



Apogee Enterprises, Inc.

Fiscal 2021 First Quarter Earnings Call

June 26, 2020

Non-GAAP measures & forward-looking statements

This presentation contains non-GAAP financial measures which the company uses to evaluate historical and prospective financial performance, measure operational profitability on a consistent basis, and provide enhanced transparency to the investment community. Definitions for these non-GAAP financial measures are included in today's press release and reconciliations to the most directly comparable GAAP measures are included at the end of this presentation.

This presentation also contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements reflect Apogee management's expectations or beliefs as of the date of this release and actual results may differ as a result of various factors that could affect Apogee's business and financial results. The company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. More information about factors that could affect Apogee's business and financial results can be found in the company's filings with the U.S. Securities and Exchange Commission

Agenda

Introductory remarks and business update

Joe Puishys

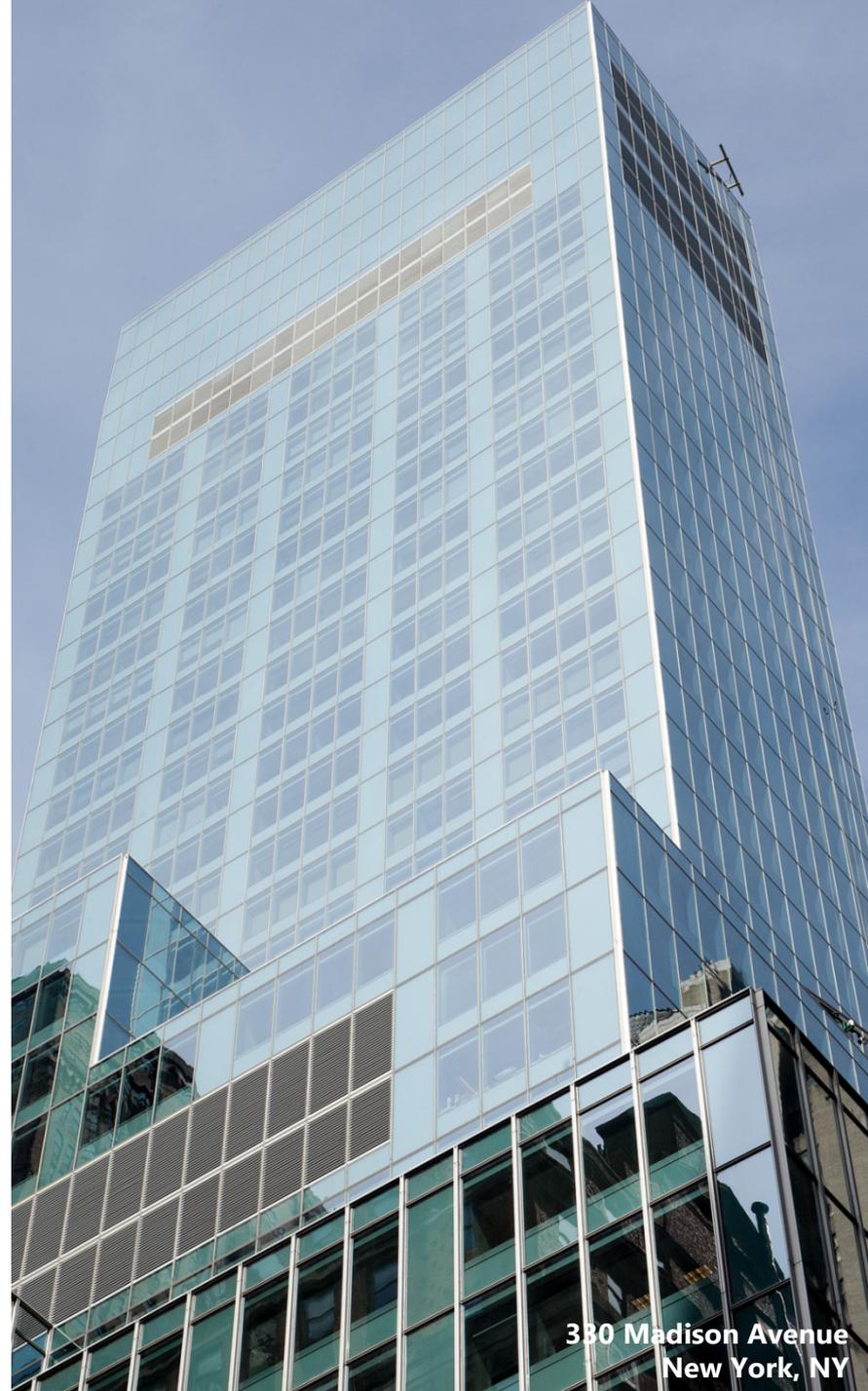
Chief Executive Officer

Financial results

Nisheet Gupta

Executive Vice President and CFO

Q&A



380 Madison Avenue
New York, NY

FY2021 First Quarter Highlights

- Significant COVID-19 related headwinds impacted revenue and costs across our business
- Despite headwinds, our business remained profitable, with strong cash flow & backlog growth
 - Effectively managed costs and capacity in the face of substantial volume declines
 - Continued strong performance and increased backlog in Architectural Services
 - Positive free cash flow, well above prior-year level
- Seeing signs of improving economic conditions – optimistic in path to improved results in the coming quarters
- Confident in our long-term outlook, despite significant near-term uncertainty
- Remain focused on the health & safety of our employees, while serving our customers

Effectively managing what we can control in a challenging environment

FY2021 Q1 Consolidated Results

All numbers in \$M, except per share and where noted	1 st Quarter FY21	1 st Quarter FY20
Revenues	\$289.1	\$355.4
Operating income	6.5	23.0
Adjusted operating income*	7.8	23.0
Operating margin	2.2%	6.5%
Adjusted operating margin*	2.7%	6.5%
Adjusted EBITDA*	20.4	34.1
Interest and other expense, net	2.5	2.6
Tax rate	28.2%	24.4%
Earnings per diluted share	\$0.11	\$0.58
Adjusted EPS*	\$0.15	\$0.58

*See reconciliation of non-GAAP financial measures tables at the end of this presentation.

