

Apogee Enterprises, Inc.

Nasdaq: APOG

Investor Presentation

April 2024

Non-GAAP measures & forward-looking statements

This presentation contains non-GAAP financial measures which the company uses to evaluate the Company's historical and prospective financial performance, measure operational profitability on a consistent basis, as a factor in determining executive compensation, and to 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 contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. The words "believe," "expect," "anticipate," "intend," "estimate," "forecast," "project," "should" and similar expressions are intended to identify "forward-looking statements". These statements reflect Apogee management's expectations or beliefs as of the date of this presentation. 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. These forward-looking statements are subject to significant risks that could cause actual results to differ materially from the expectations reflected in the forward-looking statements. More information concerning potential factors that could affect future financial results is included in today's press release, the company's Annual Report on Form 10-K and in subsequent filings with the U.S. Securities and Exchange Commission.

Apogee at-a-glance



Apogee Enterprises is a leading provider of architectural products and services for enclosing buildings, and high-performance glass and acrylic for preservation and enhanced viewing applications

1949
FOUNDED

1 4 manufacturing locations

OPERATIONS

~4,400 EMPLOYEES

\$1.4B

REVENUE (FY24)

~95%
of sales
to customers in North America

Over 90% of revenue

from architectural businesses

250 W 55th Street – New York; © Greg West Courtesy Boston Properties; featuring Viracon

Leading brands with a broad set of capabilities

FRAMING SYSTEMS

A vertically integrated leader in aluminum window, curtainwall, storefront, and entrance systems

FY24 Net Sales: \$602 million

Op. Margin Target: 10-15%









SERVICES

A trusted partner to manage complex building façade projects

FY24 Net Sales: \$378 million **Op. Margin Target:** 7-9%



GLASS

A single-source resource for innovative, high-performance architectural glass

FY24 Net Sales: \$378 million

Op. Margin Target: 10-15%





LARGE-SCALE OPTICAL

High performance glazing products for the custom framing, fine art, and engineered optics markets

FY24 Net Sales: \$99 million

Op. Margin Target: 20%+



Our architectural businesses serve a large and diverse addressable market

MARKET FUNDAMENTALS



The US glazing market includes aluminum fabrication, glass, and other materials

Total US glazing market ~\$20B

Apogee Architectural Revenue

Key end-markets served

- Commercial & office
- Institutional
- Healthcare
- Education
- Government
- Lodging & recreation
- Transportation (airports)
- Multi-family residential

Applications for Apogee's architectural products

MARKET FUNDAMENTALS



Storefront & Entrance

Street level windows and doors. Frequently shipped as stock extrusions and door kits and assembled by glazers on site.



Stick curtain wall

Site assembled curtain wall.
Shipped to site as panels of glass and fabricated aluminum.



Window wall

Site or factory assembled windows, generally above the first floor.
Rely on building floors for structural support and are not part of continuous wall construction.



Insulating glass units

Two or more plies of glass enclosed with a spacer to improve thermal performance. Offered in multiple configurations with a variety of options to enhance performance and appearance.



Shop fabricated windows

Factory assembled windows
Includes both operable and nonoperable windows, and doors.
Typically factory assembled and
shipped as finished units.



Unitized curtain wall

Factory fabricated and assembled curtain wall. Shipped to the job site as complete pieces.

Trusted with a wide range of architectural projects



Children's Hospital of Philadelphia Harmon curtainwall Viracon glass

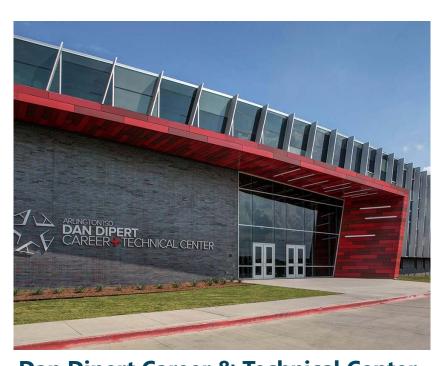


University of Miami, Transformational
Cancer Research Building
Viracon glass

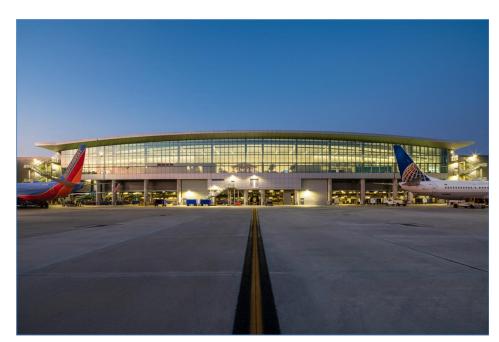


JFK Elementary & Holbrook Middle School Holbrook, MA

EFCO windows, curtainwall and entrances



Dan Dipert Career & Technical Center,
Arlington, TX
Tubelite storefront and curtainwall,
Linetec finishing



