



Apogee Enterprises, Inc. Reports Fourth Quarter Results

April 14, 2000

- **Q4 loss from continuing operations was \$0.07 vs. diluted EPS of \$0.08 in the year-ago quarter.**

– Glass Technologies: Operating income decreased from a year ago, but improved from a Q3 loss.
 – Glass Services: As expected, auto glass reported losses in its typically weak fourth quarter.

- **Several positives are taking shape for fiscal 2001.**

– Glass Technologies: Demand remains strong; ramp-up is expected to lift profits later in FY01.
 – Glass Services: Costs are being reduced, prices appear to be firming, and a new law limits rebates.

fourth quarter and twelve-month fiscal 2000 (Amounts in thousands, except per share data and fiscal 1999 comparisons and percentages)

	Fourth Quarter Ended Feb. 26, 2000	Fourth Quarter Ended Feb. 27, 1999	% Change
Net sales (1)	\$212,736	\$199,944	6%
Net earnings per share - diluted	\$ (0.12)	\$ 0.18	N/M
Earnings from continuing oper.	\$ (0.07)	\$ 0.08	N/M
Earnings from discontinued oper.	\$ (0.05)	\$ 0.09	N/M
Avg. shs. outstanding - diluted	27,757	27,691	--
Operating income (loss)	\$ 942	\$ 6,570	(86)%
Glass Technologies	\$ 4,832	\$ 6,786	(29)%
Glass Services	\$ (3,875)	\$ 152	N/M
Corporate and other	\$ (15)	\$ (368)	96%
EBITDA (2)	\$ 9,061	\$ 12,923	(30)%

	Twelve- Months Ended Feb. 26, 2000	Twelve- Months Ended Feb. 27, 1999	% Change
Net sales (1)	\$ 840,488	\$ 788,062	7%
Net earnings per share - diluted	\$ 0.44	\$ 0.91	(52)%
Earnings from continuing oper.	\$ 0.11	\$ 0.73	(85)%
Earnings from discontinued oper.	\$ 0.33	\$ 0.18	82%
Avg. shs. outstanding - diluted	27,794	27,762	--
Operating income (loss)	\$ 19,418	\$ 43,352	(55)%
Glass Technologies	\$ 12,450	\$ 21,691	(43)%

Glass Services	\$ 7,706	\$ 22,687	(66)%
Corporate and other	\$ (738)	\$ (1,026)	28%
EBITDA (2)	\$ 52,437	\$ 69,150	(24)%

(1) Net sales for fiscal 2000 and fiscal 1999 were restated to reflect the reporting of discontinued operations.

(2) EBITDA: Earnings before interest, taxes, depreciation and amortization; excluding discontinued operations.

“Our fourth quarter results were in line with our previously announced expectations, and a number of positives are emerging for the year ahead. In auto glass, prospects are improving, based on a reduced cost structure, new retail leadership, and a new law in Minnesota that limits rebates on retail windshields. At Glass Technologies, fundamental progress is building across all of our businesses, creating the potential for meaningful improvement later this year. Overall, while some modest challenges remain, we are moving in the right direction.”

-- Russell Huffer, Chairman and Chief Executive Officer

MINNEAPOLIS, MN, April 14, 2000 -- Apogee Enterprises, Inc. (Nasdaq: APOG) today reported a net loss from continuing operations for its fourth quarter of fiscal 2000 ended February 26, 2000, of \$2.0 million or \$0.07 per diluted share, compared with net earnings from continuing operations of \$2.3 million or \$0.08 per diluted share for last year's fourth quarter. The results were in line with expectations announced by Apogee in its January 28 news release.

Apogee's fourth quarter net loss was \$3.5 million or \$0.12 per diluted share, compared with net earnings of \$5.0 million or \$0.18 per diluted share in the year-ago quarter. This year's fourth quarter included a net loss from discontinued operations of \$1.4 million or \$0.05 per diluted share due to the discontinuance of Apogee's non-auto glass focused insurance claims processing operation, compared with net earnings from discontinued operations of \$2.6 million or \$0.09 per diluted share in the fourth quarter of fiscal 2000, which were related to Apogee's discontinued construction operations.

“Our fourth quarter results were in line with our previously announced expectations, and a number of positives are emerging for the year ahead,” said Russell Huffer, Apogee's Chairman and Chief Executive Officer. “In auto glass, prospects are improving, based on a reduced cost structure, new retail leadership, and a new law in Minnesota that limits rebates on retail windshields. At Glass Technologies, fundamental progress is building across all of our businesses, creating the potential for meaningful improvement later this year. Overall, while some modest challenges remain, we are moving in the right direction.”

Huffer added, “We continue to expect fiscal 2001 earnings from continuing operations of \$0.25 to \$0.30 per diluted share. Also consistent with our previous announcements, we expect fiscal 2001 EBITDA on a continuing operations basis to approach the \$62.5 million level produced in fiscal 1997, when Apogee produced a record \$0.96 diluted per share in earnings from continuing operations.”