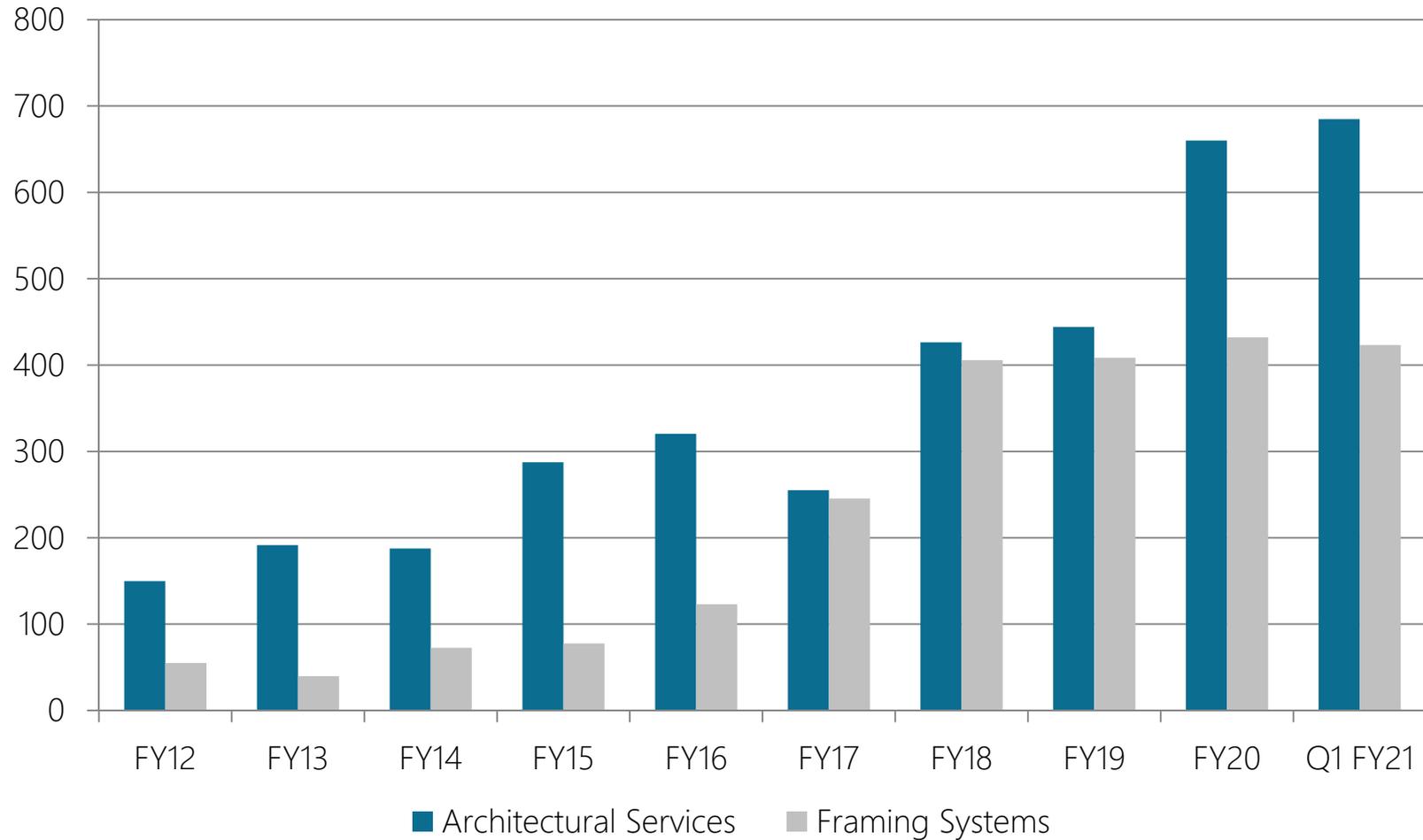
FY2021 Q1 Segment Results

All numbers in \$M, except where noted

	1 st Quarter FY21	1 st Quarter FY20
Revenues		
Architectural Framing Systems	\$150.2	\$180.5
Architectural Glass	76.9	100.3
Architectural Services	63.6	65.1
Large-Scale Optical	6.3	21.3
Operating Margin		
Arch. Framing Systems	4.9%	6.8%
Architectural Glass	(0.6)%	6.4%
Architectural Services	8.4%	7.0%
Large-Scale Optical	(49.6)%	19.6%

Backlog Trend

Segment Backlog at Period End



Cash Flow and Balance Sheet

All numbers in \$M	Q1 FY21	Q1 FY20
Cash flow from operations	\$24.0	\$(9.7)
Capital expenditures	8.6	11.2
Free cash flow*	15.4	(20.9)
Share repurchases	4.7	20.0
Dividends paid	4.9	4.6
Total debt	210.9	293.3

*Free cash flow is defined as cash flow from operations less capital expenditures.

Concluding Remarks

- Significant COVID-19 related headwinds impacted Q1
- Health & safety of our employees remains top priority
- Strong cash flow and financial position
- Substantial backlog in long lead-time businesses
- Seeing signs of improving economic conditions – optimistic in path to improved results in the coming quarters
- Managing what we can control in a challenging environment
- Remain confident in our long-term outlook and potential for future earnings and cash flow growth



One World Trade Center
New York, NY



enterprises, inc.

Reconciliation of Non-GAAP Financial Measures

Adjusted Net Earnings and Adjusted Earnings per Diluted Common Share

(Unaudited)

<i>In thousands</i>	Thirteen	
	Weeks Ended	
	May 30, 2020	June 1, 2019
Net earnings	\$ 2,876	\$ 15,443
COVID-19 (1)	1,380	—
Income tax impact on above adjustments	(389)	—
Adjusted net earnings	\$ 3,867	\$ 15,443