Fort Lauderdale Airport
Concourse A and Terminal 1
Viracon Glass



Place des Arts, Sudbury, Ontario Alumicor framing systems Viracon glass



Gulch Crossing, Nashville, TN
Apogee curtainwall
Viracon glass

Large-Scale Optical: Expanding beyond our core

MARKET SEGMENTS U.S. Custom Framing

Global
Museums &
Fine Art

International Custom Framing

Technical Glass

Display Applications

CORE

ADJACENCIES

GROWTH VEHICLES

Mix shift • Geographic expansion • New product introduction • New use cases • Additional capacity



Core capabilities that drive value creation



Specialty Finishing

- Architectural paint
- Anodize finishing



Material Conversion

- Aluminum extrusion
- Glass & metal fabrication



Process Technology

- Deposition
- Glass & polymer substrates



Performance Coatings

- Low-emissivity
- Optical
- UV protection



Building Envelope Expertise

- Façade performance optimization
- End-to-end project services

Charting a new course

Positioning Apogee as an economic leader, to deliver Peak Value

Before FY2019

Building the Foundation

- 70+ year history
- Organic & acquired growth
- Market leading brands
- Built out key capabilities

FY2020-21

Underperformance & Downturn

- Period of underperformance
- Impacted by pandemic & market downturn
- Took initial steps to align cost structure and strengthen financial position

FY2022-23

Strategic Pivot

- Strategic review
- Aligned & simplified portfolio
- Focused on costs and productivity
- Strengthened core capabilities
- Evaluated investment opportunities

FY2024+

Accelerate

- Maintain focus on execution & productivity
- Build differentiated offerings
- Invest to accelerate profitable growth

Establishing Apogee as an economic leader

Executing a paradigm shift

	BEFORE STRATEGIC PIVOT	Γ	CURRENT FOCUS
Strategic Focus	Market Leader		Economic Leader
Operating Model	Decentralized		Center-led capabilities
Enterprise Objective	Revenue Growth		Above-market ROIC
Portfolio Management	Acquirer		Active portfolio manager



Create Peak Value by building differentiated businesses with strong operational execution



An experienced team to lead our transformation

Deep industry knowledge, plus new talent with key skills and experience



TY SILBERHORN
Chief Executive Officer



MATT OSBERG
Chief Financial Officer



JANE BOYCE

President,

Large-scale Optical



President, Architectural Glass



TROY JOHNSON

President,

Architectural Services



President,
Architectural Framing Systems



CURTIS DOBLER
Chief HR Officer



CHRISTOPHER EDEVP, Corporate Development



MEGHAN ELLIOTT

General Counsel



MICHELLE ROEMER
Chief Information Officer



BRYAN HITZVP, Management System



GREG SACHSChief Procurement Officer

Our strategic framework



ECONOMIC
LEADER
IN TARGET
MARKETS

ACTIVELY
MANAGE
THE PORTFOLIO

STRENGTHEN
CORE
CAPABILITIES &
PLATFORMS

FOUNDATIONAL ENABLERS

- Results-driven Culture
- Talent Development

- Apogee Management System
- Best-in-class Governance

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ECONOMIC LEADER IN TARGET MARKETS

