
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549**

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 OR 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): August 12, 2020

UFP INDUSTRIES, INC.

(Exact name of registrant as specified in its charter)

Michigan (State or other Jurisdiction of Incorporation) **0-22684** (Commission File Number) **38-1465835** (IRS Employer Identification No.)

2801 East Beltline, NE, Grand Rapids, Michigan (Address of Principal Executive Offices) **49525** (Zip Code)

Registrant's telephone number, including area code: **(616) 364-6161**

None
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425).
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12).
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)).
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c)).

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock	UFPI	The NASDAQ Stock Market, LLC

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01. Regulation FD Disclosure.

Attached as Exhibit 99.1 is the Company's current version of its 2020 Investor Relations Presentation provided to investors and posted on the Company's website at www.ufpi.com.

The information in this Form 8-K and the attached Exhibit shall not be deemed filed for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, nor shall they be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended.

Item 9.01. Exhibits.

Exhibits

99.1 [2020 Investor Relations Presentation](#).

104 Cover Page Interactive File (the cover page XBRL tags are embedded in the Inline XBRL document).

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Dated: August 12, 2020

UFP INDUSTRIES, INC.
(Registrant)

By: /s/ Michael R. Cole
Michael R. Cole
Principal Financial Officer and Treasurer

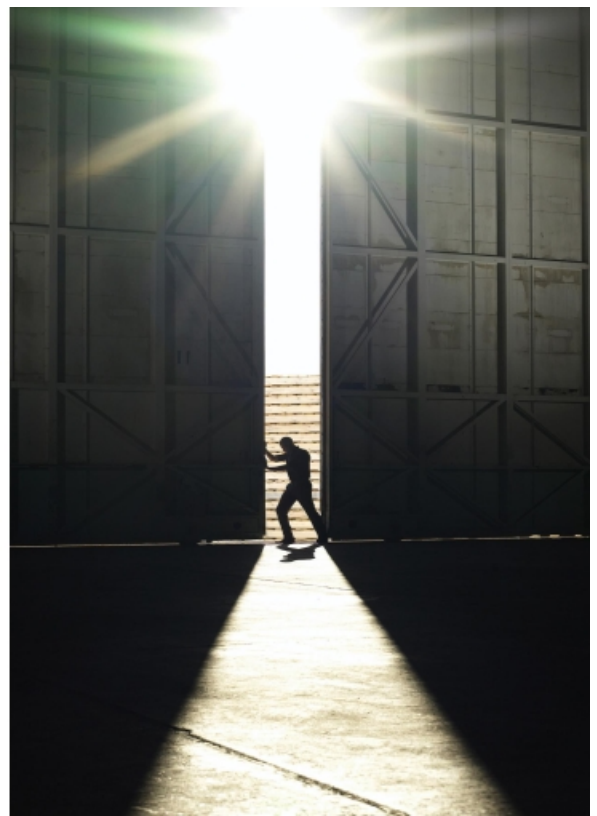


UFP INDUSTRIES, INC.

