

FIRST QUARTER 2025

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Rob Kuhns, CFO

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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.

Q1 2025 KEY TAKEAWAYS

Continued Focus on Outperformance

- Delivered Q1 performance in line with expectations
- Confirming full year 2025 guidance
- Uncertainty continues across residential construction landscape
 - Soft demand driven by affordability challenges, economic uncertainty and weak consumer confidence
 - Slow spring selling season
- Commercial & industrial end markets posted solid growth
- Ongoing effort to drive operational excellence
 - Optimization of network footprint
 - Headcount reduction to align with current demand environment
- Capital allocation strategy is disciplined and unchanged
 - M&A continues to be the priority; healthy pipeline
 - In Q1, returned \$215.6 million in capital to shareholders through share repurchase program
- Underlying macro fundamentals support long-term growth opportunity



TruTeam fiberglass insulation installation



Distribution International mechanical insulation fabrication



Service Partners distribution

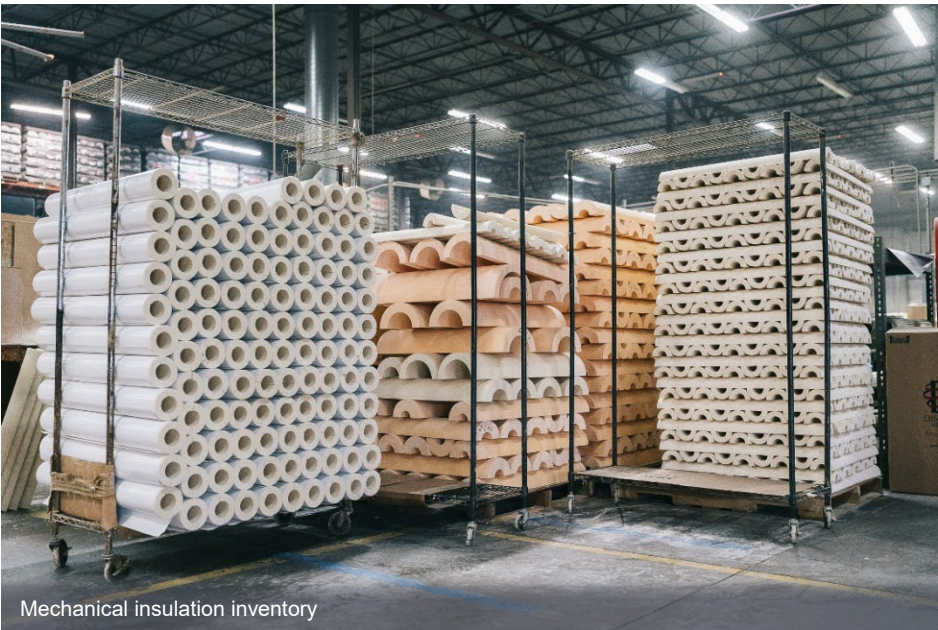
Q1 2025 FINANCIAL RESULTS

Performance In Line with Expectations



Comparisons are to the period ended March 31, 2024
(\$ in 000s)

Three Months Ended March 31, 2025	
Sales	\$1,233,278
Change	(3.6)%
Adjusted Operating Profit*	\$194,147
Change	(9.5)%
Adjusted Operating Margin*	15.7%
Change	(110) bps
Adjusted EBITDA Margin*	19.0%
Change	(80) bps



INSTALLATION

Managing Effectively through Soft Demand Environment



Comparisons are to the period ended March 31, 2024
(\$ in 000s)

	Three Months Ended March 31, 2025
Sales	\$745,533
Change	(6.7%)
Adjusted Operating Profit*	\$138,040
Change	(12.0)%
Adjusted Operating Margin*	18.5%
Change	(110) bps
Adjusted EBITDA Margin*	21.1%
Change	(90) bps



TruTeam commercial insulation installation



TruTeam residential insulation installation

SPECIALTY DISTRIBUTION

Solid Growth in Commercial & Industrial

**SERVICE
PARTNERS**



Comparisons are to the period ended March 31, 2024
(\$ in 000s)

