3.00-\$3.20. The mid-point of the guidance reflects a year-over-year decline of 25% from the prior fiscal.
- ▼ In the Architectural Framing Systems, revenue growth is projected to be down mid-single digit in fiscal 2020, primarily owing to lower-than-expected revenues in the fiscal third quarter. Moreover, in the current quarter, the company noted higher-than-normal customer schedule delays. In the fourth quarter, operational improvements in Framing Systems is expected to be offset by lower revenues from increased customer-driven schedule delays, lower orders and some seasonality. Operating margin is projected between 5% and 5.5% in fiscal 2020, which includes the impact of manufacturing cost issues in the third quarter and lower-than-expected volumes in the fourth quarter.
- ▼ Architectural Glass revenues have been impacted by lower volumes resulting from increased competition from overseas competitors and some customer-driven delays. For the segment, Apogee expects revenue growth in the mid to upper-single digits in fiscal 2020. The company lowered full-year margin outlook for the segment to approximately 6% from prior expectation of 7%, primarily due to reduced leverage on lower volumes. Apogee is likely to incur approximately \$4 million to \$5 million of total start-up costs for the new Architectural Glass growth initiative. So far this year, the company has incurred \$2.9 million of start-up costs for this initiative. Consequently, the segment's margins in fiscal 2020 are anticipated to be affected by 100 to 150 basis points. Further, the segment's revenues are being impacted by a stronger U.S. dollar. With the strengthening of the dollar compared to other currencies, this disadvantages Apogee's U.S.-based glass operations and increases competitive pressure, particularly from European competitors.
- ▼ Costs associated with supply chain initiatives, and increased corporate costs from higher legal and other advisory expenses will hurt the company's margins in fiscal 2020.
- ▼ The Large-Scale Optical Technologies' sales are highly dependent on a small number of customers. Consequently, loss of a significant customer base or a substantial reduction in pricing or the shift of certain customers to a less favorable mix of value-added picture framing glass products could materially reduce the segment's sales and operating results. Furthermore, the segment depends on the strength of the retail picture framing market, which, in turn, is dependent on consumer confidence and the U.S. economy.

While Apogee's Architectural Framing Systems segment will be hurt by lower volumes, increased competition, customer-driven delays and startup costs will impact the Architectural Glass segment.

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## Risks

- The Large-Scale Optical segment continues to be a high performing business, delivering margins in line with targets. Notably, in the fiscal third quarter, operating margins came in at 28%. The Large-Scale Optical segment is expected to witness revenue growth in low to mid-single digits in fiscal 2020 and operating margin is expected at around 25%. The Architectural Services segment reported several order wins in third-quarter fiscal 2020. The segment ended the quarter with a record backlog of \$607 million, up 21% from the prior year. Backed by its strong pipeline, the company expects backlog growth in the fourth quarter. This is likely to drive top and bottom line for at least the next two years.
  - Apogee's continues to focus on strategy to diversify revenue streams, explore growth opportunities, and improve the efficiency and productivity of operations. This positions the company well to deliver stable growth and profitability. To address the issues in Architectural Framing Systems segment, the company is taking proactive steps. In addition to leadership change, it has initiated a plan focused on several operational and commercial improvements, including cost savings, integrated product management and pricing strategies, and supply chain and operational efficiencies. Apogee has made significant progress identifying procurement cost savings opportunities across the enterprise. Taken together, these cost reduction and performance improvement actions are expected to generate annual savings of \$30 to \$40 million when fully implemented. The company plans to utilize these savings to improve overall operating margins. Additionally, the company expects the cost reduction plan, when fully implemented, will significantly improve working capital and cash flow performance. The company also opened a new glass fabrication facility in Texas that will be focused on the short lead-time segment of the architectural glass market.
  - Apogee's segments have the potential to increase market share, expand into new geographies and markets, and introduce new products. The company believes the North American commercial construction markets will grow throughout fiscal 2020, as market activity continues to reflect solid growth in all U.S. regions and sectors, in particular, office and institutional building segments, both of which are core markets for Apogee. With internal market visibility from backlog, commitments and bidding activity, along with external metrics moving in the right direction, the company foresees continued market growth for the next few years.
  - Apogee is deploying capital to drive shareholders value, which will continue in fiscal 2020. So far this fiscal, the company returned \$33.8 million of cash to shareholders through share repurchases and dividend payments. Moreover, the company is making investments in order to drive organic growth and margin expansion. Apogee expects capital expenditures for fiscal 2020 at \$55 million. During the third quarter of fiscal 2020, the company also reduced total debt to \$251 million from \$273 million at the end of the second quarter. Through the balance of fiscal 2020, Apogee will utilize excess free cash flow to further reduce debt and repurchase shares.
  - Apogee continues to integrate the acquisition of EFCO Corporation, a U.S. manufacturer of architectural aluminum, windows, curtainwall, storefront and entrance systems for commercial construction projects. The EFCO acquisition expands the U.S. geographic penetration and product offerings of the Architectural Framing Systems segment.
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## Last Earnings Report

### Apogee Misses on Q3 Earnings & Revenues, Trims View

Apogee Enterprises delivered third-quarter fiscal 2020 (ended Nov 30, 2019) adjusted earnings per share of 57 cents, which missed the Zacks Consensus Estimate of 76 cents by a margin of 25%. The reported figure also declined 27% from the prior-year quarter.