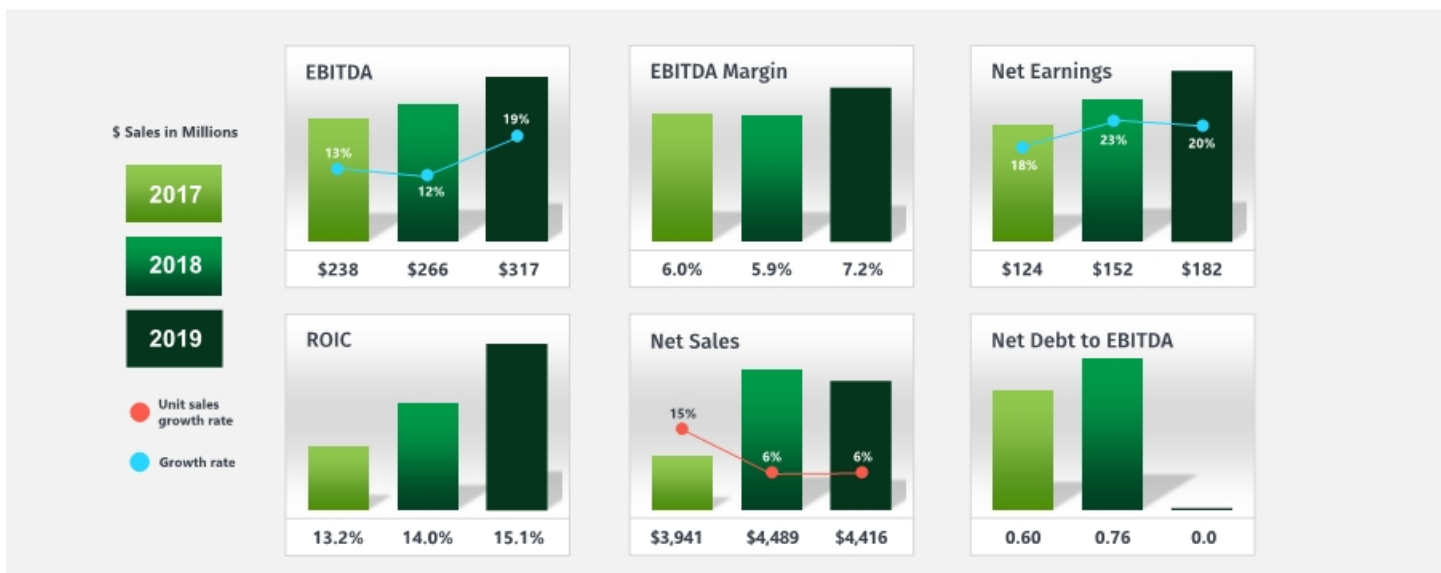
Please be aware that: Statements included in this presentation that are not historical are forward-looking statements within the meaning of Section 21E of the Securities Exchange Act, as amended, and are based on management's beliefs, assumptions, current expectations, estimates, and projections about the markets we serve, the economy, and the company itself. Words like "anticipates," "believes," "confident," "estimates," "expects," "forecasts," "likely," "plans," "projects," "should," variations of such words, and similar expressions identify such forward-looking statements. These statements do not guarantee future performance and involve certain risks, uncertainties and assumptions that are difficult to predict with regard to timing, extent, likelihood and degree of occurrence. The Company does not undertake to update forward-looking statements to reflect facts, circumstances, assumptions or events that occur after the date the forward-looking statements are made. Actual results could differ materially from those included in such forward-looking statements. Investors are cautioned that all forward-looking statements involve risks and uncertainty. Among the factors that could cause actual results to differ materially from forward-looking statements are the following: Fluctuations in the price of lumber; adverse or unusual weather conditions; adverse conditions in the markets we serve; government regulations, particularly involving environmental and safety regulations; and our ability to make successful business acquisitions. Certain of these risk factors as well as other risk factors and additional information are included in the Company's reports on Form 10-K and 10-Q on file with the Securities and Exchange Commission. This presentation is the property of UFP Industries, Inc. Any redistribution, retransmission, or reprinting of this presentation in any form without the express written consent of Universal is strictly prohibited.

With over 142 operations in 8 countries, the companies of UFP Industries comprise one of the world's largest producers of wood and wood-alternative products for retail, construction and industrial markets.