**Three Months Ended
March 31, 2025**

Sales	\$559,804
Change	2.6%
Adjusted Operating Profit*	\$75,964
Change	(1.1)%
Adjusted Operating Margin*	13.6%
Change	(50) bps
Adjusted EBITDA Margin*	16.3%
Change	(60) bps



HEALTHY BALANCE SHEET AND STRONG CASH FLOW

(\$ in millions)

Cash, Available Liquidity & Working Capital

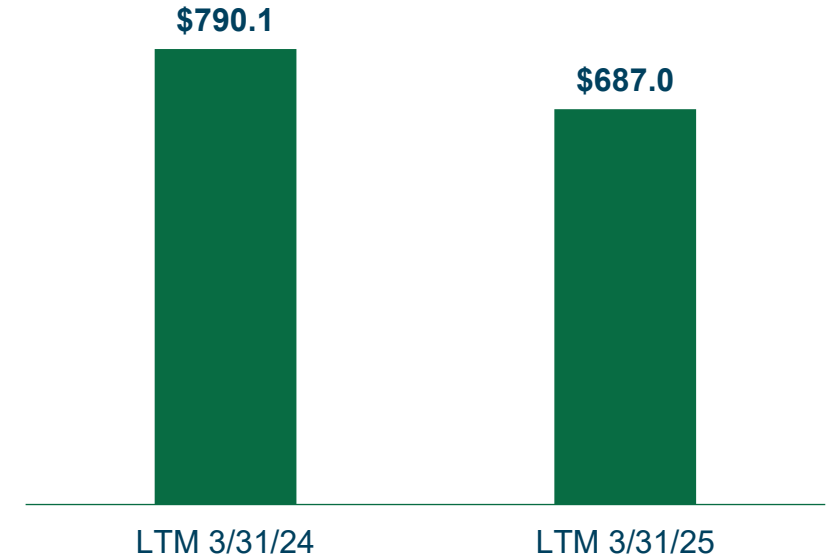
Cash & Cash Equivalents	\$ 308.8
Available Credit Under Revolver	437.6
Total Available Liquidity	\$746.4

Net Debt and Leverage

Net Debt	\$1,067.4
LTM Pro Forma Adjusted EBITDA*	1,063.9
Net Leverage	1.00x

FREE CASH FLOW¹

(\$ in millions)



Working Capital²

\$732.0

*As a % of LTM Pro Forma Sales**

13.7%

¹ Free cash flow is defined as cash from operating activities less capital expenditures.

² Working capital is defined as receivables, net plus inventories less accounts payable.