Glass Technologies

Net sales rose 8% to \$96.0 million in the fourth quarter, as all of the segment's businesses continued to experience sales growth. Operating income decreased 29% to \$4.8 million from last year's fourth quarter, as a solid performance by Wausau Window & Wall Systems, Linetec and Tru Vue was more than offset by lower results at Viracon and Viratec. Huffer noted that fourth quarter results improved from the third quarter, when Glass Technologies reported an operating loss.

“The improvement in Glass Technologies is broad-based,” Huffer commented. “The trends at Wausau Window & Wall Systems, Linetec and Tru Vue continue to be positive and we see solid evidence now of progress at Viracon and Viratec.

- “Viracon's Owatonna plant is operating very well, clearly demonstrating their capacities and ability to meet demand.
- “At Viracon's Statesboro plant, operations continue to improve each month, and we expect production volumes to double in fiscal 2001. The ramp-up is progressing on track and we expect to reach an inflection point later in the fiscal year that will position us for meaningful profitability.
- “Viratec's Faribault plant is performing to expectations, and customer demand has grown faster than our current ability to deliver. We expect to alleviate these growing pains soon with modest increases to our capacity in post-coating operations.

- “Viratec’s San Diego CRT coating operation was saddled again in the fourth quarter with the last remaining work from the previous technology changeover, but we are very pleased to report that this work is now completed and the plant is back to operating at high levels of efficiency.”

Huffer concluded, “All told, Glass Technologies is progressing on a slower track than we originally anticipated, but it’s a solid track now, with fundamental strengths that will enable us to realize the upside potential of these businesses.”

Glass Services

Glass Services sales were \$117.9 million in the fourth quarter, up 6% from the year-ago quarter. Harmon, Inc. turned in a strong quarter, but weak results in auto glass, as expected, led the segment to an operating loss of \$3.9 million compared with operating income of \$0.2 million in last year’s fourth quarter. Huffer said the auto glass group typically operates at a loss during the fourth quarter.

“We are pleased to report that Harmon, Inc. delivered another strong quarter as they continued to capitalize on strong economic conditions,” Huffer said. “We expected the loss in auto glass, given current industry conditions and the seasonal weakness that is typical of its fourth quarter.”

Huffer noted, “There are some positives now building in auto glass. Our manufacturing operations continue to earn strong returns and we saw some improvement in distribution during the fourth quarter compared with the third quarter, helped by what appears to be a firming in prices. In retail, our reduced cost structure, stronger retail focus and improved management of national contracts is laying a foundation for progress. In addition, the April 6 passage of a new law in Minnesota limiting rebates on windshields will help level the playing field and put consumers’ focus back where it belongs — on quality — and we can win on that field.”

Full-Year Results

For the twelve-month period ended February 26, 2000, Apogee’s earnings from continuing operations were \$3.1 million or \$0.11 per diluted share, compared with \$20.2 million or \$0.73 per diluted share a year ago. Net earnings were \$12.2 million or \$0.44 per diluted share, compared with \$25.2 million or \$0.91 per diluted share for fiscal 1999. The fiscal 2000 results included \$9.1 million or \$0.33 per diluted share of earnings from discontinued operations, primarily from the completion of certain projects from its discontinued Asian curtainwall operations, and losses from its discontinued non-auto glass focused insurance claims processing operation. Sales increased 7% to \$840.5 million, with improvements in both business segments. Operating income was \$19.4 million compared with \$43.4 million in last year’s twelve-month period, as both business segments reported lower operating income.

Financial Condition

At February 26, 2000, long-term debt was \$164.4 million compared with \$165.1 million at the end of fiscal 1999. Apogee’s long-term debt to total capital ratio at the close of fiscal 2000 was 50% compared with 51% in the previous year.

Apogee’s EBITDA decreased to \$9.1 million during the fourth quarter. In the fourth quarter, depreciation and amortization totaled \$8.1 million, compared with \$6.4 million in the year-ago quarter. For the year, EBITDA was \$52.4 million, a 24% decrease from fiscal 1999. Depreciation and amortization were \$33.0 million in fiscal 2000, up from \$25.8 million in fiscal 1999. Working capital was \$79.0 million at the end of fiscal 2000, compared with \$84.5 million at fiscal year-end 1999.

Capital expenditures were \$2.3 million in the fourth quarter, down from \$27.6 million in last year’s fourth quarter. Capital expenditures totaled \$44.0 million in fiscal 2000, down from \$77.4 million in fiscal 1999. Huffer said fiscal 2001 capital expenditures are expected to be less than half of the fiscal 2000 amount.

CAUTIONARY STATEMENT

The discussion above contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These statements reflect management’s current expectations or beliefs. There can be no assurances given that the reorganization and realignment of Auto Glass’ businesses and management team will lead to successful operating results for those companies now or in the future or that the strategic alternatives proposed for such businesses will be available on terms acceptable to Apogee. Also, there can be no assurances that the ramp-up of new plant capacity in the Glass Technologies businesses will proceed as anticipated and will lead to successful operating results for those companies now or in the future. The Company cautions readers that actual future results could differ materially from those described in the forward-looking statements depending upon the outcome of certain factors, including the risks and uncertainties identified in Exhibit 99 to the Company’s Report on Form 10-K for the fiscal year ended February 27, 1999.