Apogee reported revenues of \$337.9 million, missing the Zacks Consensus Estimate of \$357 million. The revenue figure also dropped 6% from the prior-year quarter.

Quarter Ending **11/2019**

Report Date	Dec 19, 2019
Sales Surprise	-5.38%
EPS Surprise	-25.00%
Quarterly EPS	0.57
Annual EPS (TTM)	2.72

### Operational Update

Cost of sales in the fiscal third quarter was down 4% year over year to \$263.6 million. Gross profit declined 12% year over year to \$74.3 million. Gross margin came in at 22% compared with the 23% recorded in the year-ago quarter.

Selling, general and administrative (SG&A) expenses came in at \$52.7 million, flat compared with the prior year quarter. Adjusted operating income plunged 30.8% year over year to \$21.7 million. Operating margin in the reported quarter was 6.4% compared with the prior-year quarter's 8.7%.

### Segment Performance

In the fiscal third quarter, revenues in the Architectural Framing Systems segment declined 9% year over year to \$165.5 million. The segment's operating income slumped 51% year over year to \$6.3 million.

Revenues in the Architectural Glass Systems segment slipped 9% year over year to \$89.4 million. Operating income came in at \$4 million, reflecting year-over-year decline of 30%.

Revenues in the Architectural Services segment were down 5% year over year to \$69 million. The segment's operating profit fell 25% year over year to \$6.5 million.

Revenues in the Large-Scale Optical Technologies segment climbed 4% year over year to \$24.4 million. Operating income improved 2% year over year to \$6.8 million.

### Backlog

The Architectural Services segment's backlog went up 21% to a record \$607 million in the reported quarter from the last quarter's \$502 million. Backlog in the Architectural Framing segment amounted to \$378 million compared with the prior-year quarter's \$388 million.

### Financial Position

Apogee had cash and cash equivalents of \$10.5 million at the end of the fiscal third quarter compared with \$41.4 million at the end of the prior-year quarter. Cash flow from operating activities were \$53.6 million as of Nov 30, 2019 compared with the \$70.6 million reported in the prior-year period. Long-term debt was \$95.8 million as of Nov 30, 2019 compared with \$245.7 million as of Mar 2, 2019.

So far in fiscal 2020, Apogee has returned \$33.8 million of cash to shareholders through share repurchases and dividend payments.

### Tepid Fiscal 2020 Guidance

The company has lowered its fiscal 2020 view due to lower-than-expected sales volumes in Architectural Framing Systems and Architectural Glass, as well as the operational difficulties in Architectural Framing Systems. These factors are likely to impact the fiscal fourth-quarter results.

Apogee now expects revenue growth between flat to down 1% compared with previous growth of 1%-3%. The company expects capital expenditures of \$55 million compared with the prior guidance of \$60-\$65 million. Adjusted earnings per share are predicted in the band of \$2.15-\$2.30 compared with the previous estimate of \$3.00-\$3.20.

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## Valuation

Apogee's shares are up 8.8% over the trailing 12-month period. Over the past year, the Zacks sub-industry was down 22.2% while the sector was up 23.9%.

The S&P 500 index has gained 27.9% in the past year.

The stock is currently trading at 10.27X forward 12-month earnings, which compares to 6.55X for the Zacks sub-industry, 18.23X for the Zacks sector and 18.75X for the S&P 500 index.

Over the past five years, the stock has traded as high as 30.98X and as low as 7.14X, with a 5-year median of 13.39X.

Our Underperform recommendation indicates that the stock will perform worse than the market. Our \$28 price target reflects 8.85X forward 12-month earnings.

