First Quarter 2020

May 5, 2020

Jerry Volas, CEO

Robert Buck, President & COO

John Peterson, CFO

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Safe Harbor

Statements contained in this report that reflect our views about future periods, including our future plans and performance, constitute "forward-looking statements" under the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as "will," "would," "anticipate," "expect," "believe," "designed," "plan," or "intend," the negative of these terms, and similar references to future periods. These views involve risks and uncertainties that are difficult to predict and, accordingly, our actual results may differ materially from the results discussed in our forward-looking statements. We caution you against unduly relying on any of these forward-looking statements. Our future performance may be affected by the duration and impact of the COVID-19 pandemic on the United States economy, specifically with respect to residential and commercial construction; our ability to continue operations in markets affected by the COVID-19 pandemic and our ability to collect receivables from our customers; 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; and our ability to maintain our competitive position. We discuss the material risks we face under the caption entitled "Risk Factors" in our Annual Report for the year ended December 31, 2019, as filed with the SEC on February 25, 2020, as well as under the caption entitled "Risk Factors" in subsequent reports that we file 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.

Business Update

- Experienced, cycle-tested management team
- Where permissible, TruTeam on job sites and Service Partners filling and delivering orders
- Proactively flexing cost model
- Strict safety protocols in place
- Ample liquidity

Our Safety Culture Remains a Top Priority

1Q 2020 Financial Highlights*

- 5.5% sales growth
- 26.3% gross margin, up 120 bps
- 13.5% adjusted EBITDA margin, up 150 bps
- 40.8% incremental EBITDA margin
- 29.2% increase in adjusted EPS to $1.37 per diluted share

Strong Q1 with Minimal Impact from COVID-19

* See slide 15 for adjusted EBITDA reconciliation

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Capital Allocation

- Two Acquisitions YTD
  - Hunter Insulation
  - Cooper Glass
- Delaying further acquisitions due to uncertain environment
  - Will resume when appropriate
  - Strong balance sheet and ample dry powder
- Share repurchase program on hold

Liquidity Number One Priority

Operations Update

- Focused on:
  - Safeguarding employees' health at our facilities and on job sites
  - Maintaining key operations and servicing customers
  - Monitoring shifting state regulations
- Construction deemed "essential" in most states
- Supply chain across both business segments remains strong

Responding Proactively to Changing Environment

Background

- Since the last downturn:
  - Closed over 130 redundant branches
  - Moved all branches to common ERP system
  - Simplified our business processes
  - Exited non-core products
  - Cut redundant fixed overhead
  - Brought key talent back to the business
  - Leveraged supply chain scale
  - Focused on labor and sales productivity, operational efficiency
  - Leveraged model to expand margins and improve profitability

Stronger, Leaner More Flexible Business Model

Flexing the Business

- Discretionary spending controlled/eliminated
- Capital expenditures significantly reduced
- Overhead expenses cut
- Working closely with supplier partners
- COVID-19 Leave Plan for employees
- Common ERP system distinct competitive advantage
- Ongoing review of branch level performance

Multiple Levers to Pull to Drive Performance

Looking Ahead...

- Demonstrating to our customers, current and prospective:
  - We can and will support them better than any other company in our industry
  - We are financially strong, ensuring we have the resources to meet their needs
  - We know how to quickly and successfully adapt to changing market conditions

We are here for them today, and we will be here tomorrow with equipment, material, facilities, labor and the best operators to meet their needs

Opportunity to Differentiate Our Company

Financial Overview

($ in 000s)	Three Months Ended March 31, 2020
Sales Y-O-Y Change	$653,228 5.5%
Adjusted Operating Profit* Y-O-Y Change	$70,261 18.9%
Adjusted Operating Margin* Y-O-Y Change	10.8% 130 bps
Adjusted EBITDA* Y-O-Y Change	$88,359 18.5%
Adjusted EBITDA Margin* Y-O-Y Change	13.5% 150 bps
Adjusted Net Income* Y-O-Y Change	$45,873 25.3%
Adjusted Net Income Per Diluted Share* Y-O-Y Change	$1.37 29.2%

Solid First Quarter

* See slides 15, 16 & 17 for adjusted EBITDA reconciliation, GAAP to non-GAAP reconciliation and Income per Common Share reconciliation

CapEx, Working Capital & Cash Flow

($ in 000s)	Three Months Ended March 31, 2020
CAPEX	$15,892
Working Capital % to Sales	10.5%
Operating Cash Flow	$72,930
Cash Balance	$187,039

Strong Cash Flow Generation

Leverage

First Quarter 2020

$ in millions

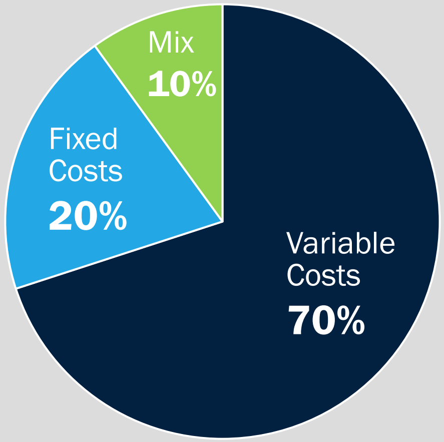
Total Debt	$731.4
Less Cash	187.0
Net Debt	**$544.4**
TTM Adj. EBITDA	$372.9
Leverage	1.46x