NO MISSION STATEMENTS. JUST PEOPLE ON A MISSION.™



OUR PERFORMANCE



WHO WE ARE

1955

Company founded in
Grand Rapids, MI



143

Number of facilities
worldwide

12,000

Number of employees
worldwide

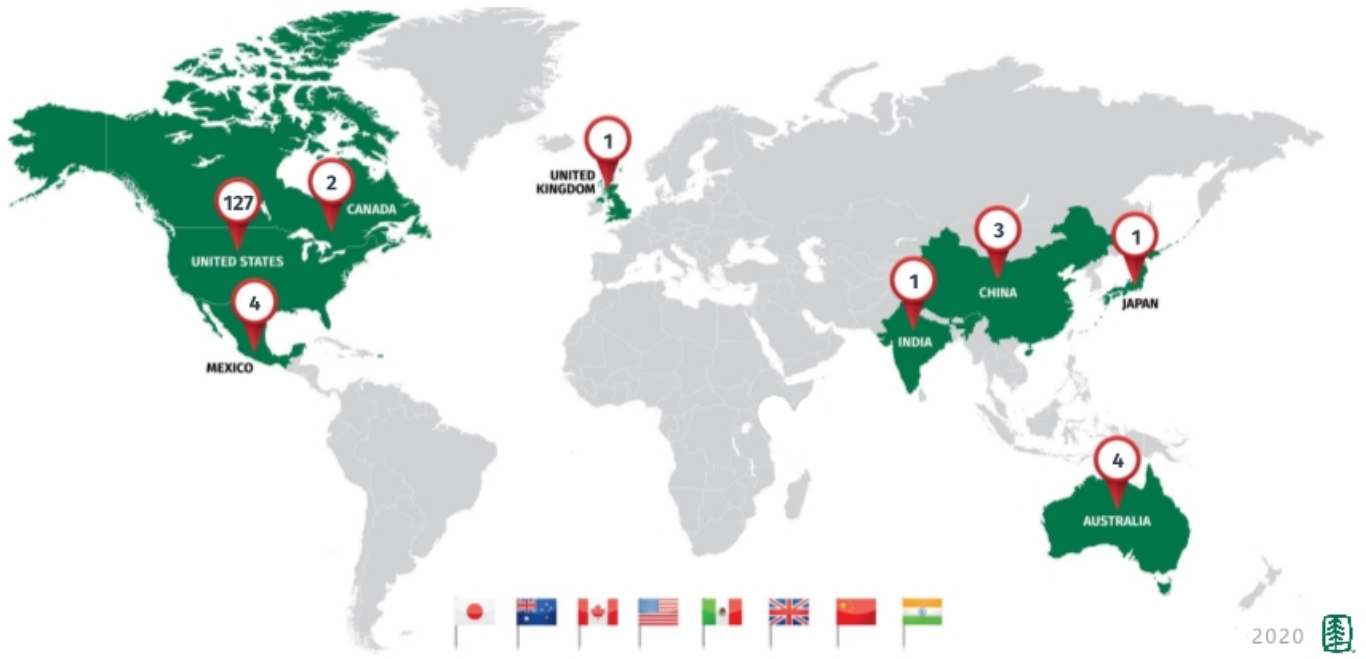
\$4.4B

2019 Revenue

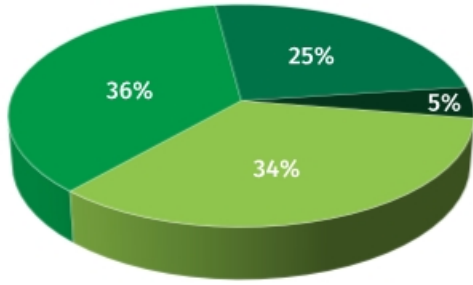
\$317M

2019 EBITDA

WHERE WE ARE



OUR CUSTOMERS



Retail - \$1.5B

Big box, independents, & buying co-ops

Construction - \$1.6B

Single and multi-family builders, commercial builders, concrete formers, factory-built housing (mobile & modular homes) & RVs

Industrial - \$1.1B

Industrial packaging, packaging materials & OEM components

International - \$0.2B

Overseas sourcing and selling with manufacturing and design assets in six countries.



UFP INDUSTRIES

BUSINESS SEGMENTS



 **UFP RETAIL SOLUTIONS**
A UFP INDUSTRIES COMPANY



 **UFP CONSTRUCTION**
A UFP INDUSTRIES COMPANY



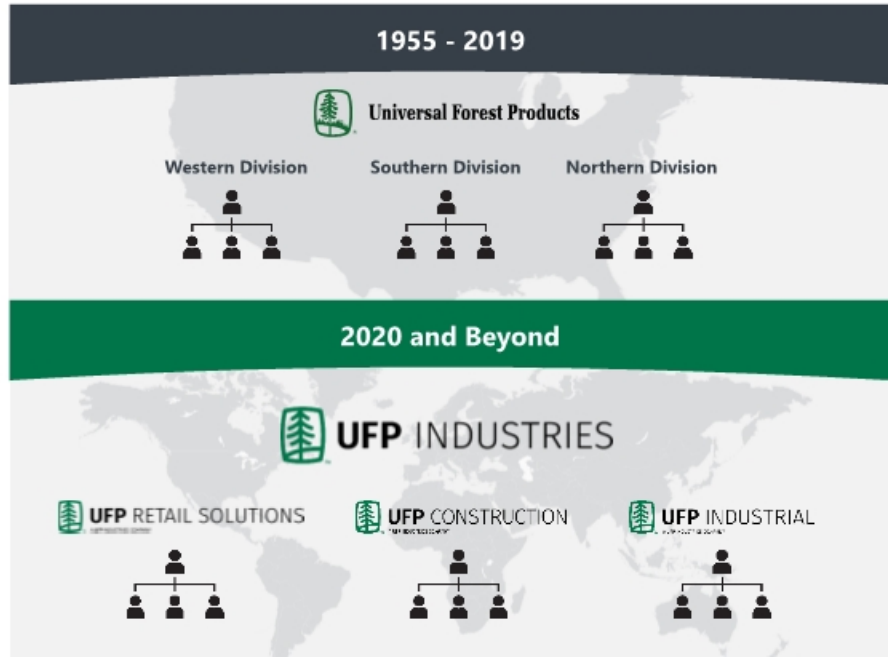
 **UFP INDUSTRIAL**
A UFP INDUSTRIES COMPANY



MANAGEMENT (R)EVOLUTION

Since our founding through 2019, we managed our people and plants regionally. Beginning January 1, 2020, we realigned our management teams to focus specifically on **business segments rather than geographies**. At the same time, we changed our name to better reflect the breadth of our product mix.

The new structure will bring even greater alignment with our customers and allow for quicker introduction of new, value-added products. It also will help us more effectively allocate capital to grow and improve our business.



RETAIL SOLUTIONS



We manufacture and sell on-trend brands to all major building products retailers, while supporting our customers with best-in-class in-store and e-commerce support.



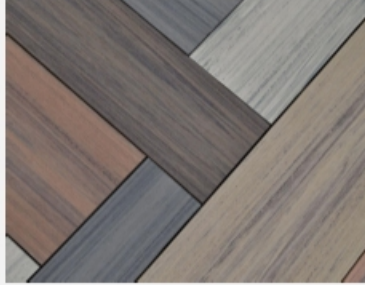
2019: ProWood - \$821M, Outdoor Essentials - \$237M, Decorators - \$192M, UFP Edge - \$97M, Dimensions - \$55M, Other - \$147M

2020 

RETAIL SOLUTIONS



The industry's leading innovator of composite decking, railing and accessories.