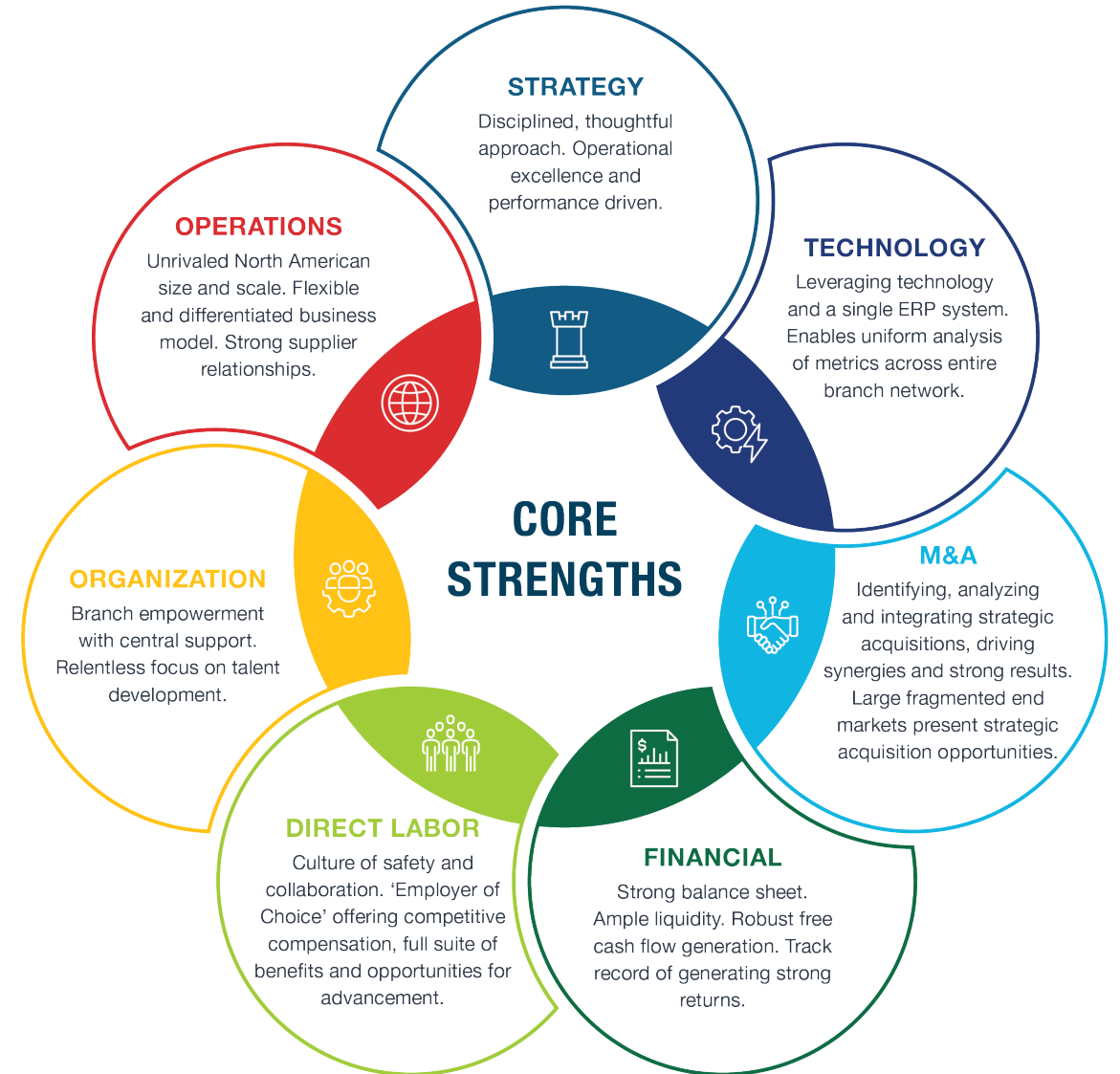
CAPITAL ALLOCATION

Acquisitions Strategy Built On Core Strengths

- **Robust M&A pipeline**
 - Completed the acquisition of Seal-Rite Insulation in April
 - Remain disciplined, focused on generating strong returns



- **Returned \$215.6 million in capital to shareholders in Q1**
 - Market sentiment remains cautious
 - \$972.4 million availability remaining under current authorization



COMMERCIAL BUILDING INSULATION

Insulating the Building Envelope Across Diverse Customer Base

Light Commercial

- Retail and Strip Malls
- Restaurants
- Low Rise Hospitality
- Tilt Wall Construction

Heavy Commercial

- Airports
- Data Centers
- Entertainment Venues
- Large Warehouses & Distribution Centers
- Leisure & Hospitality
- Manufacturing
- Office Buildings
- Sports Facilities
- Institutional Buildings (Education, Healthcare, Municipal, Research)

BNA Concourse D Extension
Nashville, Tennessee



Credit: The Metropolitan Nashville Airport Authority

The Health & Life Science Exchange H1
New Brunswick, New Jersey



Rendering Credit: Elkus Manfredi Architects

HF Sinclair Corporation Headquarters
Dallas, Texas



Credit: CoStar Group

COMMERCIAL / INDUSTRIAL MECHANICAL INSULATION

Includes Recurring Revenue Stream of Maintenance and Repair Work

Providing equipment insulation and custom fabrication for commercial and industrial construction projects

- Industrial Manufacturing
- Oil & Gas
- Energy & Alternative Fuels
- Chemical Processing
- Pharmaceuticals & Biotech
- Food and Beverage
- Marine
- Other

