

## Beacon Roofing Supply (BECN)

**\$21.32** (As of 05/05/20)

Price Target (6-12 Months): **\$18.00**

Long Term: 6-12 Months

**Zacks Recommendation:** Underperform

(Since: 05/04/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

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

**5-Strong Sell**

Zacks Style Scores:

VGM:F

Value: C

Growth: F

Momentum: F

### Summary

Beacon Roofing's shares have broadly underperformed its industry over the past year. The trend is likely to continue, thanks to lower-than-expected earnings and net sales in first-quarter fiscal 2020. Also, the metrics declined 46.7% and 2.7%, respectively, from the prior-year period due to lower hurricane-related demand, increased depreciation expenses, higher fleet repairs and health care costs, as well as customer-specific event expenses. Estimates have moved south over the past 30 days, depicting analysts' concern surrounding its prospects. Nonetheless, the company is advancing with cost-saving initiatives and the employee transition process to reduce operating costs. Its TRI-BUILT private label program is also noteworthy. Moreover, it remains confident about fiscal 2020 net sales and adjusted EBITDA growth.

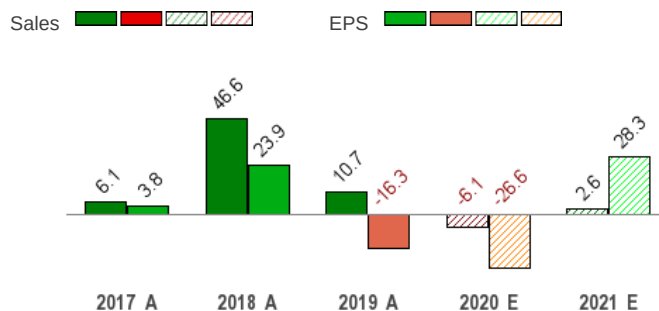
### Price, Consensus & Surprise



### Data Overview

|                            |                                            |
|----------------------------|--------------------------------------------|
| 52 Week High-Low           | \$40.00 - \$11.67                          |
| 20 Day Average Volume (sh) | 560,764                                    |
| Market Cap                 | \$1.5 B                                    |
| YTD Price Change           | -33.3%                                     |
| Beta                       | 1.77                                       |
| Dividend / Div Yld         | \$0.00 / 0.0%                              |
| Industry                   | <a href="#">Building Products - Retail</a> |
| Zacks Industry Rank        | Bottom 6% (238 out of 253)                 |

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



|                           |            |
|---------------------------|------------|
| Last EPS Surprise         | -25.6%     |
| Last Sales Surprise       | -2.3%      |
| EPS F1 Est- 4 week change | -18.6%     |
| Expected Report Date      | 05/07/2020 |
| Earnings ESP              | 88.8%      |
| P/E TTM                   | 11.7       |
| P/E F1                    | 12.8       |
| PEG F1                    | 1.3        |
| P/S TTM                   | 0.2        |

### Sales Estimates (millions of \$)

|      | Q1      | Q2      | Q3      | Q4      | Annual* |
|------|---------|---------|---------|---------|---------|
| 2021 | 1,544 E | 1,460 E | 1,839 E | 1,967 E | 6,841 E |
| 2020 | 1,675 A | 1,453 E | 1,665 E | 1,833 E | 6,669 E |
| 2019 | 1,722 A | 1,429 A | 1,925 A | 2,030 A | 7,105 A |

### EPS Estimates

|      | Q1       | Q2        | Q3       | Q4       | Annual*  |
|------|----------|-----------|----------|----------|----------|
| 2021 | \$0.17 E | -\$0.34 E | \$0.95 E | \$1.09 E | \$2.13 E |
| 2020 | \$0.32 A | -\$0.27 E | \$0.62 E | \$0.89 E | \$1.66 E |
| 2019 | \$0.60 A | -\$0.45 A | \$0.92 A | \$1.04 A | \$2.26 A |

\*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 05/05/2020. The reports text is as of 05/06/2020.

