TopBuild

FOURTH QUARTER 2025

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Forbes AMERICA'S BEST COMPANIES 2025

SAFE HARBOR

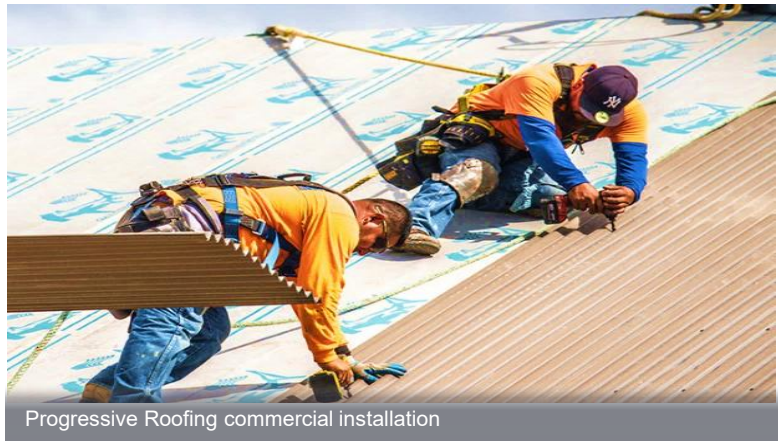
Statements contained herein reflect our views about future periods, including our future plans and performance, constitute “forward-looking statements” under the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as “will,” “would,” “anticipate,” “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.

KEY TAKEAWAYS

Proven Track Record of Delivering Compounded Growth

- **Fourth quarter performance in line with expectations**
  - Solid profitability given continued softness in residential and light commercial new construction end markets
  - Commercial and industrial continue to grow with bidding and backlog strong
  - Ongoing focus on profitable growth and operational excellence
  - Excellent free cash flow and disciplined capital deployment
- **2026 outlook assumes macro environment is unchanged; Long-term fundamentals strong**
  - Commercial and industrial well positioned to grow across a variety of verticals
  - Confident in long-term housing fundamentals, supported by household formations and underbuilt housing market
- **M&A continues to be highest priority for capital allocation**
  - $800 - $850M in revenue includes acquisitions closed in the last 12 months

TruTeam fiberglass insulation installation


Progressive Roofing commercial installation

Specialty Distribution fabricated mechanical insulation

Q4 2025 FINANCIAL RESULTS

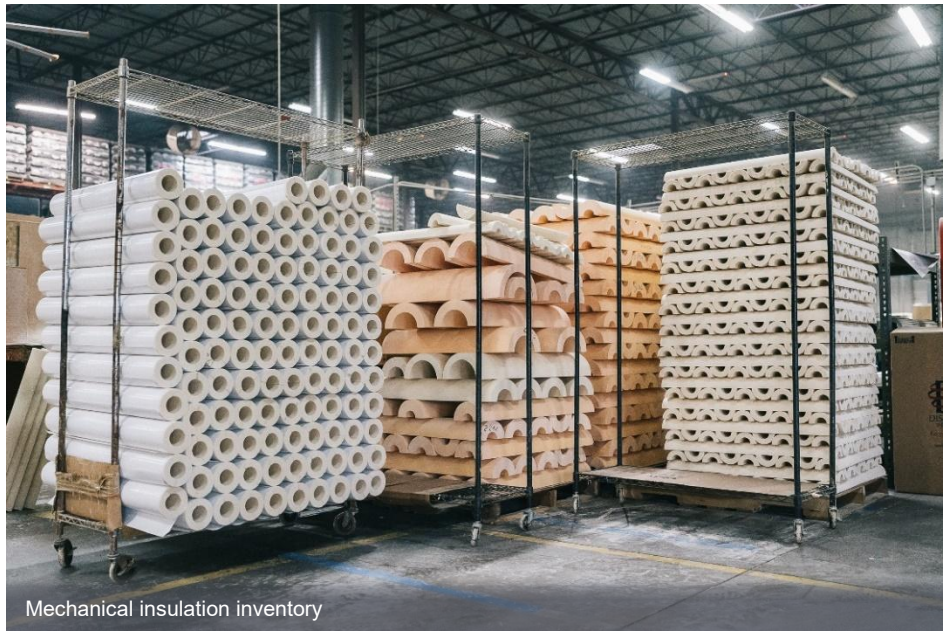
Acquisitions Drove Top Line Growth, Offsetting Macro-Driven Residential Softness