- $389M available on $450M Revolver
- No debt maturing until 2025
- Significant room under debt covenants

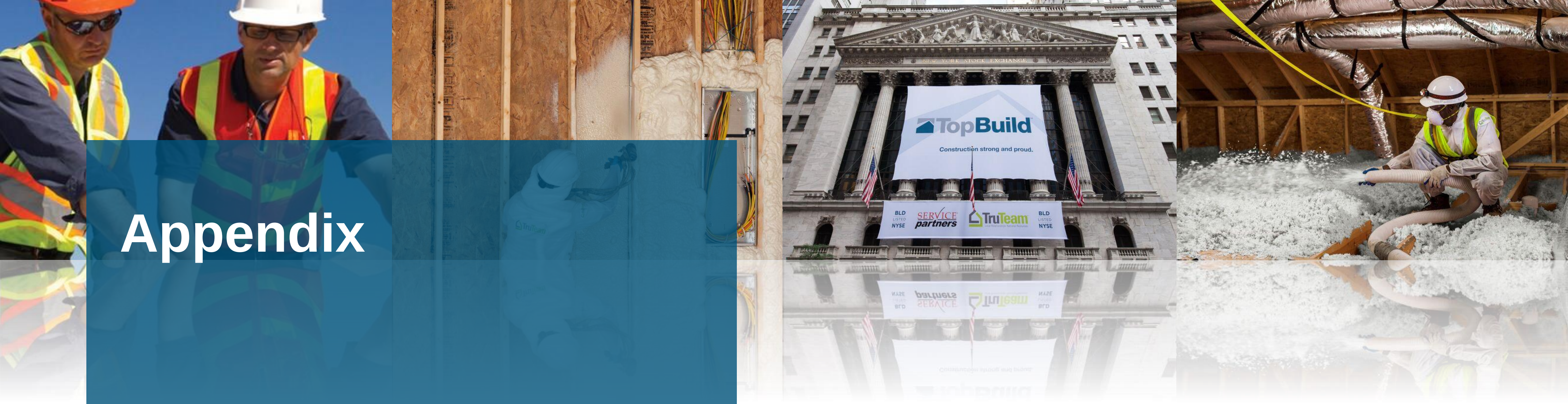
Total Liquidity of $576 Million

COVID-19 Initiatives

- Flexible business model enables Company to adapt quickly
  - 70% variable costs, 20% fixed costs, 10% mix of both
  - Expand margins in periods of growth
  - Adjust to downturns to mitigate impact on operations
- Cost Savings
  - Elimination of most travel, entertainment and in-person meetings
  - Postponing non-essential CapEx
  - Reducing workforce in the field and at Branch Support Center
- Defensive capital allocation strategy – preserve capital



Responding Proactively to Changing Environment



Appendix

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Adjusted EBITDA Reconciliation

($ in 000s)

	Three Months Ended March 31,	
	2020	2019
Net income, as reported	**$ 50,771**	**$ 37,983**
Adjustments to arrive at EBITDA, as adjusted:		
Interest expense and other, net	8,270	9,269
Income tax expense	10,715	9,366
Depreciation and amortization	14,190	12,475
Share-based compensation	3,908	2,972
Rationalization charges	—	1,827
Acquisition related costs	235	652
Refinancing costs and loss on extinguishment of debt	270	—
EBITDA, as adjusted	**$ 88,359**	**$ 74,544**

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Segment GAAP to Non-GAAP Reconciliation

($ in 000s)

	Three Months Ended March 31, 2020	Three Months Ended March 31, 2019	Change
TruTeam			
Sales	$ 475,873	$ 449,383	*5.9 %*
Operating profit, as reported	$ 60,351	$ 51,299	
Operating margin, as reported	*12.7 %*	*11.4 %*	
Rationalization charges	—	118	
Acquisition related costs	4	125	
Operating profit, as adjusted	$ 60,355	$ 51,542	
Operating margin, as adjusted	*12.7 %*	*11.5 %*	
Service Partners			
Sales	$ 214,223	$ 204,464	*4.8 %*
Operating profit, as reported	$ 24,669	$ 20,597	
Operating margin, as reported	*11.5 %*	*10.1 %*	
Rationalization charges	—	109	
Operating profit, as adjusted	$ 24,669	$ 20,706	
Operating margin, as adjusted	*11.5 %*	*10.1 %*	

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Income Per Common Share Reconciliation

($ in 000s)

	Three Months Ending March 31,	
	2020	2019
Income before income taxes, as reported	**$ 61,486**	**$ 47,349**
Rationalization charges	—	1,827
Acquisition related costs	235	652
Refinancing costs and loss on extinguishment of debt	270	—
Income before income taxes, as adjusted	**61,991**	**49,828**
Tax rate at 26.0% and 26.5% for 2020 and 2019, respectively	(16,118)	(13,204)
Income, as adjusted	**$ 45,873**	**$ 36,624**
Income per common share, as adjusted	**$ 1.37**	**$ 1.06**
Weighted average diluted common shares outstanding	33,599,847	34,703,289

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