## Overview

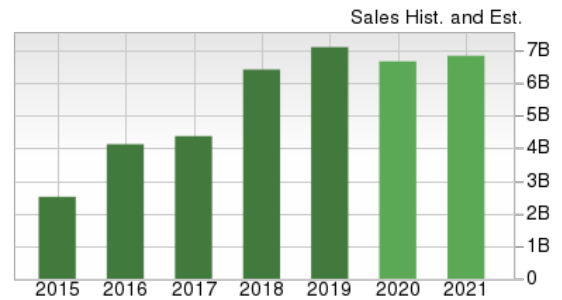
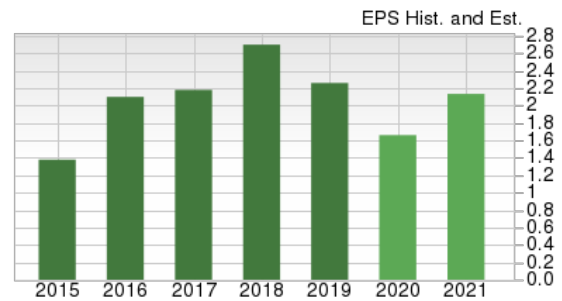
**Beacon Roofing Supply** is the largest distributor of residential and non-residential roofing materials in the United States and Canada. The company also distributes other complementary building products, including siding, windows, specialty exterior building products, insulation, and waterproofing systems for residential and non-residential building exteriors.

The company is one of the oldest and most recognized distributors in the industry. Beacon Roofing purchases products from a large number of manufacturers and then distributes these goods to its customers including contractors, home builders, retailers and building materials suppliers.

As of Dec 31, 2019, the company operated 530 branches across 50 states in the United States and six provinces in Canada, with a strong presence in the South, West and the Pacific Northwest. The company's product portfolio includes Residential roofing products, Non-residential roofing products and Complementary building products.

In fiscal 2019, Residential roofing products comprised 43.3% Beacon Roofing's existing market net sales, Non-residential roofing products accounted for 24%, and Complementary building products (siding, windows, insulation and waterproofing, among others) contributed the remaining 32.7%.

On Jan 14, 2020, the company announced rebranding of 40 brands across the United States and Canada that sell exterior products. These exterior product branches will now be named Beacon Building Products. Its interior, insulation, weatherproofing and two-step branches will continue to operate under same brand names.



---

## Reasons To Sell:

▼ **Dismal Bottom-Line Performance:** During the first quarter of fiscal 2020, Beacon Roofing's adjusted earnings decreased a whopping 46.7% on a year-over-year basis due to increased depreciation expenses, and high costs for fleet repairs and health care and customer-specific events. On a further discouraging note, its earnings lagged the Zacks Consensus Estimate in eight of the trailing 11 quarters. Gross margin contracted 80 bps to 24.5% during the fiscal first quarter. Adjusted EBITDA margin also contracted 150 bps to 5.6%.

Competitive pricing pressures, weather-related woes, raw-material cost inflation and strong competition remain headwinds

Weather-related woes, higher costs and competitive pricing have been pressurizing Beacon Roofing's margins over the last few quarters. As a distributor of residential roofing supplies, the company is sensitive to asphalt prices, which are highly volatile and often linked to oil prices. This is because oil is a significant input in asphalt production. Also, shingle prices have been volatile in recent years, partly due to volatility in asphalt prices. During fiscal 2019, cost of goods sold or COGS (as a percentage of net sales) grew 40 bps year over year. Also, in first-quarter fiscal 2020, the same increased 80 bps from a year ago.

Going ahead, increased prices might impact demand for these products, resulting in lower sales volumes. The company anticipates full-year fiscal 2020 demand to be flat with a year ago. Particularly in second-quarter fiscal 2020, lower hurricane-related demand will put pressure on top-line growth.

▼ **Pricing Pressure & Stiff Competition:** The commercial roofing market has been experiencing heightened competitive pricing pressures, of late. Moreover, even though repair remodel represents the majority product demand for Beacon Roofing, the timing of these replacement decisions can vary due to economic factors and weather conditions. Beacon Roofing belongs to a highly competitive industry. The maintenance, repair & operations (MRO) supply market is highly fragmented, with many smaller local players competing directly on price. Furthermore, general market softness, volatile exchange rates and uncertainty regarding weather conditions remain matters of concern.

▼ **Financial Results are Prone to Seasonal Fluctuations:** Beacon Roofing's business can be significantly impacted by inclement weather conditions, as a large portion of its work is done outdoors. Financial results of the company are also prone to seasonal fluctuations due to the same. Consequently, extended periods of adverse weather impact the company's earnings during the winter. Historically, the company generates lower earnings and substantially low sales during the second quarter.

▼ **Lower ROE:** Beacon Roofing's trailing 12-month return on equity (ROE) undercuts its growth potential. The company's ROE of 8.6% compares unfavorably with the industry average of 25.1%, reflecting the fact that it is less efficient in using its shareholders' funds.