	Thirteen	
	Weeks Ended	
	May 30, 2020	June 1, 2019
Earnings per diluted common share	\$ 0.11	\$ 0.58
COVID-19 (1)	0.05	—
Income tax impact on above adjustments	(0.01)	—
Adjusted earnings per diluted common share	\$ 0.15	\$ 0.58

(1) Adjustment for COVID-19-related costs, primarily incremental labor costs due to quarantine-related absenteeism and personal protective equipment for employees.

Reconciliation of Non-GAAP Financial Measures

Adjusted Operating Income and Adjusted Operating Margin (Unaudited)

<i>In thousands</i>	Thirteen Weeks Ended May 30, 2020		
	Corporate	Consolidated	
	Operating loss	Operating income	Operating margin
Operating income (loss)	\$ (2,544)	\$ 6,469	2.2%
COVID-19 (1)	1,380	1,380	0.5%
Adjusted operating income (loss)	(1,164)	7,849	2.7%

<i>In thousands</i>	Thirteen Weeks Ended June 1, 2019		
	Corporate	Consolidated	
	Operating loss	Operating income	Operating margin
Operating income (loss)	\$ (4,381)	\$ 23,041	6.5%

(1) Adjustment for COVID-19-related costs, primarily incremental labor costs due to quarantine-related absenteeism and personal protective equipment for employees.

Reconciliation of Non-GAAP Financial Measures

EBITDA and Adjusted EBITDA (Unaudited)

	Thirteen Weeks Ended May 30, 2020	Thirteen Weeks Ended June 1, 2019
<i>In thousands</i>		
Net earnings	\$ 2,876	\$ 15,443
Income tax expense (benefit)	1,130	4,987
Interest and other expense, net	2,463	2,611
Depreciation and amortization	12,540	11,102
EBITDA	\$ 19,009	\$ 34,143
COVID-19 (1)	1,380	—
Adjusted EBITDA	\$ 20,389	\$ 34,143

(1) Adjustment for COVID-19-related costs, primarily incremental labor costs due to quarantine-related absenteeism and personal protective equipment for employees.