Flexport Expansion at Nederland Facility
Sabine-Neches Waterway, Texas



Credit: Energy Transfer LP

AGP Soybean Processing Plant
David City, Nebraska



Rendering Credit: Ag Processing Inc

Lilly Manufacturing Site Expansion Project
Lebanon, Indiana



Rendering Credit: Eli Lilly and Company

2025 OUTLOOK

Confirming Guidance for the Year

(as of May 6, 2025)

SALES

\$5,050M to \$5,350M

ADJUSTED EBITDA*

\$925M to \$1,075M

RESIDENTIAL¹

HIGH SINGLE
DIGIT DECLINE

COMMERCIAL
& INDUSTRIAL¹

LOW SINGLE DIGIT GROWTH

M&A²

SALES OF ~\$85M

¹ Same branch basis, inclusive of pricing

² 2024 carry-over & Seal-Rite





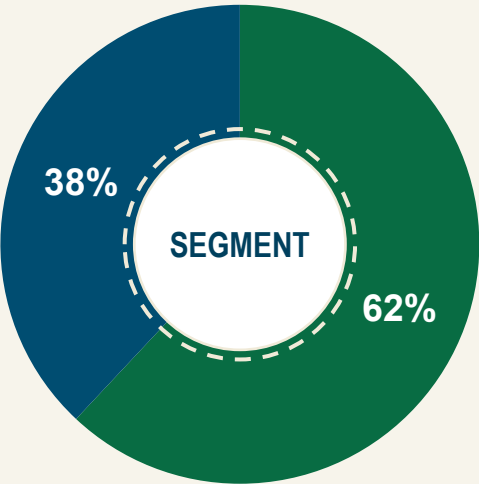
ABOUT US

TOPBUILD SNAPSHOT

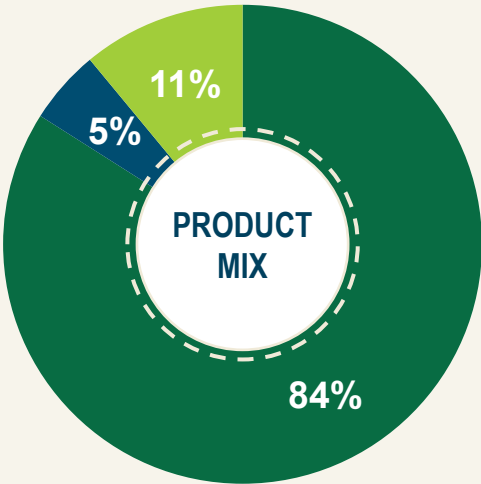
Leading Installer and Specialty Distributor of Insulation and Related Building Material Products

