Third Quarter Presentation

November 6, 2018

Presented by:

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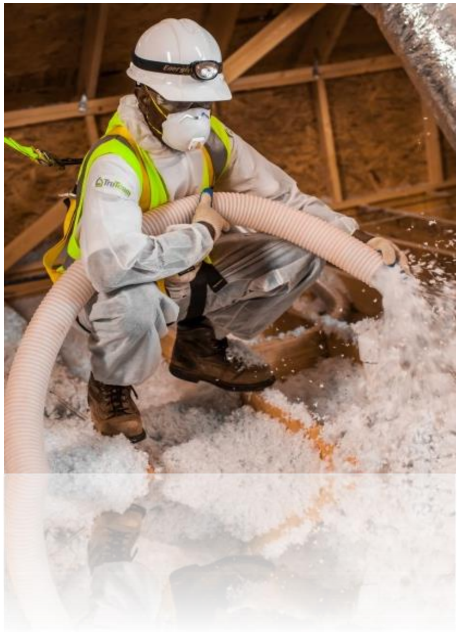
SAFE HARBOR

Statements contained in this presentation that are not historical and reflect our views about future periods and events, including our future performance, constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as “will,” “would,” “anticipate,” “expect,” “believe,” “plan,” “hope,” “estimates,” “suggests,” “has the potential to,” “projects,” “assumes,” “goal,” “targets,” “likely,” “should,” or “intend,” and other words and phrases of similar meanings, the negative of these terms, and similar references to anticipated or expected events, activities, trends, future periods or results. Forward-looking statements are based on management’s current expectations and are subject to risks and uncertainties that are difficult to predict and, accordingly, our actual results may differ materially from the results discussed or implied in our forward-looking statements. Forward-looking statements are subject to a number of risks, uncertainties, and assumptions, including: our reliance on residential new construction, residential repair/remodel, and commercial construction; our reliance on third-party suppliers and manufacturers; our ability to attract, develop and retain talented personnel and our sales and labor force; our ability to maintain consistent practices across our locations; our ability to maintain our competitive position; our ability to integrate acquisitions; changes in the costs of the products we install and/or distribute; increases in fuel costs; significant competition in our industry; seasonal effects on our business; and the other risks described under the caption entitled “Risk Factors” in our most recent Annual Report on Form 10-K filed with the SEC and under similar headings in our subsequently filed Quarterly Reports on Forms 10-Q and other filings with the SEC. Our forward-looking statements in this presentation speak only as of the date of this presentation. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. Unless required by law, we undertake no obligation to update publicly any forward-looking statements as a result of new information, future events, or otherwise. The Company believes that the non-GAAP performance measures and ratios that are contained herein, which management uses to manage our business, provide users of this financial information with additional meaningful comparisons between current results and results in our prior periods. Non-GAAP performance measures and ratios should be viewed in addition, and not as an alternative, to the Company's reported results under accounting principles generally accepted in the United States. Additional information about the Company is contained in the Company's filings with the SEC and is available on TopBuild's website at www.topbuild.com.

POSITIVE OUTLOOK



- Strong economy
- Solid job growth
- Household formations increasing
- Tight housing inventory
- Interest rates still relatively low

"THESE FACTORS SUPPORT SEVERAL MORE YEARS OF INCREASING LEVELS OF NEW CONSTRUCTION."

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ONE COMPANY LEVERAGING TWO LEADING CHANNELS…

TruTeam
Local Relationships. National Resources.

Installation
Provide contractor services to builders and general contractors

SERVICE partners

Distribution
Distribute products to a variety of customers

Small Contractors, Lumber Yards, Retail

TopBuild

Scale Advantage

Building science expertise
TopBuild Home Services

Access to
50K+
Builders and General Contractors

"OUR UNIQUE AND DIVERSIFIED BUSINESS MODEL OFFERS MULTIPLE AVENUES FOR GROWTH."

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3Q 2018 FINANCIAL HIGHLIGHTS

- 32.4% revenue growth, 10.2% organic
- Gross margin expanded 30 basis points
- 48.2% increase in adjusted EPS to $1.23 per diluted share
- 13.0% adjusted EBITDA margin, up 120 bps
- 16.9% incremental EBITDA margin, 21.4% same branch
- Total liquidity of $284.2 million

"WE REMAIN FOCUSED ON GROWING MARKET SHARE, IMPROVING OPERATIONAL EFFICIENCY AND EXPANDING MARGINS."