TopBuild

Comparisons are to the three months ended December 31, 2024
($ in 000s)

	Three Months Ended December 31, 2025		
	Same Branch	M&A	Total TopBuild
Sales	**$1,183,228**	**$302,019**	**$1,485,247**
Change	(9.8)%	23.0%	13.2%
Adjusted Operating Profit*	**$183,730**	**$23,566**	**$207,296**
Change	(16.2)%		(5.4)%
Adjusted Operating Margin*	**15.5%**	**7.8%**	**14.0%**
Change	*(120) bps*		*(270) bps*
Adjusted EBITDA Margin*	**18.7%**	**14.6%**	**17.9%**
Change	*(100) bps*		*(180) bps*

TruTeam insulation installation



Mechanical insulation inventory

*See Appendix for Reconciliation

INSTALLATION SERVICES

Continued Resilience in Adjusted EBITDA Margin

TruTeam PROGRESSIVE ROOFING

Comparisons are to the three months ended December 31, 2024
($ in 000s)

	Three Months Ended December 31, 2025		
	Same Branch	M&A	Installation Services
Sales	**$670,046**	**$128,331**	**$798,377**
Change	(15.0)%	16.3%	1.2%
Adjusted Operating Profit*	**$122,387**	**$15,626**	**$138,013**
Change	(18.2)%		(7.7)%
Adjusted Operating Margin*	**18.3%**	**12.2%**	**17.3%**
Change	*(70) bps*		*(170) bps*
Adjusted EBITDA Margin*	**21.0%**	**20.5%**	**21.0%**
Change	*(40) bps*		*(40) bps*

TruTeam commercial insulation installation

Progressive Roofing commercial roofing installation

*See Appendix for Reconciliation

SPECIALTY DISTRIBUTION

Ongoing Strength in Commercial & Industrial

SERVICE PARTNERS | DISTRIBUTION INTERNATIONAL | spi Specialty Products and Insulation

Comparisons are to the three months ended December 31, 2024
($ in 000s)

	Three Months Ended December 31, 2025		
	Same Branch	M&A	Specialty Distribution
Sales	**$581,549**	**$173,895**	**$755,444**
Change	(3.4)%	28.9%	25.5%
Adjusted Operating Profit*	**$83,716**	**$7,940**	**$91,656**
Change	(8.2)%		0.5%
Adjusted Operating Margin*	**14.4%**	**4.6%**	**12.1%**
Change	*(70) bps*		*(300) bps*
Adjusted EBITDA Margin*	**16.9%**	**10.3%**	**15.4%**
Change	*(80) bps*		*(230) bps*

Distribution International custom fabrication of mechanical insulation

Service Partners gutter elbow fabrication

*See Appendix for Reconciliation

HEALTHY BALANCE SHEET AND STRONG CASH FLOW

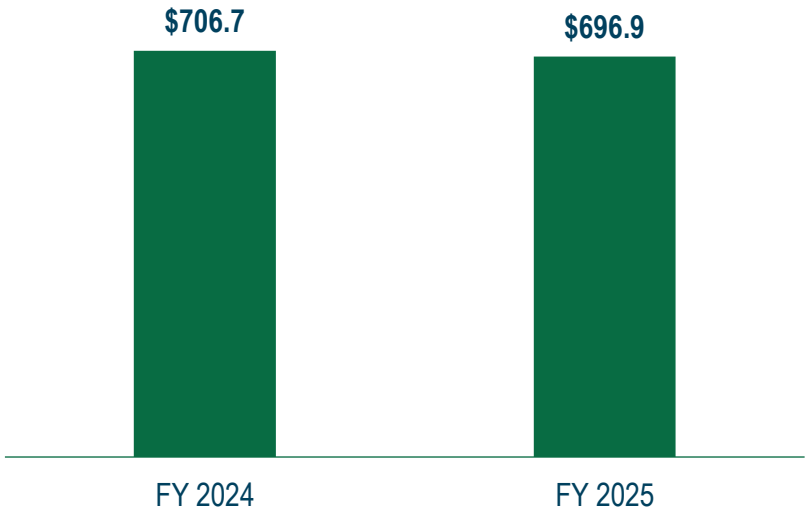
($ in millions)