[Deckorators.com](https://www.deckorators.com)

RETAIL SOLUTIONS



Preserved lumber including timbers, decking, construction materials and fire treated.



ProWoodLumber.com

RETAIL SOLUTIONS



Premium siding, pattern, trim and accent wall products.



UFPEdge.com

RETAIL SOLUTIONS



Outdoor lifestyle products including wood and vinyl fencing, landscape and garden décor, picnic tables, pergolas, trellises and more.



OutdoorEssentialProducts.com

RETAIL SOLUTIONS



DIY project panels, short lumber and boards, kits, packs, home and décor retail products.



[DimensionsDIY.com](https://www.dimensionsdiy.com)

RETAIL SOLUTIONS

E-COMMERCE

Supports the largest home improvement retailers in the U.S. in multichannel online B2B2C sales strategies.

Provides thousands of curated products and assortments to support customers' distribution efforts such as direct-to-home, ship-to-store, including UPS, USPS and LTL shipments.

YOY revenue growth in FY '19 was 34%.



CONSTRUCTION



Single-source provider of concrete forms, building components, framing, exterior and interior finishing programs designed to make building processes run at maximum efficiency.

- **SITE BUILT**
- **FACTORY-BUILT**
- **CONCRETE FORMING**
- **COMMERCIAL**

2019: Site Built - \$714M, Factory Built - \$485M, Commercial - \$294M, Concrete Forming - \$159M

2020 



BUSINESS SEGMENTS

CONSTRUCTION

SITE BUILT

Roof trusses, wall panels, floor systems, doors and framing services for residential and light commercial builders.



CONSTRUCTION

FACTORY-BUILT

Roof trusses, floor joists, laminated wall panels, cabinet components, countertops and milled components for the modular and manufactured home, RV and mobile office.





CONSTRUCTION

CONCRETE FORMING

Custom radius forms, wall and column forms, gang systems, lumber and panels.



CONSTRUCTION

COMMERCIAL

Full-service, turnkey project management of consumer environment and architectural interiors: Design, development, engineering, manufacturing, assembly, distribution and installation.





UFP INDUSTRIAL

A UFP INDUSTRIES COMPANY

Delivering innovative structural packaging solutions backed by the industry's leading design team, a global manufacturing footprint, and integrated hyper-responsive service teams.

Product categories:

- **TOTAL PACKAGING SOLUTIONS**
- **OEM COMPONENTS & PANELS**
- **PROTECTIVE PACKAGING**





BUSINESS SEGMENTS

INDUSTRIAL

TOTAL PACKAGING SOLUTIONS

Wood, steel and mixed material crates and specialty containers, paper board, foils, labels and corrugate.





BUSINESS SEGMENTS

INDUSTRIAL

OEM COMPONENTS AND PANELS

Precision-milled hardwoods, softwoods, and panel goods for bedding, furniture, shed, door and window companies.





BUSINESS SEGMENTS

INDUSTRIAL

PROTECTIVE PACKAGING

Crates, cases, VCI's, foam, mixed materials, design and testing. Protective and preserving OEM products, serving all industries.



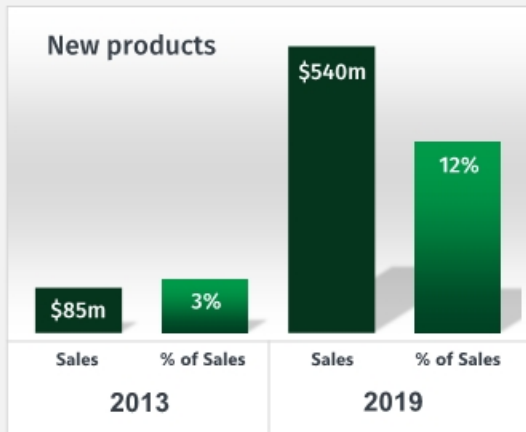
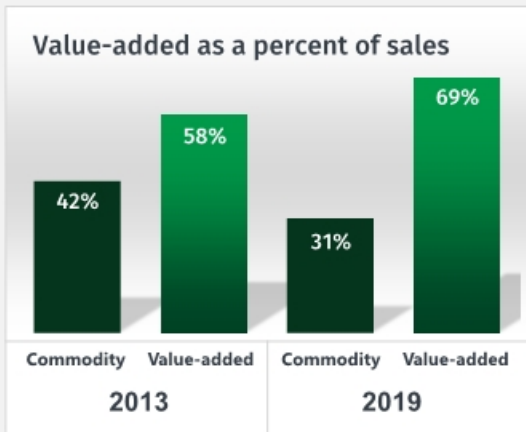
INTERNATIONAL



UFP International sources and sells products in 65 countries, extending our reach with multinational customers, while opening global opportunities for growth. Additionally, we own manufacturing and design assets in Canada, Mexico, Australia, China, Japan and UK.



