

Gibraltar Industries (ROCK)

\$53.33 (As of 03/05/20)

Price Target (6-12 Months): **\$61.00**

Long Term: 6-12 Months

Zacks Recommendation:

Outperform

(Since: 03/04/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

Zacks Rank: (1-5)

1-Strong Buy

Zacks Style Scores:

VGM:B

Value: D

Growth: A

Momentum: D

Summary

Shares of Gibraltar have outperformed the industry in the past six months. The uptrend is likely to continue as the company reported robust fourth-quarter 2019 results. Its results benefited from solid contribution from the Renewable Energy and Conservation segment. Moreover, the company is gaining from 80/20 simplification, interest savings on loan repayment and supply-chain initiatives. Further, strengthening of solar, greenhouse, perimeter security and infrastructure businesses remain catalysts. Of late, earnings estimates for current year have witnessed upward revisions. However higher input cost inflation has been hurting the company's performance to some extent. Moreover, continued volatility in material costs, owing to tariff-related issues, are adding to woes.

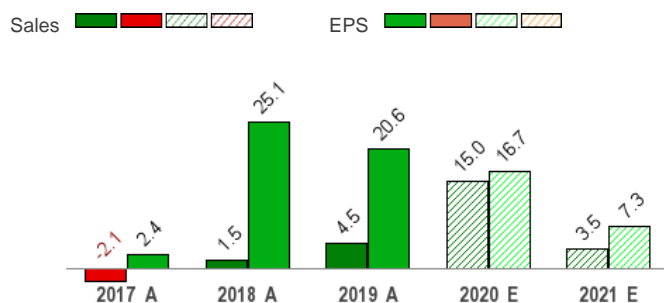
Price, Consensus & Surprise



Data Overview

52 Week High-Low	\$56.58 - \$35.29
20 Day Average Volume (sh)	222,322
Market Cap	\$1.7 B
YTD Price Change	5.7%
Beta	1.50
Dividend / Div Yld	\$0.00 / 0.0%
Industry	Building Products - Miscellaneous
Zacks Industry Rank	Top 32% (82 out of 255)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	5.1%
Last Sales Surprise	0.8%
EPS F1 Est- 4 week change	6.0%
Expected Report Date	05/01/2020
Earnings ESP	0.0%
P/E TTM	20.7
P/E F1	17.7
PEG F1	NA
P/S TTM	1.7

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021					1,246 E
2020	251 E	301 E	350 E	302 E	1,204 E
2019	227 A	263 A	299 A	258 A	1,047 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021					\$3.23 E
2020	\$0.37 E	\$0.82 E	\$1.10 E	\$0.72 E	\$3.01 E
2019	\$0.28 A	\$0.73 A	\$0.95 A	\$0.62 A	\$2.58 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 03/05/2020. The reports text is as of 03/06/2020.

Overview

Gibraltar Industries Inc. manufactures and distributes products to the industrial and buildings market. The products range from ventilation and expanded metal to mail storage solutions and rain dispersion products and solutions.

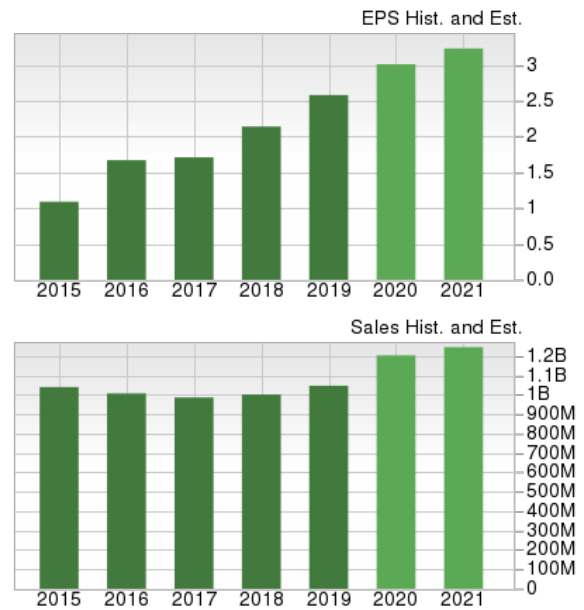
Gibraltar Industries has a leading presence in the industry due to its diversified product offering, through different market players like wholesalers, retail home centers, residential, commercial and transportation contractors, among others. Home Depot, other big box retailers and national building products wholesalers are some of its major customers.