---

---

## Risks

- **Cost-Reduction Initiatives:** Beacon Roofing is moving forward with the integration of the Allied Building Products acquisition. Regarding the specific synergy components, Beacon Roofing began consolidating procurement programs to secure the best supply arrangement from vendors on a market-by-market basis. It is also progressing on employee transitions process. The cost savings related to these decisions is just beginning to positively contribute to a reduction in operating costs.

During third-quarter fiscal 2019, the company announced fixed cost structure actions to reduce operating costs by \$25 million, in order to focus on growth and debt reduction. Of these, it managed to reduce \$4 million of operating costs in the fiscal fourth quarter fiscal 2019. The company expects to achieve its target in the remainder of fiscal 2020.

Encouragingly, during the fourth-quarter fiscal 2019, its adjusted operating cost contracted 40 basis points (bps) year over year. The company believes that these initiatives will benefit the bottom line in future. Moreover, higher repair and remodel activity, and increased new construction will benefit the company in the latter half of fiscal 2020.

- **Focus on Productivity Enhancement & Digital Platform:** Beacon Roofing remains focused on investing for its employees with additional tools and training that are enhancing productivity for consistently expanding product breadth and depth, including TRI-BUILT private label offering. The company is also targeting new customer subsets, including building bonds with national accounts, large retailers and 2-step customers.

The company will also gain from the successful execution of technology initiative in the growing e-commerce platform. Beacon Roofing expects strong demand environment and no incremental inflation in fiscal 2020. It remains on track with the long-term target of generating \$1 billion annual digital sales. The company continues to enhance the platform and add capabilities based on customer feedback. Given the lower cost to service, digital sales are generally accretive to gross margin.

- **Strategic Review of the Business:** Recently, the company undertook strategic review decision. Under this, the company integrated 40 brands across the United States and Canada that sell exterior products under Beacon Building Products. The new name reflects its ability to supply customers with a broad range of residential and commercial building products, and a unique service offering across North America.

The company is focused on improving sales and operating performance at exterior and interior branches, and intends to enhance overall customer experience with increased scope and scale of business. With this strategic action, its customers are likely to benefit from the industry's best e-commerce platform, a new OTC (On-Time and Complete) Delivery Network and a newly-designed website. Markedly, the OTC Network is developed to support in-store and online customers with enhanced product availability, delivery tracking and notification.

---

## Last Earnings Report

### Beacon Roofing Q1 Earnings Lag Estimates, Down Y/Y

Beacon Roofing Supply, Inc. reported lower-than-expected earnings and net sales in the first quarter of fiscal 2020. Also, its bottom line declined from the prior-year quarter's figure due to increased depreciation expenses along with high costs in the fleet repairs, health care and customer-specific event expenses.

Beacon Roofing reported adjusted earnings of 32 cents per share, which missed the Zacks Consensus Estimate of 43 cents by 25.6%. The reported figure declined 46.7% from 60 cents in the year-ago quarter.

Net sales of \$1,675 billion lagged the consensus mark of \$1,715 billion by 2.3%. The figure also declined 2.7% year over year. Lower hurricane-related demand impacted the results. Residential roofing product sales and complementary product sales declined 4.1% and 3.1%, respectively. However, non-residential roofing product sales inched up 0.2% year over year.

However, organic growth in regions, unaffected by hurricane, was flat year over year during the quarter.

### Operating Highlights

Cost of goods sold (contributing 75.5% to net sales) totaled \$1,264.4 million, up 0.8% year over year. Gross margin expanded 20 basis points (bps) sequentially to 24.5% but contracted 80 bps year over year.

Adjusted EBITDA margin contracted 150 bps to 5.6%.

### Segment Details

Sales in the Residential roofing product segment (contributing 41.9% to total first-quarter fiscal 2020 sales) fell 4.1% year over year to \$702.2 million. Sales in the Non-residential roofing product unit (25.1% to total sales) inched up 0.2% year over year to \$420.9 million.

Moreover, sales in the Complementary products (33% to total sales) declined 3.1% year over year to \$552 million. The decline was mainly due to modest volume declines in deflationary pricing in select categories, including steel studs, lumber and wallboard.

### Cash Position

As of Dec 31, 2019, Beacon Roofing had cash and cash equivalents of \$43.7 million, up from \$18.4 million at 2018-end. Cash used in operations was reported at \$125.3 million compared with \$336.9 million reported a year ago.

