FIRST QUARTER

Robert Buck, President & CEO
John Peterson, CFO

May 6, 2021

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SAFE HARBOR

Statements contained herein 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 a number of risks including but not limited to the material risks under the caption entitled “Risk Factors” in our most recent Annual Report, as filed with the SEC, 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 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 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 United States GAAP. 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.

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FIRST QUARTER FINANCIAL HIGHLIGHTS*

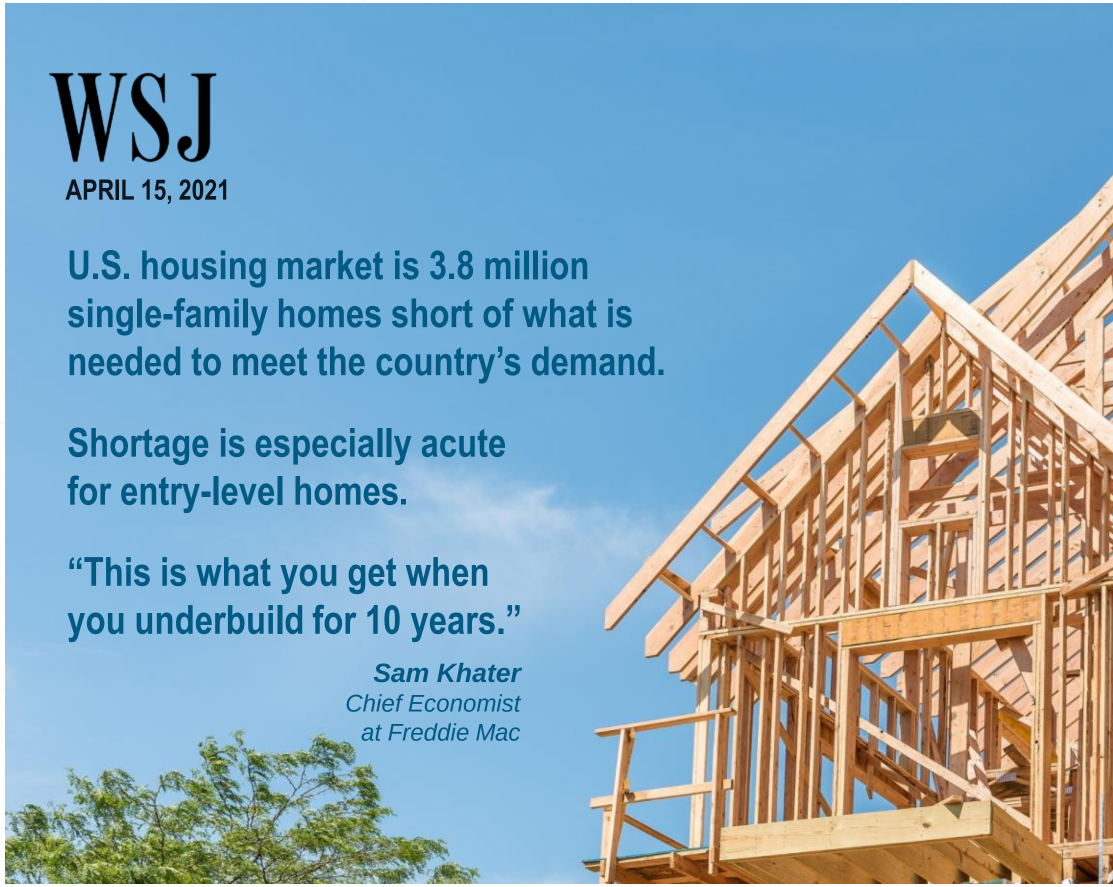
- 13.7% net sales increase
- 26.7% adjusted gross margin, up 40 bps
- 13.1% adjusted operating margin, up 230 bps
- 15.6% adjusted EBITDA margin, up 210 bps
- 47.4% increase in adjusted EPS to $2.02 per diluted share

BUSINESS MODEL EXECUTING WELL

* See slide 16-20 for GAAP to non-GAAP reconciliations

BUSINESS UPDATE

- **RESIDENTIAL**
  - Builders reporting strong first quarter order growth
  - March seasonally adjusted housing starts at 1.74M, well above Street expectations
  - Building cycle elongated by both material and labor constraints across entire industry
  - Demand far outpacing supply