Cash, Available Liquidity & Working Capital	
Cash & Cash Equivalents	$ 184.7
Available Credit Under Revolver	933.9
Total Available Liquidity	**$1,118.6**

Net Debt and Leverage	
Net Debt	$2,687.1
LTM Pro Forma Adjusted EBITDA*	1,141.9
Net Leverage	**2.35x**

FREE CASH FLOW[1]

($ in millions)



Working Capital[2]	**$959.4**
*As a % of LTM Pro Forma Sales**	*15.4%*

[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.

*See Appendix for Reconciliation

CAPITAL ALLOCATION

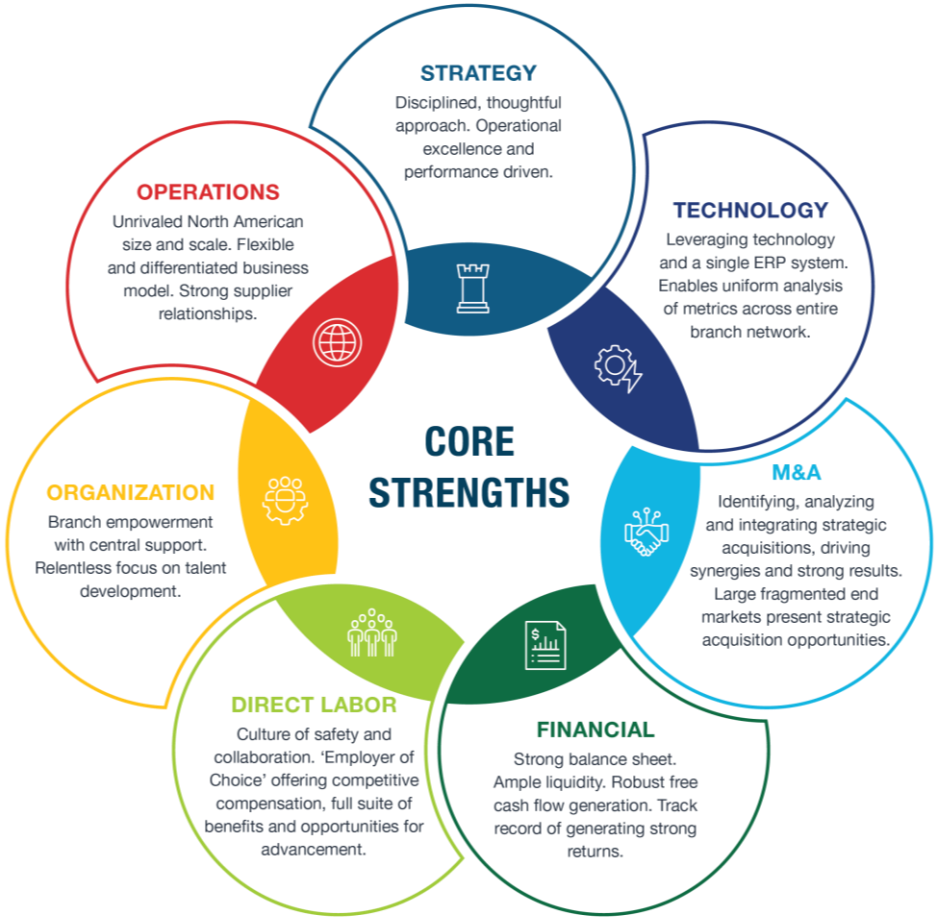
Acquisitions Aligned with Core Strengths

- Announced Johnson Roofing acquisition (Feb 2026)

- Completed acquisitions of Applied Coatings and Upstate Spray Foam (Feb 2026)

- Completed 7 acquisitions totaling ~$1.2B in annual revenue in 2025

- Returned $434.2 million in capital to shareholders in 2025
  - $753.9 million of availability remains under current authorization