Quarter Ending **12/2019**

| Report Date      | Feb 03, 2020 |
|------------------|--------------|
| Sales Surprise   | -2.30%       |
| EPS Surprise     | -25.58%      |
| Quarterly EPS    | 0.32         |
| Annual EPS (TTM) | 1.83         |

## Valuation

Beacon Roofing's shares are down 33.4% in the year-to-date period and 43.3% over the trailing 12-month period. Stocks in the Zacks sub-industry are down 3.1% and 1.1% in the Zacks Retail-Wholesale sector, in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector is up 8.4% and 5.4%, respectively.

The S&P 500 index is down 11.8% in the year-to-date period and 1.6% in the past year.

The stock is currently trading at 10.97X forward 12-month earnings, which compares to 20.24X for the Zacks sub-industry, 28.44X for the Zacks sector and 20.36X for the S&P 500 index.

Over the past five years, the stock has traded as high as 25.35X and as low as 4.55X, with a 5-year median of 17.23X with the market. Our Underperform recommendation indicates that the stock will perform worse-than the market. Our \$18 price target reflects 9.27X forward 12-months earnings.

The table below shows summary valuation data for BECN.

| Valuation Multiples - BECN |               |       |              |        |         |
|----------------------------|---------------|-------|--------------|--------|---------|
|                            |               | Stock | Sub-Industry | Sector | S&P 500 |
| P/E F12M                   | Current       | 10.97 | 20.24        | 28.44  | 20.36   |
|                            | 5-Year High   | 25.35 | 21.5         | 28.44  | 20.36   |
|                            | 5-Year Low    | 4.55  | 16.02        | 19.06  | 15.19   |
|                            | 5-Year Median | 17.23 | 18.95        | 23.17  | 17.44   |
| P/S F12M                   | Current       | 0.22  | 1.41         | 0.99   | 3.2     |
|                            | 5-Year High   | 0.85  | 1.51         | 1.11   | 3.44    |
|                            | 5-Year Low    | 0.11  | 1.06         | 0.8    | 2.54    |
|                            | 5-Year Median | 0.56  | 1.27         | 0.93   | 3.01    |
| EV/EBITDA TTM              | Current       | 7.65  | 11.5         | 15.16  | 10.41   |
|                            | 5-Year High   | 20.06 | 12.89        | 16.33  | 12.86   |
|                            | 5-Year Low    | 6.56  | 8.46         | 10.9   | 8.28    |
|                            | 5-Year Median | 11.38 | 10.76        | 12.55  | 10.78   |

As of 05/05/2020

## Industry Analysis Zacks Industry Rank: Bottom 6% (238 out of 253)



## Top Peers

| Company (Ticker)                          | Rec          | Rank |
|-------------------------------------------|--------------|------|
| Gibraltar Industries, Inc. (ROCK)         | Outperform   | 2    |
| Armstrong World Industries, Inc. (AWI)    | Neutral      | 3    |
| BMC Stock Holdings, Inc. (BMCH)           | Neutral      | 5    |
| GMS Inc. (GMS)                            | Neutral      | 4    |
| Simpson Manufacturing Company, Inc. (SSD) | Neutral      | 4    |
| Tecnoglass Inc. (TGLS)                    | Neutral      | 3    |
| Builders FirstSource, Inc. (BLDR)         | Underperform | 5    |
| Owens Corning Inc (OC)                    | Underperform | 5    |