Deep Understanding of Target Markets Clear & Aligned Go-to-Market Strategies

Build and Deliver Differentiated Offerings

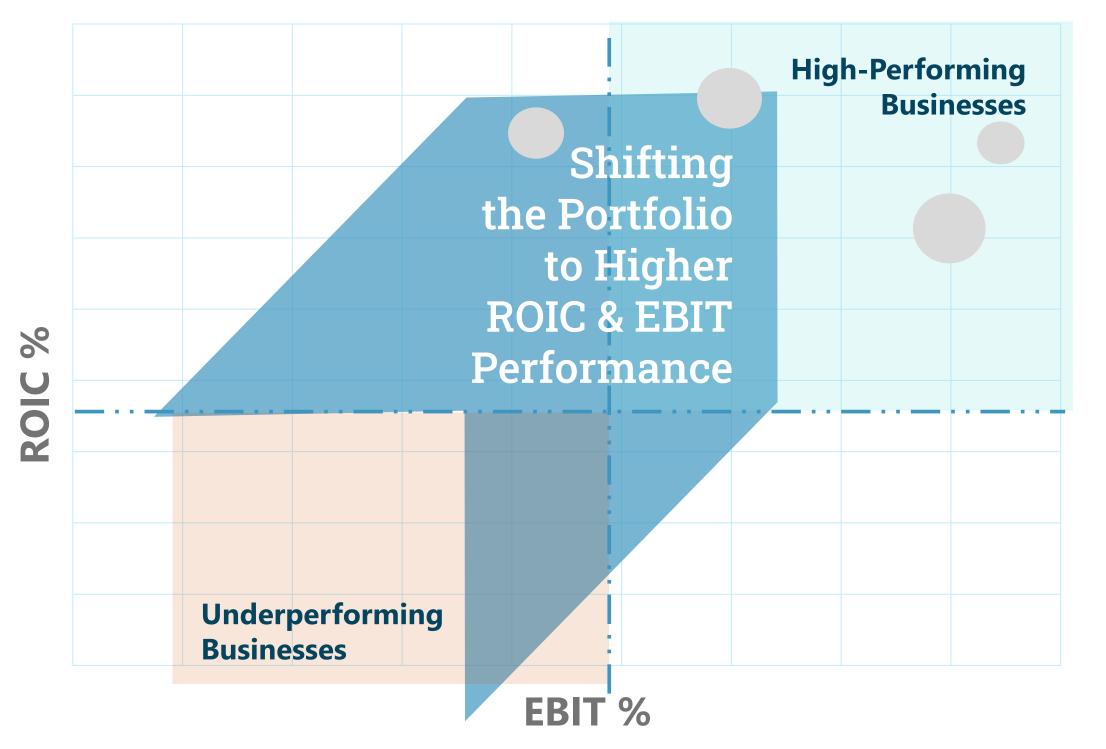
Focus on Execution & Productivity

Competitive Cost Structures

OUTCOME

Top Operating Margin Generator in our Target Markets

ACTIVELY MANAGE THE PORTFOLIO



1) Scale and expand top performers

 Allocate resources to grow highperforming businesses

2) Address underperforming businesses

- Focused improvement plans
- Reposition or exit where we can't meet return requirements

3) Invest to grow differentiated offerings

- Organic innovation/expansion
- Strategic acquisitions



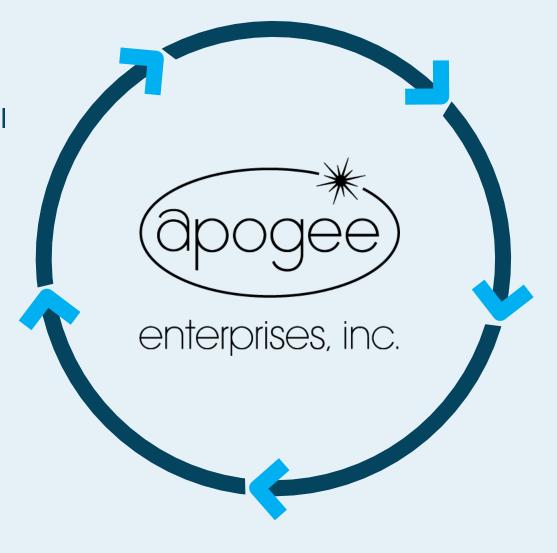
STRENGTHEN CORE CAPABILITIES & PLATFORMS

Functional Expertise

Center-led functional support, aligned to business needs

Strong Governance

Ensuring results, compliance, and enabling sustainability



Robust Talent Management

Building skills, shaping leaders, planning

Investment Rigor

Driving resource allocation to highest return opportunities and strategic fit

Management System (Lean)

Common language, tools & processes, revitalized Lean/Cl as our foundation

TARGETED RESULTS

- Greater efficiencies
- More scalability
- Sustainable growth

Deploying the Apogee Management System

A multi-year
approach for
building an
operating framework
and tools to support
a culture of
excellence

Lay the foundation

- Add key talent
- Reinvigorate Lean
- Apply 80/20
- Build foundation in Architectural Glass
- Focus on generating bottom-line benefits immediately
- Build organizational alignment

Expand the scope

- Expand toolkit to other businesses
- Go beyond Lean:
 - Culture & values
 - Voice of customer
 - Value chain optimization
 - Built in quality
- Productivity hoppers
- Grow AMS talent base

Embed in the culture

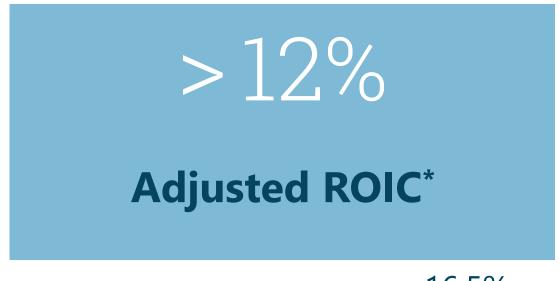
- Shared language & philosophy
- Common tools & processes
- AMS embedded into talent management
- Playbook for integrating acquired businesses

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Driving progress toward our financial targets