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TOPBUILD FINANCIAL OVERVIEW

($ in 000s)	Three Months ended September 30, 2018	Nine Months ended September 30, 2018
Sales *Y-O-Y Change*	$647,289 32.4%	$1,744,702 24.2%
Adjusted Operating Profit * *Y-O-Y Change*	$69,463 38.2%	$165,457 36.7%
Adjusted Operating Margin * *Y-O-Y Change*	10.7% 40 bps	9.5% 90 bps
Adjusted EBITDA * *Y-O-Y Change*	$84,259 46.4%	$200,834 43.8%
Adjusted EBITDA Margin* *Y-O-Y Change*	13.0% 120 bps	11.5% 160 bps

** See Slides 16 & 17 for adjusted EBITDA reconciliation and GAAP to non-GAAP reconciliation*

3Q Highlights

- $108.5M of revenue from companies acquired since January 2018
- Selling prices increased 4.9% at TruTeam and 7.6% at Service Partners
- 120 basis point expansion adjusted EBITDA margin

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ADJUSTED EPS

($ in 000s)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2018	2017	2018	2017
Income before income taxes, as reported	$ 57,014	$ 47,110	$ 125,057	$ 80,281
Significant legal settlement	—	—	—	30,000
Rationalization charges	1,668	404	6,807	3,399
Acquisition related costs	1,578	310	14,859	748
Loss on extinguishment of debt	—	—	—	1,086
Income before income taxes, as adjusted	**60,260**	**47,824**	**146,723**	**115,514**
Tax rate at 27% and 38% for 2018 and 2017, respectively	(16,270)	(18,173)	(39,615)	(43,895)
Income, as adjusted	**$ 43,990**	**$ 29,651**	**$ 107,108**	**$ 71,619**
Income per common share, as adjusted	**$ 1.23**	**$ 0.83**	**$ 2.99**	**$ 1.94**
Weighted average diluted common shares outstanding	35,789,383	35,737,629	35,815,357	36,842,144

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CASH FLOW/WORKING CAPITAL & CAPEX

($ in 000s)	Nine Months ended September 30, 2018	Nine Months ended September 30, 2017
CAPEX	$42,379	$13,088
Working Capital % to sales (using LTM sales)	11.3%	10.0%
Operating Cash Flow	$96,033	$54,618
Cash Balance	$93,463	$18,460
Net Leverage[(1)]	2.31x	1.28x

Highlights

- CAPEX @ 2.4% of sales first nine months, within targeted range
- Working capital as a % of LTM sales increased vs. prior year
  - Less favorable payable terms/practices for USI
  - Strategic buildup of inventory at Service Partners

1. Using Pro Forma LTM Adjusted EBITDA

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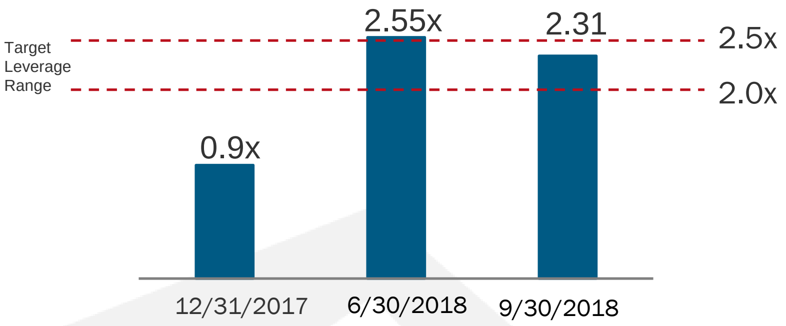
LEVERAGE

(at 9/30/18)

Long-term Debt	$750.8
Less Cash	93.5
Net Debt	**$657.3**
Adj. EBITDA[1]	$284.3
Leverage	2.31x

1. Proforma LTM EBITDA



"LEVERAGE IS WITHIN OUR TARGETED RANGE."

2018 OUTLOOK ($M)

REVENUE

$2,383 to $2,403

ADJUSTED EBITDA*

$278 to $286

Change from 2Q 2018

- Revenue
  - Low end raised by $25M
  - High end raised by $5M
- Adjusted EBITDA
  - Low end raised by $9M
  - High end raised by $2M

** See slide 17 and 18 for GAAP to non-GAAP reconciliation*

TruTeam
Local Relationships. National Resources.

($ in 000s)	Three Months ended September 30, 2018	Nine Months ended September 30, 2018
Sales *Y-O-Y Change*	$464,540 39.4%	$1,223,357 29.4%
Adjusted Operating Profit * *Y-O-Y Change*	$61,181 49.2%	$140,598 43.9%
Adjusted Operating Margin * *Y-O-Y Change*	13.2% 90 bps	11.5% 120 bps

* *See slide 17 for GAAP to non-GAAP reconciliation*

3Q Highlights

- 11.4% same branch growth (6.5% volume, 4.9% price)
- Successfully passing along increasing costs
- Best in class operational execution

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SERVICE partners

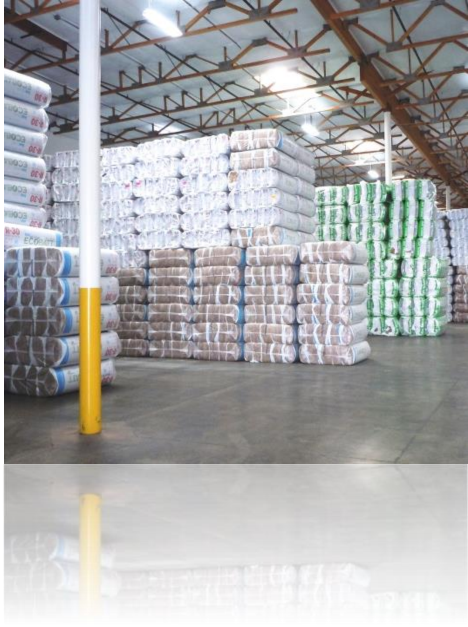
($ in 000s)	Three Months ended September 30, 2018	Nine Months ended September 30, 2018
Sales *Y-O-Y Change*	$212,948 17.6%	$606,335 15.2%
Adjusted Operating Profit * *Y-O-Y Change*	$19,363 5.8%	$57,300 12.7%
Adjusted Operating Margin * *Y-O-Y Change*	9.1% (100 bps)	9.5% (20 bps)