TOPBUILD CAPITALIZING ON GROWTH

BUSINESS UPDATE

- **COMMERCIAL**
  - Same branch revenue up 8.1% year-over-year
  - Delayed projects getting back on track
  - Bidding activity strong for both light and heavy
  - Types of heavy commercial projects being bid and won:
    - Large distribution centers
    - Corporate campuses
    - Schools, universities
    - Airports
    - Public safety facilities

EXPECT COMMERCIAL TO CONTINUE TO STRENGTHEN

INDUSTRY TRENDS EXTENDING BUILD CYCLE

MATERIAL CONSTRAINED

- All trades experiencing constrained capacity and rising prices
- Additional fiberglass capacity coming online
- Spray foam supply impacted by severe weather in Texas in February
  - Supply should increase over next several months
- Fiberglass cost increases by manufacturers
  - January, April and June

LABOR CONSTRAINED

- Labor shortages across construction industry
- “Friends and Family” referral program successful
- Improving installer productivity
  - Route optimization technology tools
- Integrated systems allow us to share labor, equipment and inventory
  - No other installer has this capability

STRIKING OPTIMAL BALANCE BETWEEN PRICE AND VOLUME

CAPITAL ALLOCATION

- Four acquisitions completed year-to-date

LCR CONTRACTORS
- Heavy commercial and residential
- $58.0M annual revenue

OZARK FOAM
- Residential insulation, primarily spray foam
- $7.7M annual revenue

AMERICAN BUILDING SYSTEMS
- Residential (94%) and distribution (6%)
- $144.0M annual revenue

CREATIVE CONSERVATION
- Residential insulation
- $7.4M annual revenue

- Repurchased 49,284 shares in 1Q 2021
  - Averaged $199.98 per share

ACQUISITIONS EXPECTED TO GENERATE ~$217M ANNUAL REVENUE

2021 TEAM GOALS

FOCUSED ON:

- Successfully integrating acquisitions into our family of companies
- Expanding our efforts to think differently in order to:
  - Simplify processes
  - Leverage fixed overhead
  - Manage expenses
  - Improve productivity
- Developing and building the talent and diversity of our team
- Striving for ZERO safety incidents

CONTINUED FOCUS ON DRIVING IMPROVEMENTS

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FINANCIAL OVERVIEW

($ in 000s except per share amounts)	Three Months Ended March 31, 2021
Sales Y-O-Y Change	$742,798 13.7%
Adjusted Operating Profit* Y-O-Y Change	$97,179 38.3%
Adjusted Operating Margin* Y-O-Y Change	13.1% 230 bps
Adjusted EBITDA* Y-O-Y Change	$115,809 31.1%
Adjusted EBITDA Margin* Y-O-Y Change	15.6% 210 bps
Adjusted Income per Diluted Share* Y-O-Y Change	$2.02 47.4%

STRONG PERFORMANCE, SOLID MARGIN EXPANSION

* See slides 16-20 for GAAP to non-GAAP reconciliations

CAPEX, WORKING CAPITAL & CASH FLOW

$ in 000s

	Three Months Ended March 31, 2021	Three Months Ended March 31, 2020
CAPEX	$12,284	$15,892
Operating Cash Flow	$89,422	$72,930

	March 31, 2021	December 31, 2020
Cash Balance	$319,619	$330,007

	March 31, 2021	March 31, 2020
Working Capital % to TTM Sales*	10.2%	10.5%

MINIMAL CAPEX , STRONG CASH FLOW

* See slide 21 for pro forma acquisition adjustment

LEVERAGE

$ in millions

Total Debt	$723.4
Less Cash	319.6
Net Debt	**$403.8**
TTM Adj. EBITDA*	$464.2
Leverage	0.87x