The table below shows summary valuation data for APOG:

Valuation Multiples - APOG					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	10.27	6.55	18.23	18.75
	5-Year High	30.98	12.6	19.88	19.33
	5-Year Low	7.14	5.26	12.58	15.16
	5-Year Median	13.39	8.72	16.43	17.43
EV/EBITDA TTM	Current	7.73	2.81	17	11.93
	5-Year High	17.86	7.84	17.4	12.86
	5-Year Low	5.81	2.71	10.89	8.5
	5-Year Median	9.09	5.99	14.67	10.64
P/S F12M	Current	0.58	0.35	2.74	3.41
	5-Year High	1.62	0.77	2.74	3.41
	5-Year Low	0.49	0.3	1.51	2.54
	5-Year Median	1	0.55	1.96	3

As of 12/27/2019

## Industry Analysis Zacks Industry Rank: Bottom 1% (251 out of 252)



## Top Peers

Comfort Systems USA, Inc. (FIX)	Outperform
Armstrong World Industries, Inc. (AWI)	Neutral
Acuity Brands Inc (AYI)	Neutral
Continental Building Products, Inc. (CBPX)	Neutral
Hubbell Inc (HUBB)	Neutral
Lennox International, Inc. (LII)	Neutral
AAON, Inc. (AAON)	Underperform
Encore Wire Corporation (WIRE)	Underperform

Industry Comparison Industry: Glass Products				Industry Peers		
	APOG Underperform	X Industry	S&P 500	AWI Neutral	AYI Neutral	HUBB Neutral
<b>VGM Score</b>	<b>B</b>	-	-	<b>B</b>	<b>B</b>	<b>B</b>
Market Cap	862.51 M	3.33 B	23.80 B	4.55 B	5.46 B	8.07 B
# of Analysts	1	4	13	4	6	5
Dividend Yield	2.16%	1.83%	1.78%	0.85%	0.38%	2.45%
<b>Value Score</b>	<b>B</b>	-	-	<b>C</b>	<b>B</b>	<b>B</b>
Cash/Price	0.02	0.14	0.04	0.02	0.09	0.04
EV/EBITDA	8.04	6.79	13.88	14.14	9.79	13.75
PEG Ratio	1.46	1.35	2.13	1.31	1.35	1.99
Price/Book (P/B)	1.67	1.68	3.33	12.39	2.86	4.21
Price/Cash Flow (P/CF)	6.65	1.99	13.55	17.22	12.31	14.77
P/E (F1)	14.63	5.38	19.62	20.56	14.13	18.41
Price/Sales (P/S)	0.62	0.60	2.66	4.42	1.49	1.74
Earnings Yield	6.83%	18.57%	5.09%	4.87%	7.08%	5.43%
Debt/Equity	0.19	0.36	0.71	1.77	0.18	0.89
Cash Flow (\$/share)	4.89	5.97	6.94	5.46	11.20	10.03
<b>Growth Score</b>	<b>B</b>	-	-	<b>B</b>	<b>A</b>	<b>A</b>
Hist. EPS Growth (3-5 yrs)	12.81%	8.40%	10.48%	16.19%	15.22%	8.79%
Proj. EPS Growth (F1/F0)	-25.00%	-23.87%	6.14%	24.73%	1.86%	10.53%
Curr. Cash Flow Growth	-7.76%	1.07%	14.75%	7.22%	6.99%	28.74%
Hist. Cash Flow Growth (3-5 yrs)	19.50%	19.50%	8.93%	3.47%	15.70%	6.68%
Current Ratio	1.03	1.15	1.24	2.09	2.42	2.09
Debt/Capital	15.69%	26.24%	42.92%	63.91%	15.33%	47.22%
Net Margin	2.71%	2.71%	11.06%	19.55%	9.00%	8.34%
Return on Equity	14.60%	14.60%	17.10%	78.13%	19.50%	23.47%
Sales/Assets	1.24	0.67	0.54	0.57	1.19	0.93
Proj. Sales Growth (F1/F0)	2.62%	0.00%	2.49%	7.34%	-0.87%	3.51%
<b>Momentum Score</b>	<b>F</b>	-	-	<b>C</b>	<b>D</b>	<b>D</b>
Daily Price Chg	0.77%	0.25%	0.21%	-0.79%	0.97%	0.21%
1 Week Price Chg	-19.37%	-1.01%	1.46%	0.05%	4.34%	1.48%
4 Week Price Chg	-15.37%	0.85%	1.98%	-3.15%	3.51%	-0.16%
12 Week Price Chg	-12.29%	15.90%	9.78%	-1.25%	14.78%	15.75%
52 Week Price Chg	10.16%	11.68%	28.47%	62.34%	21.68%	49.83%
20 Day Average Volume	297,314	153,907	1,778,443	230,339	298,366	203,473
(F1) EPS Est 1 week change	-0.22%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	-26.91%	-16.79%	0.12%	-0.33%	-3.95%	-0.29%
(F1) EPS Est 12 week change	-26.91%	-7.27%	0.00%	0.00%	-0.52%	0.00%
(Q1) EPS Est Mthly Chg	-14.54%					

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## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

### Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

### Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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### Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	<b>B</b>
Growth Score	<b>B</b>
Momentum Score	<b>F</b>
VGM Score	<b>B</b>

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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### Disclosures

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