| Industry Comparison Industry: Building Products - Retail |              |            |           | Industry Peers |         |              |
|----------------------------------------------------------|--------------|------------|-----------|----------------|---------|--------------|
|                                                          | BECN         | X Industry | S&P 500   | BLDR           | BMCH    | OC           |
| Zacks Recommendation (Long Term)                         | Underperform | -          | -         | Underperform   | Neutral | Underperform |
| Zacks Rank (Short Term)                                  | 5            | -          | -         | 5              | 5       | 5            |
| VGM Score                                                | F            | -          | -         | B              | A       | D            |
| Market Cap                                               | 1.47 B       | 1.45 B     | 19.65 B   | 1.97 B         | 1.45 B  | 4.55 B       |
| # of Analysts                                            | 9            | 6          | 14        | 6              | 5       | 8            |
| Dividend Yield                                           | 0.00%        | 0.00%      | 2.18%     | 0.00%          | 0.00%   | 2.28%        |
| Value Score                                              | C            | -          | -         | B              | C       | D            |
| Cash/Price                                               | 0.03         | 0.05       | 0.06      | 0.01           | 0.12    | 0.05         |
| EV/EBITDA                                                | 10.60        | 7.25       | 11.77     | 7.06           | 7.25    | 6.50         |
| PEG Ratio                                                | 1.24         | 1.70       | 2.49      | NA             | NA      | 2.58         |
| Price/Book (P/B)                                         | 0.80         | 1.12       | 2.64      | 2.36           | 1.48    | 1.29         |
| Price/Cash Flow (P/CF)                                   | 3.20         | 5.87       | 10.48     | 5.61           | 7.57    | 4.79         |
| P/E (F1)                                                 | 12.73        | 15.77      | 19.10     | 13.41          | 19.96   | 17.07        |
| Price/Sales (P/S)                                        | 0.21         | 0.33       | 2.00      | 0.27           | 0.39    | 0.64         |
| Earnings Yield                                           | 7.79%        | 5.82%      | 4.99%     | 7.46%          | 5.00%   | 5.86%        |
| Debt/Equity                                              | 1.47         | 1.30       | 0.74      | 1.85           | 0.48    | 0.95         |
| Cash Flow (\$/share)                                     | 6.66         | 2.88       | 7.01      | 3.01           | 2.88    | 8.80         |
| Growth Score                                             | F            | -          | -         | A              | A       | C            |
| Hist. EPS Growth (3-5 yrs)                               | 13.35%       | 13.25%     | 10.87%    | 55.52%         | 35.34%  | 16.50%       |
| Proj. EPS Growth (F1/F0)                                 | -26.50%      | -24.06%    | -9.07%    | -39.71%        | -42.53% | -45.62%      |
| Curr. Cash Flow Growth                                   | 11.78%       | 0.60%      | 5.88%     | 7.81%          | -0.49%  | -2.64%       |
| Hist. Cash Flow Growth (3-5 yrs)                         | 40.23%       | 10.93%     | 8.55%     | 62.81%         | 45.68%  | 13.33%       |
| Current Ratio                                            | 2.01         | 2.01       | 1.24      | 1.87           | 2.38    | 1.63         |
| Debt/Capital                                             | 54.77%       | 55.66%     | 44.07%    | 64.96%         | 32.56%  | 48.66%       |
| Net Margin                                               | -0.47%       | 2.81%      | 11.00%    | 2.62%          | 3.00%   | -7.84%       |
| Return on Equity                                         | 8.60%        | 11.61%     | 16.39%    | 31.26%         | 12.59%  | 11.93%       |
| Sales/Assets                                             | 1.10         | 1.82       | 0.55      | 2.23           | 1.99    | 0.72         |
| Proj. Sales Growth (F1/F0)                               | -6.14%       | -4.53%     | -2.17%    | -4.53%         | -5.82%  | -12.85%      |
| Momentum Score                                           | F            | -          | -         | F              | C       | F            |
| Daily Price Chg                                          | 3.34%        | 1.70%      | 0.74%     | 0.36%          | 4.81%   | 4.00%        |
| 1 Week Price Chg                                         | 15.55%       | 15.55%     | 0.53%     | 17.05%         | 16.06%  | 11.37%       |
| 4 Week Price Chg                                         | 35.62%       | 21.18%     | 6.47%     | 24.36%         | 21.18%  | 9.77%        |
| 12 Week Price Chg                                        | -38.75%      | -29.36%    | -20.68%   | -34.01%        | -29.36% | -33.07%      |
| 52 Week Price Chg                                        | -43.34%      | -27.46%    | -10.95%   | 1.20%          | -3.88%  | -18.44%      |
| 20 Day Average Volume                                    | 560,764      | 466,095    | 2,492,530 | 1,364,558      | 466,095 | 1,345,450    |
| (F1) EPS Est 1 week change                               | 0.00%        | -0.02%     | 0.00%     | -7.35%         | 0.00%   | -37.20%      |
| (F1) EPS Est 4 week change                               | -18.62%      | -18.62%    | -7.39%    | -37.31%        | -51.04% | -43.99%      |
| (F1) EPS Est 12 week change                              | -32.75%      | -29.76%    | -14.21%   | -42.20%        | -49.73% | -51.95%      |
| (Q1) EPS Est Mthly Chg                                   | -24.90%      | -24.90%    | -13.52%   | -67.87%        | -48.54% | -97.81%      |

---

## 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.

---

### 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    | C |
| Growth Score   | F |
| Momentum Score | F |
| VGM Score      | F |

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.

---

### Disclosures

**This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock. The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page.** Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment. This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time. ZIR is not a broker-dealer. ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients. Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

No part of this report can be reprinted, republished or transmitted electronically without the prior written authorization of ZIR.