PRODUCT MIX EVOLUTION



HOW WE GOT HERE

Founded in 1955.

Managers are required to own stock.

Management team has an average tenure of 22 years.

International in scope, regional in focus.

2020 management realignment from geographic to business segment.

Every plant is a profit center whose managers are bonused on ROI.

Win-Loss record of 65-0. (Yes, we've never lost money.)

Local decision-making for local customers.

Greater customer alignment, quicker to market, more effective capital allocation.

Entrepreneurial

Stable

Responsive

Focused

WHAT GETS IN OUR WAY



LONG-TERM FINANCIAL GOALS

Annual unit sales growth that exceeds positive U.S. GDP growth by 4-6 percentage points including acquisitions

EBITDA growth exceeding unit sales growth

Earn ROIC greater than WACC

COVID-19: FORWARD OUTLOOK

Although we have a low degree of visibility into *future* demand, we observe the following *today*:

- ✓ **Retail** Saw robust demand in Q2 with net sales up 26%. Growth accelerated over the quarter with June up 47% YOY, and strong demand continuing into July.
- ✓ **Industrial** Many of our customers were deemed non-essential and Q2 net sales decreased 23% YOY. Demand rebounded as the quarter progressed with net sales down 32% in April, narrowing to 14% in June.
- ✓ **Construction** There was contraction in demand in Q2 as net sales were down 13% YOY. Sales showed steady improvement over the quarter, decreasing by 19% in April and 6% in June.

Other considerations for FY 2020:

- ✓ **CapEx** of \$100M.
- ✓ A **Cash Cycle** consistent with historical trends resulting in a reduction in WC and increase in cash as sales decline.
- ✓ Decremental **operating margins** in the range of 10-15%.

BUILT FOR TOUGH TIMES

Balanced Business Model

A diversified business portfolio mitigates risk of a decline in a single market.

Experienced Leadership

Our profit center organization model results in a stable of seasoned leaders skilled in managing their business.

Flexible Cost Structure

These profit centers have highly variable cost structures allowing rapid adjustment to market demand and have heavier investments in working capital, which are turned into cash flow in tough times.

Conservative Balance Sheet

A prudent and return-focused approach to capital allocation provides us with a strong balance sheet and capital reserves we use opportunistically.

Incentivized By ROIC

A compensation structure that emphasizes incentives driven by ROIC, resulting in wise and quick decision-making.

 **UFP** INDUSTRIES

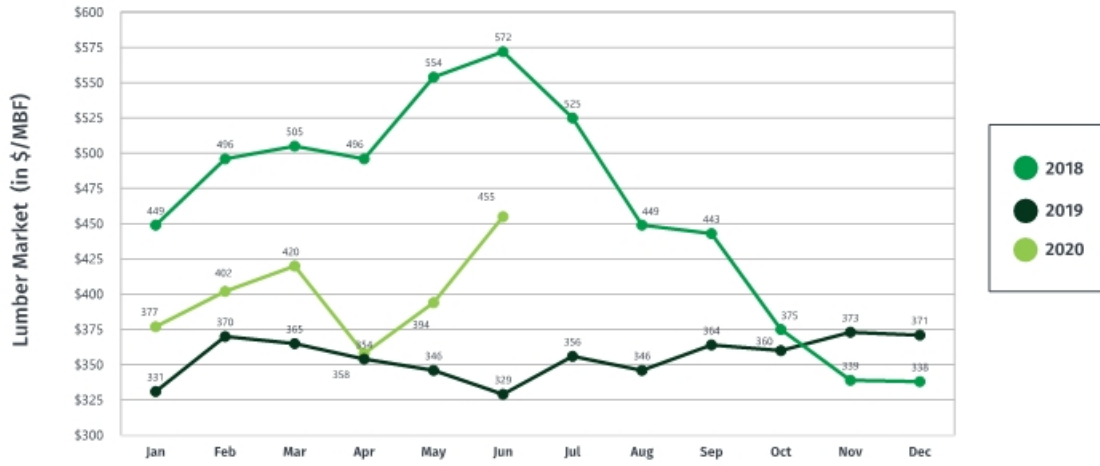
FINANCIALS

LUMBER MARKET IMPACT ON OPERATING RESULTS

- ✓ **Goal:** to earn a stable profit per unit
- ✓ We are less affected by the **level** of lumber prices than the primary producers of lumber are
- ✓ **Level** of lumber prices affects gross profit and SG&A to sales ratios
- ✓ Profit per unit is primarily impacted by the **trend** and **volatility** of the market
- ✓ **Balance in business** and risk management techniques mitigate impact on profitability