SALES BREAKDOWN

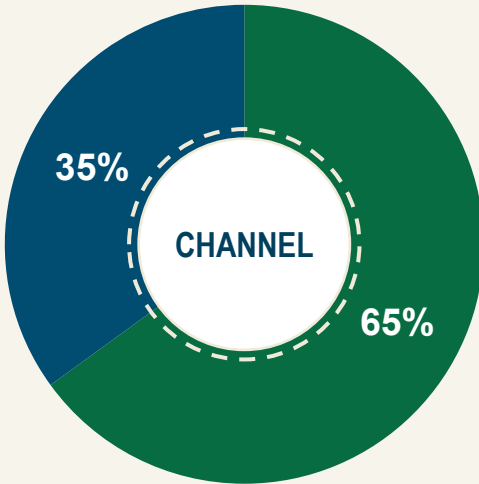
as of 12/31/24



- Installation
- Specialty Distribution






- Insulation & Accessories
- Gutters
- Other




- Residential
- Commercial/Industrial

WE SERVE LARGE, HIGHLY FRAGMENTED INSULATION END MARKETS

Total Addressable Market of ~\$18.25B to Grow Organically and Via Acquisition

STRUCTURE	Residential		Commercial / Industrial					
MARKET SIZE	~\$6.25B		Building Envelope ~\$6.25B		Mechanical ~\$5.75B			
SUB-MARKETS/ VERTICALS	Single Family	Multi Family	Light Commercial	Heavy Commercial	Industrial Mfg	Energy & Alt Fuel	Oil & Gas	Chemicals
					Pharma & Biotech	Food & Beverage	Marine	Other
TOPBUILD REPORTING SEGMENTS & TARGET CUSTOMERS	Installation  Builders, General Contractors				62% of 2024 Sales			
	Specialty Distribution   National and Local Contractors, Installers				38% of 2024 Sales			
INSULATION PRODUCTS	Fiberglass, Spray Foam, and Cellulose		Fiberglass, Spray Foam, Mineral Wool, Metal Building Insulation, Fireproofing, Firestopping, Expansion Joints, Vapor Barriers, and Rigid Board		Commercial – Fiberglass Duct Wrap, Fiberglass Pipe Cover, PVC Jacketing and Fittings, Phenolic and Foam Glass, Fiberglass and Foam Duct Board, Fiberglass, and Mineral Wool Pipe Insulation			
					Industrial – Fiberglass, Foam Glass, Mineral Wool, Ceramic Fiber, Metal Jacketing and Fittings, Aerogel, Perlite, Calcium Silicate, Phenolic, Polyisocyanurate and Polyimide			



STRONG M&A TRACK RECORD

Disciplined Acquisition Strategy Drives Significant Shareholder Returns

Strategic Rationale

- Continued focus on core of insulation
- Learn about opportunities to expand total addressable market (TAM)
- Leverage core strengths
- Financial discipline
- Deliver strong shareholder returns



Integration Expertise

- Completed 43 acquisitions since 2015 spin-off
- Dedicated integration team
- Timely conversion to TopBuild ERP system
- Realize synergies quickly

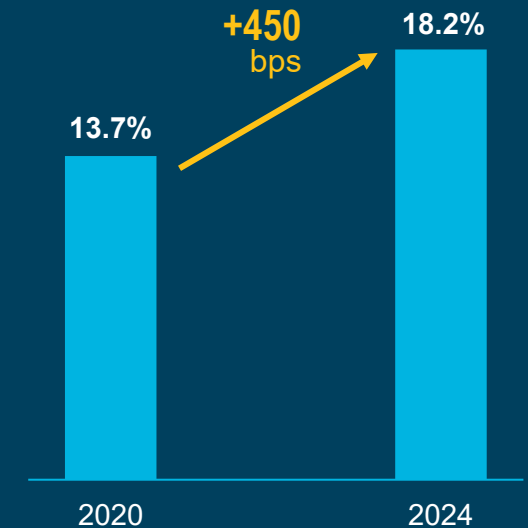


Track Record of Success

- Focus on driving operational excellence
- Consistently expanded margins post-acquisition
- Exceeded projected synergies, including DI and USI integrations



ROIC¹



¹ Operating Profit and Average Invested Capital adjusted for USI and Distribution International acquisitions.
Note: ROIC defined as $((1 - \text{Tax Rate}) * \text{Adjusted Operating Profit}) / (\text{LT Debt} + \text{Equity})$.



APPENDIX

RECONCILIATION OF ADJUSTED EBITDA TO NET INCOME

(Unaudited)

(dollars in thousands)

	Three Months Ended March 31,		Trailing Twelve Months Ended
	2025	2024	March 31, 2025
Net income, as reported	\$ 123,385	\$ 152,381	\$ 593,606
Adjustments to arrive at EBITDA, as adjusted:			
Interest expense and other, net	11,516	7,513	49,558
Income tax expense	42,588	54,614	206,160
Depreciation and amortization	35,570	34,257	141,804
Share-based compensation	5,042	5,127	16,494
Rationalization charges	15,358	(750)	16,181
Acquisition related costs	1,300	676	8,733
Acquisition termination fee	—	—	23,000
EBITDA, as adjusted	\$ 234,759	\$ 253,818	\$ 1,055,536
Proforma acquisition EBITDA (a)			8,364
Proforma TTM EBITDA, as adjusted			\$ 1,063,900

(a) Represents the trailing twelve months proforma impact of acquisitions

ACQUISITION ADJUSTED NET SALES

(Unaudited)