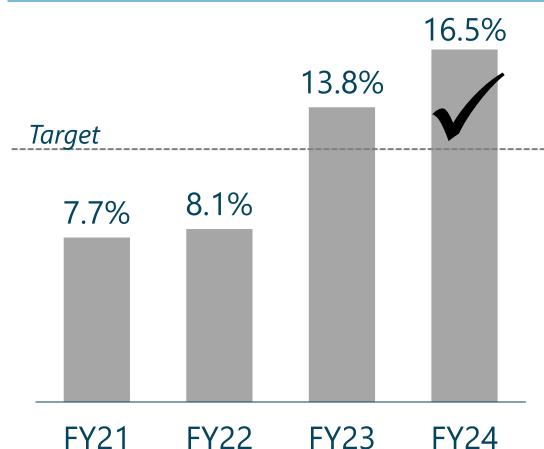
Fiscal 2025 Enterprise Targets

(announced at our Nov 2021 investor day)



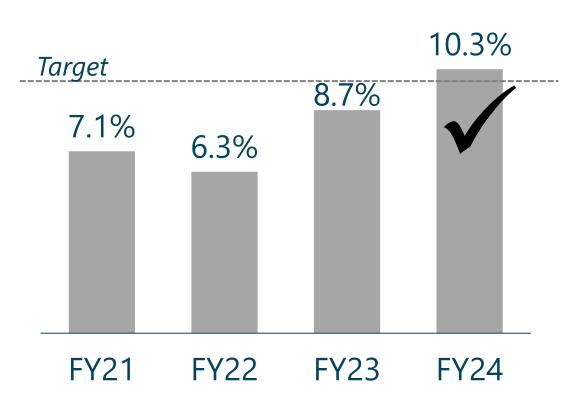


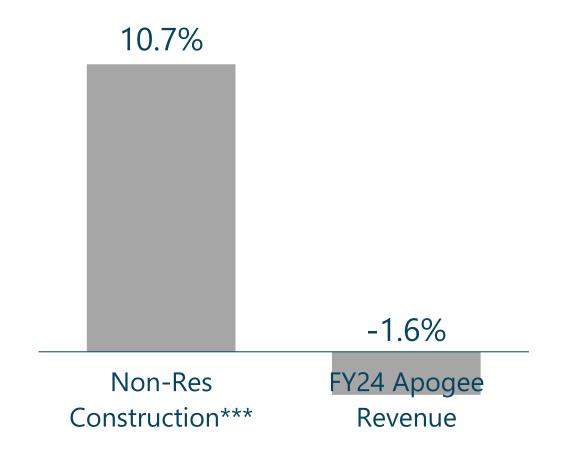




*Adjusted ROIC is a non-GAAP metric,

see appendix for a reconciliation.





**Adjusted operating margin is a non-GAAP metric, see appendix for a reconciliation.

***Growth in the value of non-residential building construction put in place in calendar 2023, as reported by the U.S. Census Bureau.

Segment margin performance

SEGMENT ADJUSTED FY2024
RESULTS*

Framing
Systems

9-12% → 10-15%
Increased our target margin range for Framing Systems

11.8%

Glass 10-15% 18.0%

Services 7-9% 3.8%

LSO 20%+ 24.4%

Continuing to Execute our Strategy – Project Fortify

Project Fortify was announced on January 30, 2024 and will position Framing Systems for continued profitable growth, as well as optimize processes and streamline resources in the Services and Corporate Segments



- Phase out lower-margin product offerings
- Consolidate Framing Systems into a single operating entity
- Further optimize our manufacturing footprint
- Simplify our brand portfolio & commercial model
- Focus on higher-growth, higher-margin opportunities
- Expected annualized cost savings of \$12-\$14 million

Increasing our Focus on Growth

Embedding a Growth Mindset







Capture share

- Geographic expansion
- > Improved product & service performance

Focus on higher growth opportunities

- > Architectural product diversification
- > Expansion into adjacent markets

Invest to accelerate growth

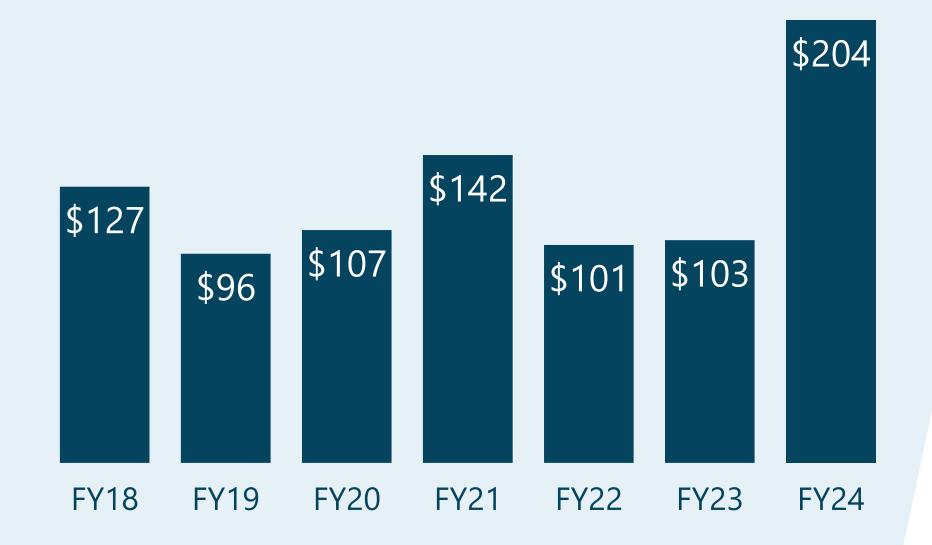
- Organic investments
- > Acquisitions that complement our strategy