The company reports its results in three operating segments, which are discussed below:

Residential Products (accounting for 39.2% of fourth-quarter 2019 total revenues): This segment deals with a range of products including rain dispersion, roof and ventilation products, both single and cluster units, trims and flashings for single and multifamily residences, mail storage and low rise commercial buildings. These products are offered for residential housing.

Industrial and Infrastructure Products (17.6%): In the segment, Gibraltar Industries offers products including bridge bearings and roadway expansion joints, bar grating and expanded and perforated metals. These products are sold to end markets including transportation infrastructure, discrete and process manufacturing and energy.

Renewable Energy and Conservation (43.2%): The segment focuses on installation, manufacture and design of solar racking systems and specialized greenhouse structures. Services and products offered under this segment are directly available to end users through various distribution networks.



Reasons To Buy:

▲ **Better-than-Expected Top and Bottom Line Performance:** Shares of Gibraltar have outperformed the industry in the six months. The company has impressed investors with better-than-expected earnings for the second straight quarter. In fourth-quarter 2019, the company's earnings and sales gained 31.9% and 7.1%, following an increase of 33.8% and 6.8%, respectively, in third-quarter 2019. Solid contribution from the Renewable Energy and Conservation segment boosted the company's fourth-quarter results.

Increased infrastructure spending in the United States, and the four-pillar value creation strategy will likely boost Gibraltar's revenues and profitability in the quarters ahead.

▲ **Four-Pillar Value Creation Strategy:** Gibraltar is progressing well operationally as well as financially on the back of its four-pillar value creation strategy that comprises operational excellence, product innovation, portfolio management and acquisitions as a strategic accelerator.

The first pillar, i.e. operational excellence, focuses on reducing complexity, adjusting costs and simplifying its product offering through 80/20 initiatives. Focusing on the best as well as biggest opportunities, (the "80") along with eradicating complexity related to less profitable opportunities (the "20") is benefiting the company to drive organic growth by developing new and innovative products, while simultaneously focusing on selling and marketing efforts. Moreover, the company has completed major part of the strategy and expects to realize benefits from simplification projects in the near term. Markedly, in the fourth quarter, the company's adjusted operating margin improved 150 basis points (bps), which was driven by operational execution and volume leverage, and favorable product and vertical market mix.

Product innovation is the second strategic pillar. Through this pillar, the company remains focused on products with patent protection, developed internally or through acquired product lines, which helps it to drive the top line. In order to develop these innovative products, the company is using trade-focused selling and marketing techniques, as well as leveraging its core competencies of engineering, manufacturing and installation. Also, it is focused on higher-margin businesses with strong organic growth opportunities, which are likely to increase its profitability in the future.

Portfolio management, the third pillar, involves the evaluation of its product lines, customers and end markets, with the objective of allocating leadership time and financial resources to the highest-potential platforms and businesses.

Lastly, the fourth pillar of the strategy is acquisitions, which is key part of Gibraltar's transformation. The company remains committed to acquire those companies that have a significant long-term value. The company generally seeks to acquire assets that have attractive end markets, with unique value propositions and patented products or technologies. Notably, on Aug 23, 2018, the company acquired privately-held SolarBos, a provider of electrical balance of systems products for the solar renewable energy market in the United States. Also, on Aug 30, 2019, it acquired Apeks Supercritical, which holds a leading position in extraction processing with a strong leadership team, patented technology, and leading-edge clean extraction technology in the United States. The acquisition strengthens Gibraltar's position in the United States solar renewable energy market.

In a nutshell, these above-mentioned strategies have helped the company to generate strong financial results, make more efficient use of capital and deliver higher shareholder returns.

▲ **Strong Renewable/Conservation Markets Potential:** The company remains encouraged by the long-term market growth prospects of both Renewable Energy and Conservation businesses. U.S. solar growth has remained undeterred by the solar panel tariffs. A study by the Solar Energy Industries Association and GTM Research reveals that solar energy has become a cost-effective option for most part of the United States, despite the tariffs being levied on imported PV panels that worried the industry.