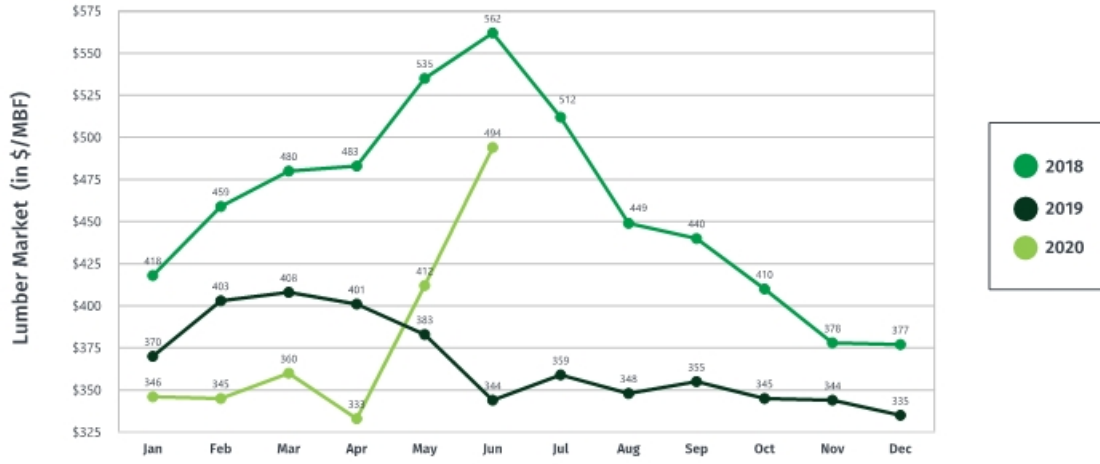


LUMBER MARKET



Average weekly random lengths framing lumber composite price.

LUMBER MARKET - SYP



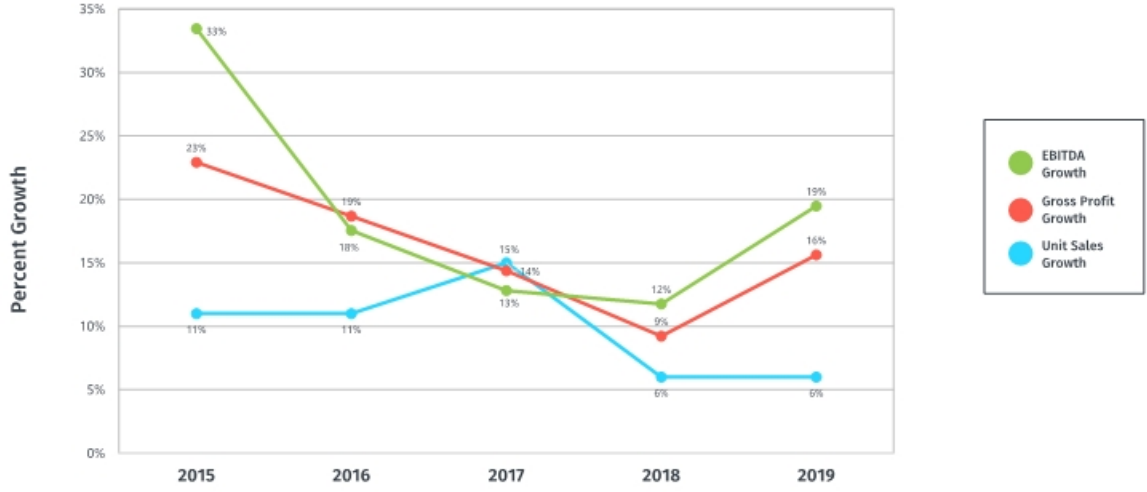
Average weekly Southern Yellow Pine composite price.
 Purchases of SYP comprise almost two-thirds of our total lumber purchases.

NET SALES



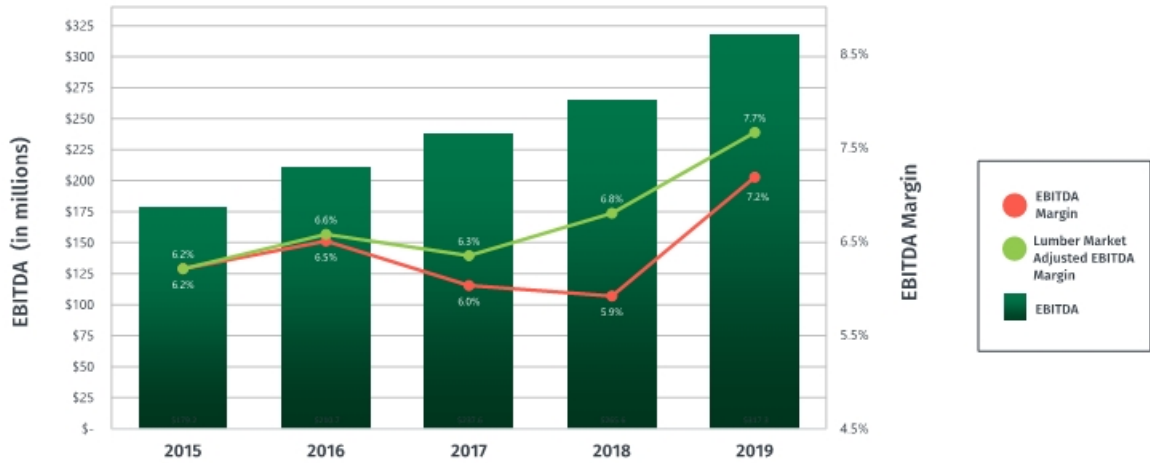
Long-Term Goal: Unit sales growth of 4% to 6% over positive GDP, including acquisitions