- $389.6M available on $450M Revolver
- Significant room under debt covenants

STRONG BALANCE SHEET…AMPLE LIQUIDITY

* See slide 16 for adjusted EBITDA reconciliation

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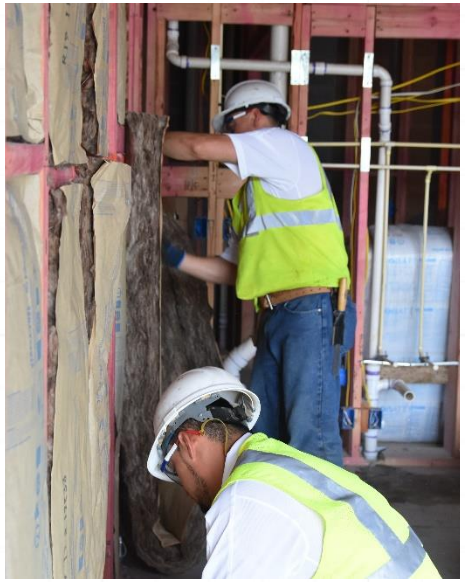
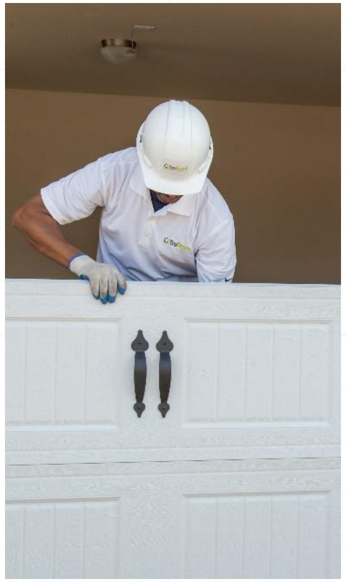
TruTeam

($ in 000s)	Three Months Ended March 31, 2021
Sales Y-O-Y Change	$532,753 12.0%
Adjusted Operating Profit* Y-O-Y Change	$74,125 22.8%
Adjusted Operating Margin* Y-O-Y Change	13.9% 120 bps





SOLID GROWTH AND MARGIN EXPANSION

* See slide 17 for Segment Data

SERVICE PARTNERS

($ in 000s)	Three Months Ended March 31, 2021
Sales Y-O-Y Change	$251,601 17.4%
Adjusted Operating Profit* Y-O-Y Change	$35,419 43.6%
Adjusted Operating Margin* Y-O-Y Change	14.1% 260 bps

ROBUST SALES GROWTH…HISTORIC MARGIN EXPANSION

* See slide 17 for Segment Data

2021 OUTLOOK
(as of May 6, 2021)

SALES

$3,220M to $3,320M

Low and high-end range raised by $170M

ADJUSTED EBITDA*

$532M to $562M

Low and high-end range raised by $27M




ASSUMES HOUSING STARTS BETWEEN 1.45M AND 1.50M

* See slide 22 for Guidance Reconciliation

APPENDIX

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ADJUSTED EBITDA RECONCILIATION

($ in 000s)

	Three Months Ended March 31, 2021	Three Months Ended March 31, 2020	Trailing Twelve Months Ended March 31, 2021
Net income, as reported	**$ 59,842**	**$ 50,771**	**256,094**
Adjustments to arrive at EBITDA, as adjusted:			
Interest expense and other, net	6,526	8,270	29,979
Income tax expense	15,657	10,715	81,009
Depreciation and amortization	15,519	14,190	63,739
Share-based compensation	3,111	3,908	14,113
Rationalization charges	16	—	2,113
Acquisition related costs	753	235	1,373
Refinancing costs and loss on extinguishment of debt	13,862	270	13,882
COVID-19 pay	523	—	1,891
EBITDA, as adjusted	**$ 115,809**	**$ 88,359**	**464,193**
Net Sales	**$ 742,798**	**$ 653,228**	
EBITDA margin, as adjusted	15.6 %	13.5 %	

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SEGMENT DATA

($ in 000s)