Meanwhile, on the Conservation front, the company remains optimistic about the legal cannabis market, which is expected to grow to \$57 billion worldwide over the next ten years (per a report by Arcview Market Research). Gibraltar's Conservation business has been witnessing robust growth given the cannabis market and the momentum is expected to continue in the coming period. Strong demand from both domestic renewable energy and conservation markets, along with continued traction of innovative products are likely to fuel growth of the company.

Notably, the segment's fourth-quarter net sales increased 26.4% year over year (21.4% on an organic basis) to \$111.4 million. The Apeks Supercritical acquisition contributed 5% to the top line. The uptick can be attributed to solid demand for its commercial greenhouse growing solutions, including design, structures system integration, field project management and general contracting services.

▲ **Solid Economy & Homebuilding Market:** The U.S. housing market started building up strength since the beginning of 2019, after a torrid second-half 2018, backed by declining mortgage rates, solid job market and a moderate rise in home prices. All these point toward continually strong demand in 2020, benefiting Gibraltar's Residential Products segment.

Reasons To Sell:

▼ **Rising Costs & Declining Volumes:** Higher input cost inflation has been hurting the company's performance to some extent. The steel and aluminum tariffs announced earlier in 2018 continued to impact its material costs. Although the company has been working to recover higher commodity cost through price increases, it expects continued volatility in material costs owing to tariff-related issues. Rising cost, if not checked, might weigh over Gibraltar's bottom-line performance in the quarters ahead.

Rising costs and lower volumes, if not checked, will continue to hurt Gibraltar Industries' performance in the upcoming quarters.

Gibraltar has been investing in new products and pursuing innovation of the existing ones in order to better serve customers. To this end, it has introduced single-axis solar tracker solutions that provide flexibility to adapt to a variety of site conditions and potentially reduces the costs associated with civil work on projects. In fourth-quarter 2019, selling, general and administrative expenses increased 25.1% year over year to \$45.2 million. As a percentage of sales, the metric increased 230 bps year over year.

▼ **Seasonal Influence on the Business:** Gibraltar's business has been historically subjected to seasonal influences, with higher sales typically realized in the second and third quarters.

▼ **Dependence on Government Funding:** Gibraltar Industries prepares complex designing components for elevated highways and bridges. Construction of these projects involves long gestation periods and hence, is generally funded by the government authorities. As a result, demand in the company's construction market is highly dependent on government funding. Moreover, the company is exposed to customer concentration risks as it derives a large portion of its sales from only a handful of customers. Moreover, Gibraltar Industries does not have long-term contracts with its clients. This leads to a possibility of termination of the purchase, leading to a severe loss.

Last Earnings Report

Gibraltar Q4 Earnings Beat Estimate

Gibraltar Industries reported fourth-quarter 2019 results. The company's earnings and sales not only topped analysts' expectations but also rose year over year on solid contribution from the Renewable Energy and Conservation segment.

The company's adjusted earnings of 62 cents per share beat the Zacks Consensus Estimate of 59 cents by 5.1%. The bottom line also increased 31.9% year over year on higher organic growth in Renewable Energy & Conservation, lower interest expense, and benefits from operational excellence initiatives.

Net sales of \$258.1 million beat the consensus mark of \$256 million by 0.8%. On a year-over-year basis, the top line increased 7.1%, out of which 5.3% was organic, led by the Renewables & Conservation business. Meanwhile, the acquisition of Apeks Supercritical contributed 1.8% to revenue growth.

Markedly, the company's backlog was \$218 million (as of Dec 31, 2019), up 35% year over year, as it increased participation in Renewable Energy and Conservation, as well as Infrastructure and Residential end markets.

Segmental Details

Residential Products: Net sales in the segment declined 1.1% year over year to \$101.2 million during the quarter. A modest increase in volumes was partly offset by market price.

Adjusted operating margins contracted 30 basis points (bps) to 13.1%. The downside was mainly caused by unfavorable product mix, which was offset by improved material cost alignment and 80/20 simplification initiatives.

Industrial and Infrastructure Products: Sales in the segment decreased 9.9% year over year to \$45.5 million. The drop was due to lower pricing and demand for core Industrial products. Notably, customers delayed purchases to optimize their inventory in a declining steel price environment.