2026 OUTLOOK

Assumes No Significant Change to Current Macro Environment

(as of February 26, 2026)

SALES
$5.925 B to $6.225 B

ADJUSTED EBITDA[3]
$1.005 B to $1.155 B

→

RESIDENTIAL[1]
MID-SINGLE DIGIT DECLINE

COMMERCIAL & INDUSTRIAL[1]
LOW SINGLE DIGIT GROWTH

ACQUISITION IMPACT[2]
SALES OF $800 M - $850 M

ADDITIONAL METRICS[3]

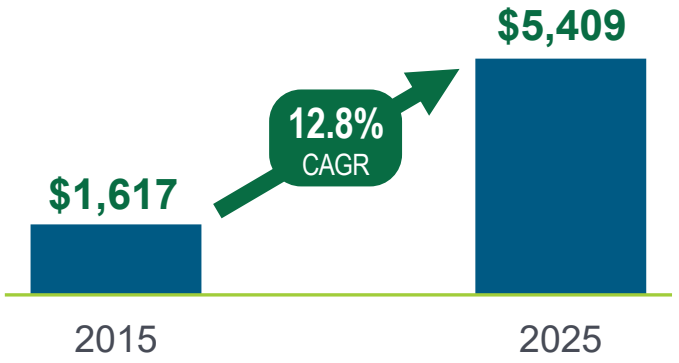
Interest Expense and Other, Net	$143 M - $149 M
Tax Rate	~26%
Working Capital % of Sales	15% - 17%
Capex	1% - 2%

[1] Same branch basis, inclusive of pricing [2] 2025 carry-over plus Applied Coatings and Upstate Spray Foam [3] See Appendix for reconciliation

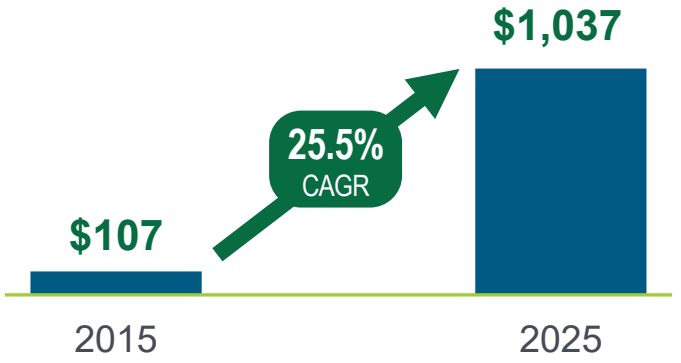
PROVEN M&A TRACK RECORD OF VALUE CREATION

- Capital allocation approach prioritizes strategic M&A
- Financially disciplined
- Leverage core strengths
- Deliver strong shareholder returns
- Completed 49 acquisitions through 2025
- Dedicated integration team
- Focus on driving operational excellence

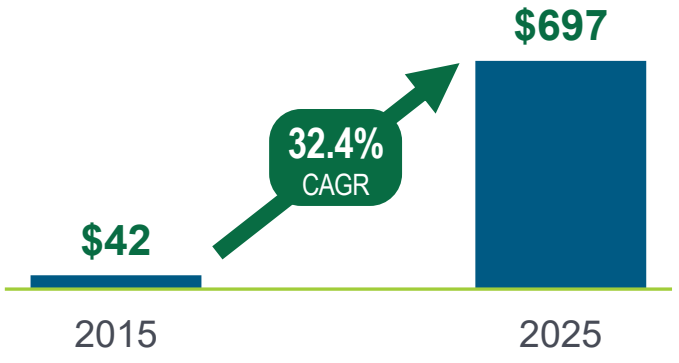
Sales ($M)