	Three Months Ended March 31,		
	2021	2020	Change
TruTeam			
Sales	$ 532,753	$ 475,873	*12.0 %*
Operating profit, as reported	$ 73,636	$ 60,351	
Operating margin, as reported	*13.8 %*	*12.7 %*	
Acquisition related costs	—	4	
COVID-19 pay	489	—	
Operating profit, as adjusted	$ 74,125	$ 60,355	
Operating margin, as adjusted	*13.9 %*	*12.7 %*	
Service Partners			
Sales	$ 251,601	$ 214,223	*17.4 %*
Operating profit, as reported	$ 35,385	$ 24,669	
Operating margin, as reported	*14.1 %*	*11.5 %*	
COVID-19 pay	34	—	
Operating profit, as adjusted	$ 35,419	$ 24,669	
Operating margin, as adjusted	*14.1 %*	*11.5 %*	
Total			
Sales before eliminations	$ 784,354	$ 690,096	
Intercompany eliminations	(41,556)	(36,868)	
Net sales after eliminations	$ 742,798	$ 653,228	*13.7 %*

MARGIN RECONCILIATION

($ in 000s)

	Three Months Ended March 31,	
	2021	2020
Gross profit, as reported	$ 197,759	$ 171,956
Gross margin, as reported	*26.6 %*	*26.3 %*
COVID-19 pay	470	—
Gross profit, as adjusted	$ 198,229	$ 171,956
Gross margin, as adjusted	*26.7 %*	*26.3 %*
Operating profit, as reported - segments	$ 109,021	$ 85,020
General corporate expense, net	(6,606)	(9,198)
Intercompany eliminations	(6,528)	(5,833)
Operating profit, as reported	$ 95,887	$ 69,989
Operating margin, as reported	*12.9 %*	*10.7 %*
Rationalization charges	16	—
Acquisition related costs [1]	753	235
Refinancing costs	—	37
COVID-19 pay	523	—
Operating profit, as adjusted	$ 97,179	$ 70,261
Operating margin, as adjusted	*13.1 %*	*10.8 %*

[1] Acquisition related costs include corporate level adjustments as well as segment operating adjustments.

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INCOME PER COMMON SHARE RECONCILIATION

($ in 000s)

	Three Months Ended March 31,	
	2021	2020
Income before income taxes, as reported	**$ 75,499**	**$ 61,486**
Rationalization charges	16	—
Acquisition related costs	753	235
Refinancing costs and loss on extinguishment of debt	13,862	270
COVID-19 pay	523	—
Income before income taxes, as adjusted	**90,653**	**61,991**
Tax rate at 26.0%	(23,570)	(16,118)
Income, as adjusted	**$ 67,083**	**$ 45,873**
Income per common share, as adjusted	**$ 2.02**	**$ 1.37**
Weighted average diluted common shares outstanding	33,202,563	33,599,847

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SAME BRANCH AND ACQUISITION NET SALES RECONCILIATION

($ in 000s)

	Three Months Ended March 31,	
	2021	**2020**
Same branch:		
Residential	$ 556,993	$ 506,731
Commercial	158,349	146,497
Same branch net sales	715,342	653,228
Acquisitions (a):		
Residential	$ 19,791	$ —
Commercial	7,665	—
Acquisitions net sales	27,456	—
Total net sales	**$ 742,798**	**$ 653,228**

(a) Represents current year impact of acquisitions in their first twelve months

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ACQUISITION ADJUSTED NET SALES

($ in 000s)

	2020			2021	Trailing Twelve Months Ended
	Q2	Q3	Q4	Q1	March 31, 2021
Net Sales	$ 646,099	$ 697,223	$ 721,487	$ 742,798	$ 2,807,607
Acquisitions proforma adjustment	32,607	34,823	16,056	3,652	87,138
Net sales, acquisition adjusted †	$ 678,706	$ 732,046	$ 737,543	$ 746,450	$ 2,894,745

† Trailing 12 months sales have been adjusted for the pro forma effect of acquired branches

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RECONCILIATION GUIDANCE TABLE

($ in 000,000)

	Twelve Months Ending December 31, 2021			
	Low		High	
Estimated net income	**$**	**315.3**	**$**	**344.6**
Adjustments to arrive at estimated EBITDA, as adjusted:				
Interest expense and other, net		23.8		20.8
Income tax expense		110.8		121.0
Depreciation and amortization		70.9		66.9
Share-based compensation		11.2		8.7
Estimated EBITDA, as adjusted	**$**	**532.0**	**$**	**562.0**