Adjusted operating margins expanded 30 bps to 7%, backed by a more favorable mix of higher margin products and solid execution of 80/20 profit improvement efforts.

Renewable Energy and Conservation: Quarterly net sales in the segment rose 26.4% year over year (21.4% on an organic basis) to \$111.4 million. The Apeks Supercritical acquisition contributed 5% to top-line growth. The uptick can be attributed to solid demand for its commercial greenhouse growing solutions, including design, structures system integration, field project management and general contracting services. Meanwhile, segment backlog grew 51% year over year owing to healthy market dynamics.

Adjusted operating margins of 15.2% were up 360 bps on better operating execution, volume leverage, and favorable product and vertical market mix.

Costs and Margins

Selling, general and administrative expenses increased 25.1% year over year to \$45.2 million. As a percentage of sales, the metric increased 230 bps year over year. Adjusted operating income grew 25.1% in the quarter and margin of 10.2% expanded 150 bps year over year.

Balance Sheet and Cash Flow

As of Dec 31, 2019, Gibraltar had cash and cash equivalents worth \$191.4 million compared with \$297 million at the end of 2018.

In 2019, the company provided \$129.9 million cash from operating activities compared with \$97.5 million in the year-ago period.

2019 Highlights

Adjusted earnings of \$2.58 per share advanced 20.6% from \$2.14 earned in 2018. Revenues of 1.05 billion grew 4.5% from a year ago, buoyed by higher contribution from the Renewable Energy & Conservation segment. Adjusted operating margin also grew 40 bps to 10.5% in the year.

2020 Guidance

Gibraltar expects consolidated revenues in the range of \$1,210-\$1,230 million. The company projects adjusted earnings in the range of \$2.95-\$3.12 per share. Adjusted operating income is expected in the range of \$133-\$141 million. Adjusted operating margin is expected in the range of 11-11.4%.

Quarter Ending **12/2019**

Report Date	Feb 28, 2020
Sales Surprise	0.79%
EPS Surprise	5.08%
Quarterly EPS	0.62
Annual EPS (TTM)	2.58

Recent News

Gibraltar Buys Thermo Energy, Fortifies Commercial Greenhouse - Jan 19, 2020

Gibraltar Industries, Inc. announces the acquisition of Canada-based Thermo Energy Systems, which will enable it to penetrate into the biologically-grown organic food market. Courtesy of its best-in-class execution, experience and domain knowledge, Thermo Energy is expected to contribute annual revenues of approximately \$75 million. The acquisition is expected to be accretive for 2020.

Valuation

Gibraltar shares are up 5.7% year-to-date and 36% in the trailing 12-month period. Stocks in the Zacks sub-industry is down by 8.9% while Zacks Construction sector is down by 4.8% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector were up by 11.7% and 16.5%, respectively.

The S&P 500 index is down 6.4% in the year-to-date period, but up 8.6% in the past year.

The stock is currently trading at 17.79X forward 12-month earnings, which compares to 12.74X for the Zacks sub-industry, 14.99X for the Zacks sector and 17.3X for the S&P 500 index.

Over the past five years, the stock has traded as high as 32.24X and as low as 13.93X, with a 5-year median of 18.86X. Our Outperform recommendation indicates that the stock will perform better-than the market. Our \$61 price target reflects 19.37X forward 12-month earnings.

The table below shows summary valuation data for ROCK.

Valuation Multiples - ROCK					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	17.79	12.74	14.99	17.3
	5-Year High	32.24	17.9	18.86	19.34
	5-Year Low	13.93	7.13	10.71	15.18
	5-Year Median	18.86	13.85	15.95	17.44
P/S F12M	Current	1.54	1.11	1.83	3.19
	5-Year High	1.67	3.59	2.23	3.43
	5-Year Low	0.48	0.69	1.25	2.54
	5-Year Median	1.09	0.88	1.65	3.01
EV/EBITDA TTM	Current	11.52	20.11	19.28	11.52
	5-Year High	15.33	30.63	22.93	12.88
	5-Year Low	8.03	17.86	14.63	8.49
	5-Year Median	10.83	23.43	19.35	10.79