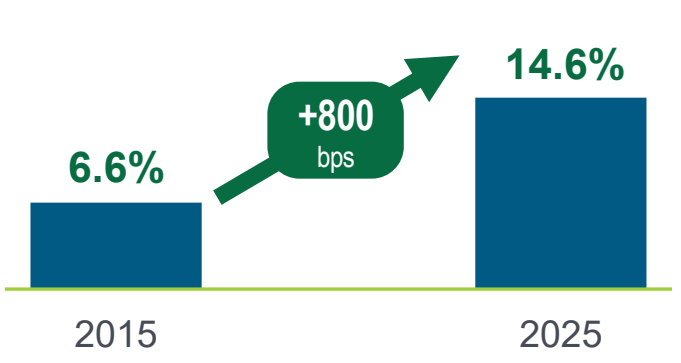
Adjusted EBITDA ($M)[1]



Free Cash Flow ($M)[2]



Return on Invested Capital[3]

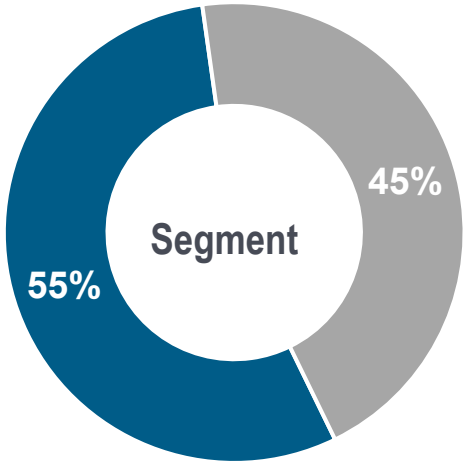


[1] See Appendix for reconciliation.
[2] Free cash flow is defined as cash from operating activities less capital expenditures.
[3] ROIC is defined as ((1 - Tax Rate) * Adjusted Operating Profit) / Average (LT Debt + Equity).

STRONG BUSINESS DIVERSIFICATION

Greater Resiliency with 22% Non-Cyclical Revenue

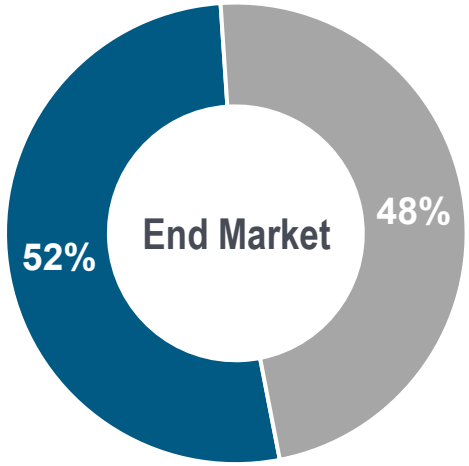
TOPBUILD PRO FORMA REVENUE[1] = $6.2 B



Installation Services

Specialty Distribution

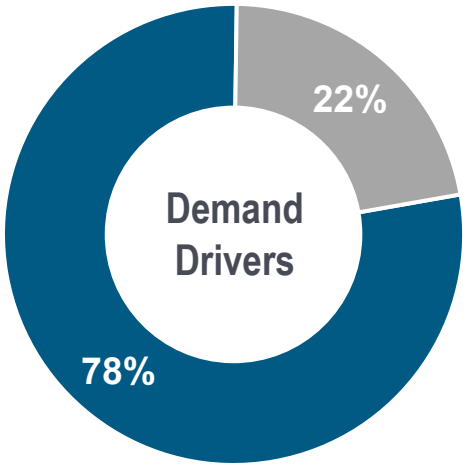
More balanced segment mix



Residential

Commercial & Industrial

Increased C&I exposure



New construction

Non-cyclical – maintenance/repair, re-roofing, repair/remodel

Greater non-cyclical revenue

[1] Trailing twelve months (TTM) ended December 31, 2025 historical TopBuild revenue plus TTM ended December 31, 2025 Progressive Roofing and SPI revenue.