Apogee Enterprises, Inc. is a world leader in technologies involving the design and development of value-added glass products,

services and systems. Organized in two business segments, the Glass Technologies businesses are leaders primarily in architectural glass and high-end glass coatings for the electronics markets, while the Glass Services businesses are leaders in replacement auto glass and building glass services. Headquartered in Minneapolis, the company's stock is traded on the Nasdaq Stock Market under the symbol APOG.

Apogee Enterprises, Inc. Consolidated Condensed Statement of Income and Subsidiaries Segments Information

consolidated condensed statement of income		(Unaudited)	
	Thirteen Weeks Ended Feb. 26, 2000	Thirteen Weeks Ended Feb. 27, 1999	% Change
Net sales	\$212,736	\$199,944	6%
Cost of goods sold	168,665	158,011	7%
Gross profit	44,071	41,933	5%
Selling, general and administrative expenses	43,129	35,363	22%
Operating income (loss)	942	6,570	-86%
Interest expense, net	2,769	2,352	18%
Earnings (loss) from continuing operations before income taxes and other items below	(1,827)	4,218	-143%
Income taxes	(639)	1,518	-142%
Equity in net loss of affiliates	855	360	138%
Earnings (loss) from continuing operations	(2,043)	2,340	-187%
Earnings (loss) from discontinued operations	(1,415)	2,611	-154%
Net earnings (loss)	\$(3,458)	\$4,951	-170%
Earnings per share - basic:			
Earnings (loss) from continuing operations	(0.07)	0.08	-187%
Earnings (loss) from discontinued operations	(0.05)	0.09	-154%
Net earnings (loss)	\$ (0.12)	\$ 0.18	-167%
Average common shares outstanding	27,757,120	27,577,531	1%
Earnings per share - diluted:			
Earnings (loss) from continuing operations	(0.07)	0.08	-187%
Earnings (loss) from discontinued operations	(0.05)	0.09	-154%
Net earnings (loss)	\$ (0.12)	\$ 0.18	-167%
Average common and common equivalent shares outstanding	27,757,120	27,691,225	0%
Cash dividends per common share	\$ 0.053	\$ 0.053	0%
	Fifty-two Weeks Ended Feb. 26, 2000	Fifty-two Weeks Ended Feb. 27, 1999	% Change
Net sales	\$840,488	\$788,062	7%
Cost of goods sold	673,253	617,647	9%
Gross profit	167,235	170,415	-2%

Selling, general and administrative expenses	147,817	127,063	16%
Operating income (loss)	19,418	43,352	-55%
Interest expense, net	10,359	9,494	9%
Earnings (loss) from continuing operations before income taxes and other items below	9,059	33,858	-73%
Income taxes	3,171	12,189	-74%
Equity in net loss of affiliates	2,817	1,424	98%
Earnings (loss) from continuing operations	3,071	20,245	-85%
Earnings (loss) from discontinued operations	9,104	4,988	83%
Net earnings (loss)	\$12,175	\$25,233	-52%

Earnings per share - basic:

Earnings (loss) from continuing operations	0.11	0.73	-85%
Earnings (loss) from discontinued operations	0.33	0.18	81%
Net earnings (loss)	\$ 0.44	\$ 0.91	-52%
Average common shares outstanding	27,746,279	27,586,118	1%

Earnings per share - diluted:

Earnings (loss) from continuing operations	0.11	0.73	-85%
Earnings (loss) from discontinued operations	0.33	0.18	82%
Net earnings	\$ 0.44	\$ 0.91	-52%
Average common and common equivalent shares outstanding	27,793,617	27,762,406	0%

Cash dividends per common share	\$ 0.210	\$ 0.205	2%
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business segments information

(Unaudited)

	Thirteen Weeks Ended Feb. 26, 2000	Thirteen Weeks Ended Feb. 27, 1999	% Change
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Sales

Glass technologies	96,005	89,172	8%
Glass services	117,856	110,916	6%
Eliminations	(1,125)	(144)	681%
Total	\$212,736	\$199,944	6%

Operating income (loss)

Glass technologies	4,832	6,786	-29%
Glass services	(3,875)	152	-2649%
Corporate and other	(15)	(368)	-96%
Total	\$ 942	\$ 6,570	-86%

	Fifty-two Weeks Ended Feb. 26, 2000	Fifty-two Weeks Ended Feb. 27, 1999	% Change
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Sales

Glass technologies	360,242	324,456	11%
Glass services	485,543	485,543	5%
Eliminations	(5,297)	(701)	656%
Total	\$840,488	\$788,062	7%
Operating income (loss)			
Glass technologies	12,450	21,691	-43%
Glass services	7,706	22,687	66%
Corporate and other	(738)	(1,026)	-28%
Total	\$ 19,418	\$ 43,352	-55%