(dollars in thousands)

	Q2	2024 Q3	Q4	2025 Q1	Trailing Twelve Months Ended March 31, 2025
Net sales	\$ 1,365,612	\$ 1,373,268	\$ 1,312,206	\$ 1,233,278	\$ 5,284,364
Acquisitions proforma adjustment [†]	22,616	13,363	8,762	-	44,741
Net sales, acquisition adjusted	<u>\$ 1,388,228</u>	<u>\$ 1,386,631</u>	<u>\$ 1,320,968</u>	<u>\$ 1,233,278</u>	<u>\$ 5,329,105</u>
Receivables, net plus inventories less accounts payable					\$ 731,997
Receivables, net plus inventories less accounts payable as a percent of sales (TTM) [†]					13.7 %

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

SEGMENT DATA

(Unaudited)

(dollars in thousands)

	Three Months Ended March 31,		Change
	2025	2024	
Installation			
Sales	\$ 745,533	\$ 798,743	(6.7) %
Operating profit, as reported	\$ 129,616	\$ 156,757	
Operating margin, as reported	17.4 %	19.6 %	
Rationalization charges	8,281	—	
Acquisition related costs	143	45	
Operating profit, as adjusted	\$ 138,040	\$ 156,802	
Operating margin, as adjusted	18.5 %	19.6 %	
Share-based compensation	349	330	
Depreciation and amortization	19,167	18,267	
EBITDA, as adjusted	\$ 157,556	\$ 175,399	(10.2) %
EBITDA margin, as adjusted	21.1 %	22.0 %	
Specialty Distribution			
Sales	\$ 559,804	\$ 545,794	2.6 %
Operating profit, as reported	\$ 69,059	\$ 77,579	
Operating margin, as reported	12.3 %	14.2 %	
Rationalization charges	6,868	(750)	
Acquisition related costs	37	—	
Operating profit, as adjusted	\$ 75,964	\$ 76,829	
Operating margin, as adjusted	13.6 %	14.1 %	
Share-based compensation	463	433	
Depreciation and amortization	14,939	14,836	
EBITDA, as adjusted	\$ 91,366	\$ 92,098	(0.8) %
EBITDA margin, as adjusted	16.3 %	16.9 %	
Total net sales			
Sales before eliminations	\$ 1,305,337	\$ 1,344,537	
Intercompany eliminations	(72,059)	(65,820)	
Net sales after eliminations	\$ 1,233,278	\$ 1,278,717	(3.6) %

MARGIN RECONCILIATION

(Unaudited)

(dollars in thousands)

	Three Months Ended March 31,	
	2025	2024
Operating profit, as reported - segments	\$ 198,675	\$ 234,336
General corporate expense, net	(9,259)	(9,067)
Intercompany eliminations	(11,927)	(10,761)
Operating profit, as reported	\$ 177,489	\$ 214,508
<i>Operating margin, as reported</i>	14.4 %	16.8 %
Rationalization charges	15,358	(750)
Acquisition related costs ¹	1,300	676
Operating profit, as adjusted	\$ 194,147	\$ 214,434
<i>Operating margin, as adjusted</i>	15.7 %	16.8 %
Share-based compensation	5,042	5,127
Depreciation and amortization	35,570	34,257
EBITDA, as adjusted	\$ 234,759	\$ 253,818
<i>EBITDA margin, as adjusted</i>	19.0 %	19.8 %

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

2025 ESTIMATED ADJUSTED EBITDA RANGE

(Unaudited)

(dollars in millions)

	Twelve Months Ending December 31, 2025	
	Low	High
Estimated net income, as reported	\$ 508.0	\$ 630.0
Adjustments to arrive at estimated EBITDA, as adjusted:		
Interest expense and other, net	54.0	48.0
Income tax expense	179.0	221.0
Depreciation and amortization	147.0	142.0
Share-based compensation	20.0	17.0
Rationalization charges	15.0	15.0
Acquisition related costs	2.0	2.0
Estimated EBITDA, as adjusted	\$ 925.0	\$ 1,075.0