TopBuild

APPENDIX

RECONCILIATION OF ADJUSTED EBITDA TO NET INCOME

(Unaudited)

(dollars in thousands)

	Three Months Ended December 31,		Year Ended December 31,	
	2025	2024	2025	2024
Net income, as reported	**$ 104,515**	**$ 150,540**	**$ 521,727**	**$ 622,602**
Adjustments to arrive at EBITDA, as adjusted:				
Interest expense and other, net	36,133	14,729	88,350	45,555
Income tax expense	38,999	52,181	181,856	218,186
Depreciation and amortization	55,355	35,714	169,152	140,491
Share-based compensation	2,524	3,174	16,644	16,579
Rationalization charges	—	80	14,556	73
Refinancing costs	—	—	226	—
Acquisition related costs	16,223	1,607	32,905	8,109
Acquisition purchase accounting (inventory step-up)	11,426	—	11,426	—
Acquisition termination fee	—	—	—	23,000
EBITDA, as adjusted	**$ 265,175**	**$ 258,025**	**$ 1,036,842**	**$ 1,074,595**
Pro forma acquisition EBITDA (a)			105,100	
Pro forma TTM EBITDA, as adjusted			**$ 1,141,942**	

(a) Represents the trailing twelve months pro forma impact of acquisitions completed in 2025.

ACQUISITION ADJUSTED NET SALES

(Unaudited)

(dollars in thousands)

	2025				
	Q1	Q2	Q3	Q4	Year Ended December 31, 2025
Net sales	$ 1,233,278	$ 1,297,403	$ 1,393,158	$ 1,485,247	$ 5,409,086
Acquisitions pro forma adjustment †	289,594	308,195	194,047	13,132	804,968
Net sales, acquisition adjusted	$ 1,522,872	$ 1,605,598	$ 1,587,205	$ 1,498,379	$ 6,214,054

Receivables, net plus inventories less accounts payable	$ 959,361
Receivables, net plus inventories less accounts payable as a percent of sales (TTM) †	*15.4 %*

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

SEGMENT DATA

(Unaudited)

(dollars in thousands)

	Three Months Ended December 31,			Year Ended December 31,		
	2025	2024	Change	2025	2024	Change
Installation Services						
Sales	$ 798,377	$ 788,554	*1.2 %*	$ 3,182,853	$ 3,294,630	*(3.4) %*
Operating profit, as reported	$ 137,675	$ 149,445		$ 589,494	$ 649,162	
Operating margin, as reported	*17.2 %*	*19.0 %*		*18.5 %*	*19.7 %*	
Rationalization charges	—	—		7,223	—	
Acquisition related costs	338	92		942	456	
Operating profit, as adjusted	$ 138,013	$ 149,537		$ 597,659	$ 649,618	
Operating margin, as adjusted	*17.3 %*	*19.0 %*		*18.8 %*	*19.7 %*	
Share-based compensation	61	258		993	976	
Depreciation and amortization	29,247	19,214		93,346	75,230	
EBITDA, as adjusted	$ 167,321	$ 169,009	*(1.0) %*	$ 691,998	$ 725,824	*(4.7) %*
EBITDA margin, as adjusted	*21.0 %*	*21.4 %*		*21.7 %*	*22.0 %*	
Specialty Distribution						
Sales	$ 755,444	$ 601,830	*25.5 %*	$ 2,523,323	$ 2,340,837	*7.8 %*
Operating profit, as reported	$ 79,311	$ 90,569		$ 322,966	$ 352,431	
Operating margin, as reported	*10.5 %*	*15.0 %*		*12.8 %*	*15.1 %*	
Rationalization charges	—	80		7,143	(476)	
Acquisition related costs	919	511		969	525	
Acquisition purchase accounting (inventory step-up)	11,426	—		11,426	—	
Operating profit, as adjusted	$ 91,656	$ 91,160		$ 342,504	$ 352,480	
Operating margin, as adjusted	*12.1 %*	*15.1 %*		*13.6 %*	*15.1 %*	
Share-based compensation	(45)	358		1,238	1,545	
Depreciation and amortization	24,543	15,156		69,701	60,157	
EBITDA, as adjusted	$ 116,154	$ 106,674	*8.9 %*	$ 413,443	$ 414,182	*(0.2) %*
EBITDA margin, as adjusted	*15.4 %*	*17.7 %*		*16.4 %*	*17.7 %*	
Total net sales						
Sales before eliminations	$ 1,553,821	$ 1,390,384		$ 5,706,176	$ 5,635,467	
Intercompany eliminations	(68,574)	(78,178)		(297,090)	(305,664)	
Net sales after eliminations	$ 1,485,247	$ 1,312,206	*13.2 %*	$ 5,409,086	$ 5,329,803	*1.5 %*