Strong and sustainable cash flow generation

Strong cash flow enables value-creating capital deployment

Cash Flow From Operations (\$M)

Cash from Ops averaging \$125M per year



Potential Cash Flow Drivers Going Forward

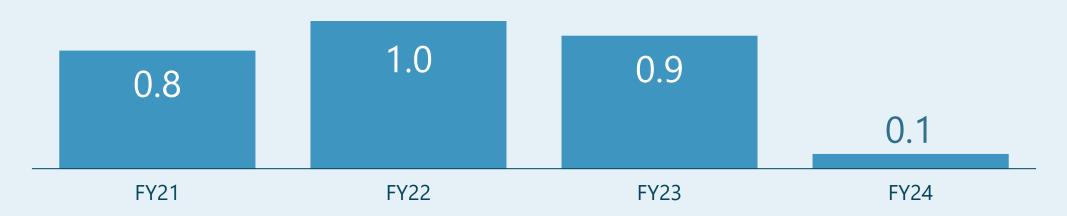
- Increasing operating income
- Strong working capital management
- Disciplined investments

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Strong balance sheet provides financial flexibility

LOW LEVERAGE

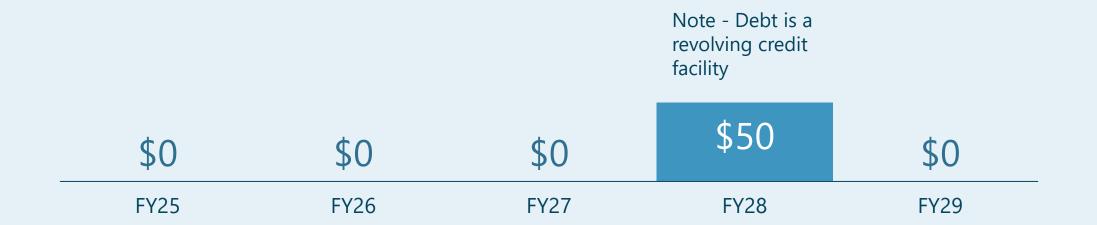
Net Debt / LTM Adjusted EBITDA*



*Net debt and adjusted EBITDA are non-GAAP metrics, see reconciliation table in appendix.

NO NEAR-TERM DEBT MATURITIES

Debt maturities, as of FY24, \$M



STRONG LIQUIDITY

\$358M

Undrawn revolver capacity (end of FY24)

\$37M

Cash & equivalents (end of FY24)

Capital allocation priorities



Invest in Profitable Growth

- High-return organic investments
- M&A (active portfolio manager)

Return Capital to Shareholders

- Continued dividend growth
- Opportunistic buybacks

Maintain a Strong Balance Sheet

- Currently, very low debt
- Capacity to flex higher within covenant structure

Our approach to M&A

A focused and disciplined approach to strengthen existing core offerings and expand into high value adjacencies

Strengthening our M&A Capabilities



Added key talent & resources



Defined M&A strategy and focus areas



Disciplined screening process to build pipeline



Developed diligence & integration playbooks

Target Characteristics



Aligned with long-term industry trends



Differentiated solutions, strong market position



Diversifies geographic or business exposure



Accretive to our long-term financial profile

Creating Peak Value

Improved & Sustainable Shareholder Returns

TRANSFORMATIONAL ENTERPRISE STRATEGY

We are positioning Apogee to be an economic leader with a stronger foundation of core capabilities

STRONG MOMENTUM

Execution of our strategy has driven sustainable performance gains

POSITIONED TO DELIVER FURTHER PROGRESS

Further potential for margin and ROIC gains, while shifting our focus to growth through organic and inorganic investments

Governance and Sustainability



A highly independent, diverse, and experienced Board

Chairman of the Board



Donald Nolan (2013)

- Former President and CEO of Kennametal
- Former President of the Materials Group of Avery Dennison Corp.
- Former SVP (Global Packaging and Automotive Coatings), VP (Global Packaging) and VP (Packing Coatings) of Valspar

Legend:

- **Audit Committee**
 - Nominating and Corporate Governance Committee

Directors Added Since 2020

- **Compensation Committee**
- **Independent Director**
- **Committee Chair**
- Financial Expert



Patricia Wagner (2016)

- Retired Group President of U.S. Utilities, Sempra Energy
- Former President and CEO of Sempra U.S. Gas & Power
- Held management positions at Fluor Daniel and worked at McGaw Laboratories and Allergan Pharmaceuticals



NC



Lloyd Johnson (2017)

- Retired Global Managing Director of Accenture
- Former Executive Director and General Auditor of Delphi Automotive
- •Former VP (Finance and Audit) of Emerson Electric and served in finance roles at Sara Lee Knit Products





ACF

•CEO and President of Apogee

Ty Silberhorn (2021)

- Former Senior Vice President of Transformation, Technologies and Services
- Former VP and General Manager for Safety & Industrial, Transportation & Electronics, and Consumer divisions



Frank Heard (2020)

- Former CEO and Vice Chairman of the Board for Gibraltar Industries
- Former President at ITW Building Components Group, and held various executive management roles for Illinois Tool Works







Herbert Parker (2018)

- Retired EVP Operation Excellence of Harman
- Former EVP and CFO of Harman
- Held senior financial positions at ABB and served as CFO of the global automation technologies division



Mark Pompa (2018)

- Retired EVP and CFO of EMCOR Group
- Former SVP and Chief Accounting Officer of EMCOR and served as Treasurer, VP and Controller
- Former Audit and Business Advisory Manager at Arthur Andersen







Christina Alvord (2020) Retired President, Central Division of **Vulcan Materials Company**

- Former VP (Corporate Planning and
- Performance Improvement), President, Southern & Gulf Coast
- Held executive management positions at GE Aviation, GE Corporation **Initiatives Group and McKinsey** Company





Elizabeth Lilly (2020)

- Chief Investment Officer and Executive Vice President at The Pohlad Companies
- Former Founder and President of Crocus Hill Partners, Senior VP and Portfolio Manager at Gabelli Asset Management. Co-Founder and Managing Director of Woodland **Partners**





Apogee Enterprises, Inc.

Committed to high standards of corporate governance

Strong governance ensuring results, compliance, and enabling sustainability



Board independence

- Separate Chair & CEO roles
- 8 of 9 directors are independent



Board diversity

- 3 female directors
- 2 racially/ethnically diverse directors



Board refreshment

- 8 of 9 Directors < 7 Years of Tenure
- 4 new directors since 2020



Compensation

- Performance-driven compensation philosophy
- No "Single Trigger" change-in-control agreements



Comprehensive shareholder engagement



Shareholders right to Call special meetings



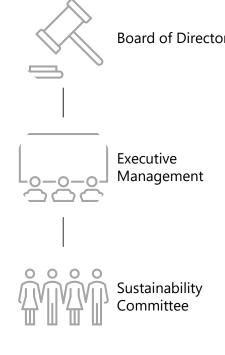
Annual Say on Pay vote

Advancing Apogee's ESG impact

Strategy

We are committed to integrating sustainable business practices and environmental stewardship throughout our business. Our company-wide commitment is focused on delivering long-term profitable growth, while carefully stewarding the resources entrusted to us, and developing products and services that address our customers' increasing focus on energy efficiency and reducing their carbon footprint.

Oversight



- Oversight of ESG matters, including climate-related risks
- Establishes strategy and priorities
- Team of cross-functional leaders from across the company

Pillars



People



Products



Operations & Environment



Governance

Recent Achievements

- ✓ Established ESG governance framework
- ✓ Completed materiality assessment
- ✓ Set sustainability strategy
- ✓ Updated policies Human Rights, Code of Business Ethics and Conduct, Environment, Health & Safety
- ✓ Auditable GHG emissions data collection, calculation and reporting
- ✓ Increased recycling efforts to reduce waste

Apogee Enterprises, Inc.

Advancing Apogee's ESG impact



Engaging and Supporting Our People

Investing in and empowering our workforce and communities

- Talent management strategy to hire, train, and develop a diverse team of employees and leaders
- Annual employee engagement surveys
- Comprehensive benefits package offerings
- Robust workplace safety program, with incident rates below industry averages
- Corporate giving plan and employee-led volunteerism



Delivering Innovative, Efficient Products

Enabling green buildings and sustainable design

- Products improve energy efficiency, reduce greenhouse gas emissions, and increase comfort for occupants
- Offerings assist customers to achieve LEED certifications
- Primary raw materials, glass & aluminum, are infinitely recyclable
- Award-winning product innovations
- R&D investments to support new product development