UNIT SALES AND PROFIT GROWTH



Long-Term Goal: Achieve EBITDA growth exceeding unit sales growth.

FINANCIALS
EBITDA



(1) Lumber Market Adjusted EBITDA Margin determined by restating 2016-2019 sales to be based upon 2015 lumber prices.

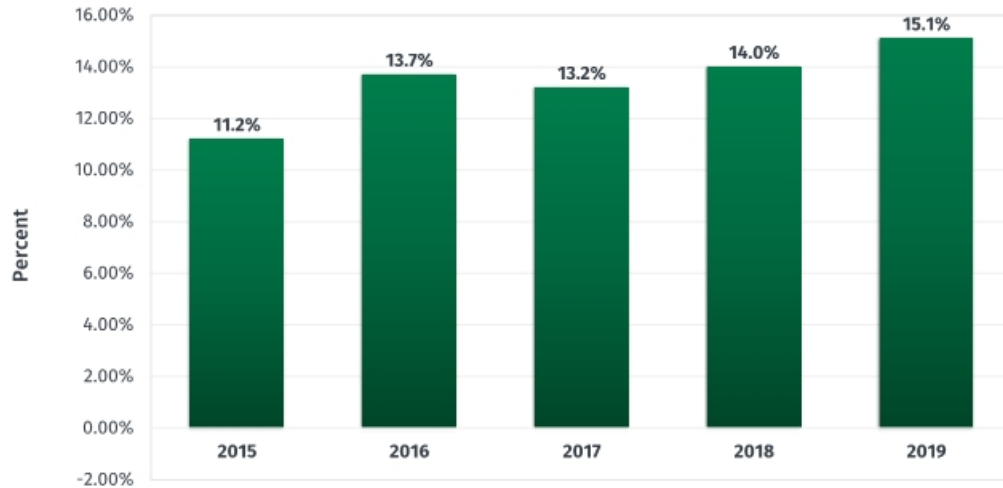
(2) **Non-GAAP Financial Information:** This release includes certain financial information not prepared in accordance with U.S. GAAP. Because not all companies calculate non-GAAP financial information identically (or at all), the presentations herein may not be comparable to other similarly titled measures used by other companies. Management considers EBITDA, as well as lumber market adjusted EBITDA margin, as non-GAAP alternative performance measures which may provide useful information to investors. See the company's web site at ufpi.com for reconciliation to related GAAP measurement.

MARGIN IMPROVEMENT DRIVERS

- ✓ Operating leverage on sales growth
- ✓ Product mix improvements
 - New product and core line innovation initiatives
 - Conversion from commodity to value-added
- ✓ Strength of market demand
- ✓ Automation initiatives



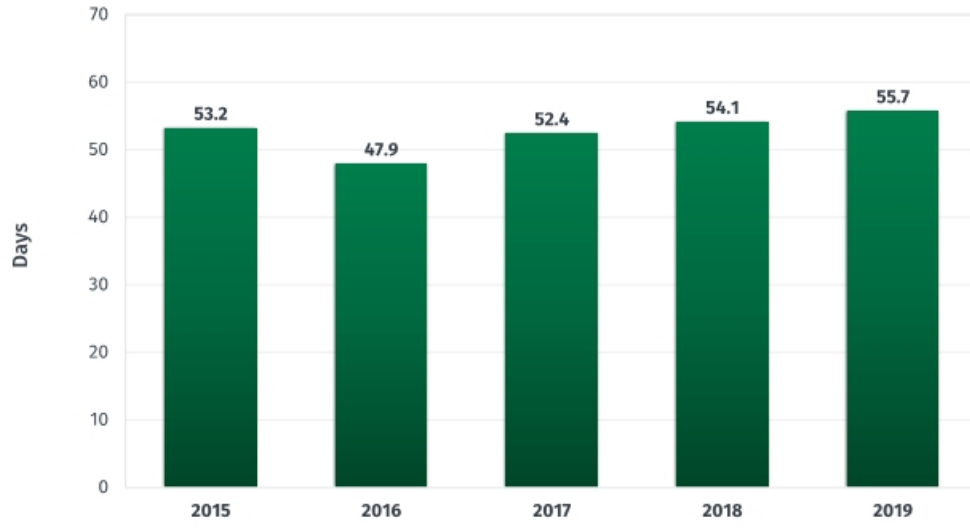
RETURN ON INVESTED CAPITAL



Hurdle Rate = 12% 10% WACC and Minimum ROIC Goal

(1) See the company's website at ufpi.com for reconciliation to related GAAP measurement.