SAME BRANCH AND ACQUISITION METRICS

(Unaudited)

(dollars in thousands)

	Three Months Ended December 31,	
	2025	**2024**
Net sales		
Same branch:		
Installation Services	$ 670,046	$ 788,554
Specialty Distribution	581,549	601,830
Eliminations	(68,367)	(78,178)
Total same branch	$ 1,183,228	$ 1,312,206
Acquisitions (a):		
Installation Services	$ 128,331	$ —
Specialty Distribution	173,895	—
Eliminations	(207)	—
Total acquisitions	302,019	—
Total net sales	$ 1,485,247	$ 1,312,206
Operating profit, as adjusted		
Same branch:		
Installation Services	$ 122,387	$ 149,537
Specialty Distribution	83,716	91,159
Eliminations	(13,606)	(12,757)
General corporate expense, net	(8,767)	(8,802)
Total same branch	$ 183,730	$ 219,137
Acquisitions (a):		
Installation Services	$ 15,626	$ —
Specialty Distribution	7,940	—
Total acquisitions	23,566	—
Total operating profit, as adjusted (b)	$ 207,296	$ 219,137
EBITDA, as adjusted		
Same branch:		
Installation Services	$ 141,023	$ 169,009
Specialty Distribution	98,301	106,674
Eliminations	(18,300)	(17,658)
Total same branch	$ 221,024	$ 258,025
Acquisitions (a):		
Installation Services	$ 26,298	$ —
Specialty Distribution	17,853	—
Total acquisitions	44,151	—
EBITDA, as adjusted (b)	$ 265,175	$ 258,025

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

(b) Refer to Appendix charts within this presentation for reconciliation of each measure to its most directly comparable U.S. GAAP measure.

MARGIN RECONCILIATION

(Unaudited)

(dollars in thousands)

	Three Months Ended December 31,		Year Ended December 31,	
	2025	**2024**	**2025**	**2024**
Operating profit, as reported - segments	$ 216,986	$ 240,014	$ 912,460	$ 1,001,593
General corporate expense, net	(23,733)	(9,807)	(66,647)	(65,416)
Intercompany eliminations	(13,606)	(12,757)	(53,880)	(49,834)
Operating profit, as reported	$ 179,647	$ 217,450	$ 791,933	$ 886,343
Operating margin, as reported	*12.1 %*	*16.6 %*	*14.6 %*	*16.6 %*
Rationalization charges	—	80	14,556	73
Refinancing costs	—	—	226	—
Acquisition related costs [1]	16,223	1,607	32,905	8,109
Acquisition purchase accounting (inventory step-up)	11,426	—	11,426	—
Acquisition termination fee	—	—	—	23,000
Operating profit, as adjusted	$ 207,296	$ 219,137	$ 851,046	$ 917,525
Operating margin, as adjusted	*14.0 %*	*16.7 %*	*15.7 %*	*17.2 %*
Share-based compensation	2,524	3,174	16,644	16,579
Depreciation and amortization	55,355	35,714	169,152	140,491
EBITDA, as adjusted	$ 265,175	$ 258,025	$ 1,036,842	$ 1,074,595
EBITDA margin, as adjusted	*17.9 %*	*19.7 %*	*19.2 %*	*20.2 %*

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

2026 ESTIMATED GUIDANCE RANGES

(Unaudited)

(in millions)

	Twelve Months Ending December 31, 2026		
	Low	**Mid**	**High**
Estimated net income	**$ 446.0**	**$ 507.0**	**$ 568.0**
Adjustments to arrive at estimated adjusted measures:			
Interest expense and other, net	149.0	146.0	143.0
Income tax expense	157.0	178.0	199.0
Estimated EBIT, as adjusted	**752.0**	**831.0**	**910.0**
Share-based compensation	23.0	21.5	20.0
Depreciation and amortization	230.0	227.5	225.0
Estimated EBITDA, as adjusted	**$ 1,005.0**	**$ 1,080.0**	**$ 1,155.0**