Environmentally Responsible Operations

Reducing the environmental impact of our operations

- Calculated our greenhouse gas (GHG) emissions for disclosure in 2023
- Recycling and waste reduction programs across our operations
- Energy reduction projects at many of our facilities (such as LED lighting)
- LEED certified facilities
- Enterprise-wide Environmental Policy to solidify our commitment



Committed to High Standards of Governance

Thoughtful, strategic, and effective oversight

- Highly independent, diverse, and experienced Board of Directors
- Board oversight of cybersecurity and corporate responsibility, including environmental, social, and governance matters
- Annual Code of Business Ethics & Conduct training
- Enterprise-wide policies including Statement on Human Rights, Environmental Health and Safety Policy, and Supplier Code of Conduct

Appendix



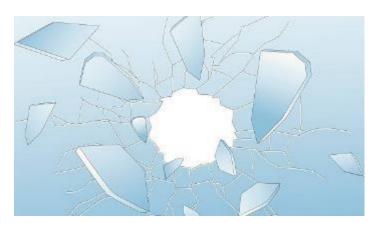
Differentiating with Premium Products in Glass



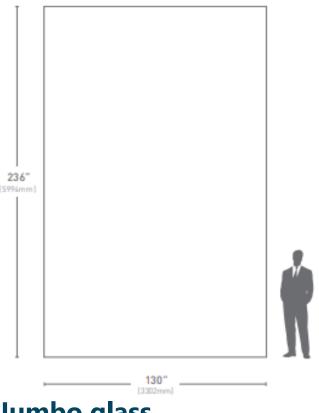
Smart Glass



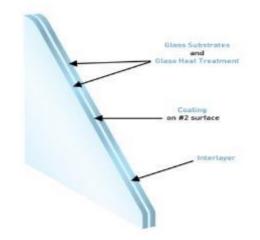
Printing on glass



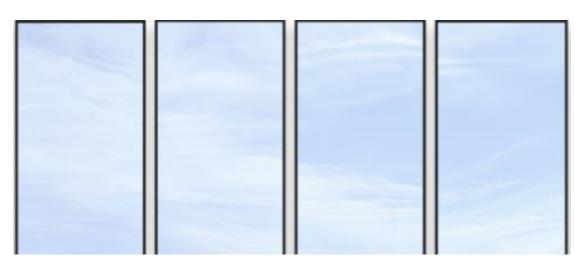
Heat Soaking of Tempered Glass



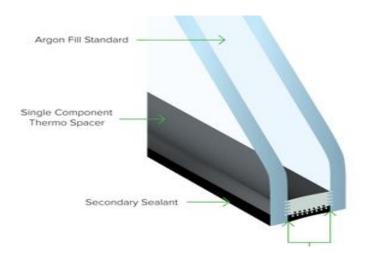
Jumbo glass



Laminated Glass



Proprietary, high-performance coatings



Viracon Thermal Spacer



Thicker Glass

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Adjusted operating income and adjusted operating margin (unaudited)

	Twelve Months	•	Twelve Months	· ·	Twelve Months	•	Twelve Months Ended Feb 27, 2021		
In thousands, except percentages	Operating income	Operating margin	Operating income	Operating margin	Operating income	Operating margin	Operating income	Operating margin	
Operating income	\$133,833	9.4%	\$ 125,788	8.7%	\$ 22,045	1.7%	\$ 25,527	2.1%	
Impairment expense on goodwill and intangible assets (1)	_	_	_	_	49,473	3.8%	70,069	5.7%	
Restructuring charges (2)	12,403	0.9%	_	_	30,512	2.3%	4,884	0.4%	
Gain on sale of assets (3)	_		_	_	(19,456)	(1.5)%	(19,346)	(1.6)%	
COVID-19 (4)	_	_	_	_	_	_	4,988	0.4%	
Post-acquisition & acquired project matters	_	_		_	_	_	1,000	0.1%	
Adjusted operating income	\$146,236	10.3%	\$ 125,788	8.7%	\$ 82,574	6.3%	\$ 87,122	7.1%	

See footnotes to non-GAAP reconciliation tables at the end of this presentation

Segment adjusted operating income (loss) and adjusted operating margin (Unaudited)

		Twelve Months Ended March 2, 2024										
In thousands	Architec Framing S		Architectural Glass		Architectural Services		LSO		Corporate and Other		Consolidated	
Operating income (loss)	\$	64,833	\$	68,046	\$	11,840	\$	24,233	\$	(35,119)	\$	133,833
Restructuring charges (2)		5,970				2,526				3,907		12,403
Adjusted operating income (loss)	\$	70,803	\$	68,046	\$	14,366	\$	24,233	\$	(31,212)	\$	146,236
Operating margin		10.8%		18.0%		3.1%		24.4%		N/M		9.4%
Restructuring charges (2)		1.0%		<u> </u>		0.7%		<u> </u>		N/M		0.9%
Adjusted operating margin		11.8%		18.0%		3.8%		24.4%		N/M		10.3%

See footnotes to non-GAAP reconciliation tables at the end of this presentation

Adjusted Return on Invested Capital Reconciliation (unaudited)

Adjusted Return on average invested capital ("ROIC") is defined as operating income (adjusted for certain items that are unusual in nature or whose fluctuations from period to period do not necessarily correspond to changes in the operations of the company) after tax, divided by average invested capital. We believe this measure is useful in understanding operational performance and capital allocation over time.