* *See slide 17 for GAAP to non-GAAP reconciliation*

3Q Highlights

- 7.6% increase in selling prices
- Good job recovering insulation material cost increases
- Delay in recovering significant increase in cost of gutter metal

MATERIAL



- Fiberglass costs continue to rise
  - Three fiberglass cost increases announced 2018 YTD
  - Function of tight supply and higher freight costs
  - Given line maintenance, availability still a watch point
- Spray foam and cellulose good alternatives
  - YTD spray foam sales have increased:
    - 39.0% at TruTeam
    - 33.6% at Service Partners
- Successfully pushing material cost increases through selling price increases

"THE QUALITY AND RELIABILITY OF OUR SUPPLY CHAIN MODEL IS A COMPETITIVE ADVANTAGE."

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USI INTEGRATION

- Exceeding integration milestones
- All 33 core USI locations successfully transferred to BLD operating systems
  - Welcomed 12,000+ new customers
  - Added over 1,000 experienced installers
  - Integrated more than 800 trucks into our fleet
- Back office and corporate functions consolidated
- Supply chain is integrated
  - Efficiently sharing labor and materials
- Beginning branch optimization effort
- Confident on synergy realization

"THE INTEGRATION PROCESS IS AHEAD OF PLAN."

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TopBuild
Construction strong and proud.
BLD LISTED NYSE
SERVICE partners
TruTeam
BLD LISTED NYSE

APPENDIX

Adjusted EBITDA Reconciliation

($ in 000s)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2018	2017	2018	2017
Net income, as reported	**$ 42,658**	**$ 31,393**	**$ 96,198**	**$ 53,142**
Adjustments to arrive at EBITDA, as adjusted:				
Interest expense and other, net	9,203	2,452	18,734	5,528
Income tax expense	14,356	15,717	28,859	27,139
Depreciation and amortization	11,948	4,918	27,133	11,753
Share-based compensation †	2,848	2,372	8,244	6,859
Significant legal settlement	—	—	—	30,000
Rationalization charges	1,668	404	6,807	3,399
Loss on extinguishment of debt	—	—	—	1,086
Acquisition related costs	1,578	310	14,859	748
EBITDA, as adjusted	**$ 84,259**	**$ 57,566**	**$ 200,834**	**$ 139,654**

† Amounts for the nine month period ending September 30, 2017, excludes $0.6 million of share-based compensation included in the line item, rationalization charges.

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Segment GAAP to Non-GAAP Reconciliation

($ in 000s)

	Three Months Ended September 30, 2018	Three Months Ended September 30, 2017	Change	Nine Months Ended September 30, 2018	Nine Months Ended September 30, 2017	Change
Installation						
Sales	$ 464,540	$ 333,238	*39.4 %*	$ 1,223,357	$ 945,109	*29.4 %*
Operating profit, as reported	$ 61,004	$ 40,862		$ 139,969	$ 66,985	
Operating margin, as reported	*13.1 %*	*12.3 %*		*11.4 %*	*7.1 %*	
Significant legal settlement	—	—		—	30,000	
Rationalization charges	177	139		629	720	
Operating profit, as adjusted	$ 61,181	$ 41,001		$ 140,598	$ 97,705	
Operating margin, as adjusted	*13.2 %*	*12.3 %*		*11.5 %*	*10.3 %*	
Distribution						
Sales	$ 212,948	$ 181,146	*17.6 %*	$ 606,335	$ 526,452	*15.2 %*
Operating profit, as reported	$ 19,229	$ 18,300		$ 57,141	$ 50,806	
Operating margin, as reported	*9.0 %*	*10.1 %*		*9.4 %*	*9.7 %*	
Rationalization charges	134	5		159	23	
Operating profit, as adjusted	$ 19,363	$ 18,305		$ 57,300	$ 50,829	
Operating margin, as adjusted	*9.1 %*	*10.1 %*		*9.5 %*	*9.7 %*	

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Reconciliation Table

($ in 000,000s)

	Twelve Months Ending December 31, 2018	
	Low	**High**
Estimated net income	$ 125.4	$ 135.2
Adjustments to arrive at estimated EBITDA, as adjusted:		
Interest expense and other, net	28.6	27.6
Income tax expense	46.4	50.0
Depreciation and amortization	39.7	38.6
Share-based compensation	12.4	11.6
Rationalization charges	9.1	7.6
Acquisition related costs	16.4	15.4
Estimated EBITDA, as adjusted	$ 278.0	$ 286.0