As of 03/05/2020

Industry Analysis Zacks Industry Rank: Top 32% (82 out of 255)



Top Peers

Armstrong World Industries, Inc. (AWI)	Outperform
TopBuild Corp. (BLD)	Neutral
Builders FirstSource, Inc. (BLDR)	Neutral
Masco Corporation (MAS)	Neutral
Quanex Building Products Corporation (NX)	Neutral
PGT, Inc. (PGTI)	Neutral
Simpson Manufacturing Company, Inc. (SSD)	Neutral
Caesarstone Ltd. (CSTE)	Underperform

Industry Comparison Industry: Building Products - Miscellaneous				Industry Peers		
	ROCK Outperform	X Industry	S&P 500	BECN Neutral	OC Neutral	SSD Neutral
VGM Score	B	-	-	D	B	B
Market Cap	1.73 B	927.90 M	21.47 B	2.02 B	5.73 B	3.73 B
# of Analysts	2	2	13	9	8	2
Dividend Yield	0.00%	0.00%	2.04%	0.00%	1.81%	1.10%
Value Score	D	-	-	C	A	F
Cash/Price	0.12	0.11	0.05	0.02	0.03	0.07
EV/EBITDA	14.53	8.08	12.81	11.90	7.37	16.13
PEG Ratio	NA	1.27	1.88	1.16	0.90	NA
Price/Book (P/B)	2.55	1.52	2.95	1.10	1.23	4.17
Price/Cash Flow (P/CF)	16.51	10.44	11.75	4.42	6.02	21.59
P/E (F1)	17.72	17.16	17.19	11.88	10.44	24.63
Price/Sales (P/S)	1.65	1.17	2.32	0.29	0.80	3.28
Earnings Yield	5.64%	5.69%	5.81%	8.43%	9.57%	4.06%
Debt/Equity	0.03	0.47	0.70	1.47	0.67	0.03
Cash Flow (\$/share)	3.23	2.52	7.01	6.66	8.80	3.89
Growth Score	A	-	-	F	C	A
Hist. EPS Growth (3-5 yrs)	29.86%	20.63%	10.85%	13.35%	20.63%	21.79%
Proj. EPS Growth (F1/F0)	16.67%	11.61%	6.27%	9.54%	11.73%	14.43%
Curr. Cash Flow Growth	15.67%	8.86%	6.07%	11.78%	-2.64%	-4.69%
Hist. Cash Flow Growth (3-5 yrs)	21.12%	14.76%	8.52%	40.23%	13.33%	13.26%
Current Ratio	1.91	1.76	1.23	2.01	1.55	4.03
Debt/Capital	2.84%	39.42%	42.57%	54.77%	40.08%	3.04%
Net Margin	6.21%	4.54%	11.69%	-0.47%	5.66%	11.79%
Return on Equity	13.14%	11.50%	16.66%	8.60%	11.30%	15.43%
Sales/Assets	1.12	1.05	0.54	1.10	0.71	1.06
Proj. Sales Growth (F1/F0)	14.99%	3.58%	3.90%	1.20%	1.16%	6.70%
Momentum Score	D	-	-	D	C	B
Daily Price Chg	-2.02%	-2.65%	-3.79%	-5.56%	-9.50%	-0.87%
1 Week Price Chg	-8.44%	-10.24%	-12.06%	-11.40%	-14.16%	-6.68%
4 Week Price Chg	-2.18%	-9.08%	-10.92%	-15.95%	-15.53%	-3.15%
12 Week Price Chg	0.40%	-5.98%	-8.10%	-2.52%	-19.32%	6.49%
52 Week Price Chg	36.01%	12.00%	4.09%	-14.56%	12.51%	40.13%
20 Day Average Volume	222,322	190,276	2,483,920	488,056	1,507,058	282,602
(F1) EPS Est 1 week change	6.74%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	5.99%	-1.44%	-0.06%	-0.27%	-1.27%	0.00%
(F1) EPS Est 12 week change	6.36%	-1.33%	-0.42%	-2.88%	-1.33%	-2.99%
(Q1) EPS Est Mthly Chg	-3.95%	-5.17%	-0.29%	-3.64%	-11.71%	0.00%

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	D
Growth Score	A
Momentum Score	C
VGM Score	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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