	Twelve Months Ended			e Months Inded		Months ded	Twelve Months Ended	
In thousands, except percentages	March	n 2, 2024	Februa	ry 25, 2023	February	y 26, 2022	Februar	y 27, 2021
Operating income	\$	133,833	\$	125,788	\$	22,045	\$	25,527
Impairment expense on goodwill and intangible assets (1)		_		_		49,473		70,069
Restructuring charges (2)		12,403		_		30,512		4,884
Gain on sale of assets (3)		_		_		(19,456)		(19,346)
COVID-19 (4)								4,988
Post-acquisition & acquired project matters								1,000
Adjusted operating income	\$	146,236	\$	125,788	\$	82,574	\$	87,122
Tax adjustment (5)		35,828		30,818		20,644		21,781
Adjusted operating income after taxes		110,408		94,970		61,930		65,341
Average invested capital (6)		668,555		686,124		760,993		845,114
Adjusted return on invested capital (ROIC) (7)		16.5%		13.8%		8.1%		7.7%

See footnotes to non-GAAP reconciliation tables at the end of this presentation

Net Debt, Adjusted EBITDA, and Net Leverage (unaudited)

·				J	(
Net Debt (in thousands)	March 2, 2	2024	February 25	, 2023	February 26,	2022	February 27, 2021		
Total debt	\$	62,000	\$	169,837	\$	163,000	\$	165,000	
Less: cash and cash equivalents		37,216		19,924		37,583		47,277	
Net debt	\$	24,784	\$	149,913	\$	125,417	\$	117,723	
Adjusted EBITDA (in thousands)	Trailing 12 mont March 2, 2		Trailing 12 mont February 25	_	Trailing 12 montl February 26,		Trailing 12 mont February 27		
Net earnings	\$	99,613	\$	104,107	\$	3,486	\$	15,436	
Income tax expense		29,640		12,514		10,383		7,175	
Interest expense, net		6,669		7,660		3,767		4,880	
Depreciation and amortization		41,588		42,403		49,993		51,440	
EBITDA	\$	177,510	\$	166,684	\$	67,629	\$	78,459	
Impairment expense on goodwill and intangible assets (1)		_		_		49,473		70,069	
Restructuring charges (2)		12,403		_		30,512		4,884	
Gain on sale of assets (3)		_				(19,456)		(19,346)	
COVID-19 (4)		_				_		4,988	
Post-acquisition & acquired project matters		_				_		1,000	
NMTC settlement gain (8)		(4,687)		_				_	
Adjusted EBITDA	\$	185,226	\$	166,684	\$	131,158	\$	140,054	
Net Leverage	March 2, 2	2024	February 25	, 2023	February 26,	2022	February 27	, 2021	
Net debt	\$	24,784	\$	149,913	\$	125,417	\$	117,723	
Adjusted EBITDA	\$	185,226	\$	166,684	\$	131,158	\$	140,054	
Net leverage		0.1x		0.9x		1.0x		0.8x	

Footnotes to non-GAAP reconciliation tables

- (1) Adjustment related to impairment charge recorded on indefinite- and long-lived intangible assets.
- (2) Adjustment related to exiting certain operations in the Architectural Glass segment and reorganize operations within the Architectural Framing Systems segment in fiscal 2021, and restructuring charges related to Project Fortify in fiscal 2024.
- (3) Gain on the sale of a building and related fixed assets withing the Architectural Glass segment during the fourth quarter of fiscal 2022 and gain on sale of a building within the Large-Scale Optical segment during the third quarter of fiscal 2021.
- (4) Adjustment for COVID-19-related costs, primarily incremental labor costs due to quarantine-related absenteeism and personal protective equipment for employees.
- (5) Income tax impact calculated using an estimated statutory tax rate of 24.5%, 24.5%, 25%, and 25% for fiscal years 2024, 2023, 2022, and 2021 respectively, which reflects the estimated blended statutory tax rate for the jurisdiction in which the charge or income occurred.
- (6) Average invested capital represents a trailing five quarter average of total assets less average current liabilities (excluding current portion long-term debt).
- (7) ROIC calculated by dividing adjusted operating income after taxes by average invested capital.
- (8) Realization of a New Market Tax Credit (NMTC) benefit during the second quarter of fiscal 2024, which was recorded in other (income) expense, net.

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