CASH CYCLE



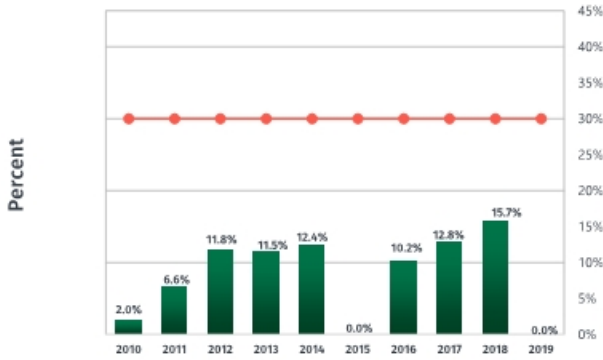
Cash Cycle = Days Receivables Outstanding + Days Supply of Inventory – Days Payables Outstanding

NET DEBT

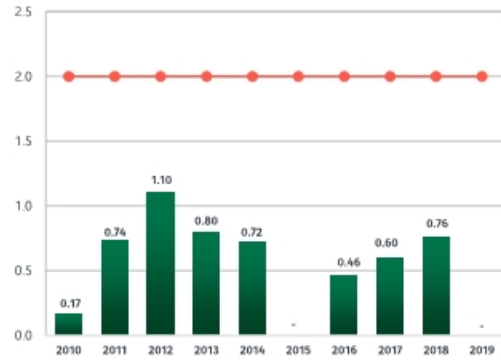
\$ In thousands	Jun-20	Dec-19	Dec-18
3.89% series 2012 - A notes, Tranche A, due December 2022	\$ 35,000	\$ 35,000	\$ 35,000
3.98% series 2012 - B notes, Tranche B, due December 2024	40,000	40,000	40,000
4.20% series 2018 - C notes, Tranche C, due June 2028	40,000	40,000	40,000
4.27% series 2018 - D notes, Tranche D, due June 2030	35,000	35,000	35,000
Revolving credit facility (\$375 million total available)	4,184	3,976	42,490
Industrial Development Revenue Bonds	9,700	9,700	9,700
Other	(40)	8	88
Less Cash Surplus	(200,546)	(168,336)	(27,316)
Plus Cash Overdraft	-	-	27,367
Total Net Debt (Cash)	\$ (36,702)	\$ (4,652)	\$ 202,329
Unused debt capacity at 2X EBITDA less average debt	\$ 642,000		

CAPITAL STRUCTURE

Net Debt to Total Capitalization vs Maximum Target



Net Debt to EBITDA vs Maximum Target



BALANCED USE OF FREE CASH FLOW

- ✓ Dividend yield approximately 0.86%
- ✓ Share repurchases total over \$29M YTD (1.1M remaining share authorization)
- ✓ Capex plan of \$100M (expansionary plan of \$40M)
- ✓ Long-term target for acquisitions to contribute half of our total annual unit sales growth



SELECTED INCOME STATEMENT DATA 2ND QUARTER

\$ In thousands, except per share data	Q2 2020	Q2 2019	% Change	Unit % Change
Retail	\$ 609,190	\$ 482,090	26.4	22.0
Industrial	224,379	291,245	-23.0	-27.0
Construction	359,170	414,825	-13.4	-16.0
All Other	49,262	51,657	-4.6	
Total Net Sales	\$ 1,242,001	\$ 1,239,817	0.2	-3.0
EBITDA (1)	\$ 110,403	\$ 90,779	21.6	
Net Earnings Attributable to Controlling Interest	\$ 66,463	\$ 54,515	21.9	
Diluted EPS	\$ 1.08	\$ 0.88	22.7	

(1) See the company's website at ufpi.com for reconciliation to related GAAP measurement.

SELECTED INCOME STATEMENT DATA YTD RESULTS

\$ In thousands, except per share data	YTD 2020	YTD 2019	% Change	Unit % Change
Retail	\$ 961,351	\$ 815,190	17.9	17.0
Industrial	480,922	566,004	-15.0	-14.0
Construction	740,325	779,962	-5.1	-7.0
All Other	91,465	93,787	-2.5	
Total Net Sales	\$ 2,274,063	\$ 2,254,943	0.8	0.0
EBITDA (1)	\$ 187,481	\$ 156,717	19.6	
Net Earnings Attributable to Controlling Interest	\$ 106,622	\$ 90,055	18.4	
Diluted EPS	\$ 1.73	\$ 1.46	18.5	

(1) See the company's website at ufpi.com for reconciliation to related GAAP measurement.

THANK YOU.



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Grand Rapids, MI 49506
(800) 598-9663 - UFPI.com

