Beazer Homes USA, Inc.
Q1 2025 Earnings Presentation

Disclaimers

This presentation contains forward-looking statements about Beazer Homes USA, Inc. ("Beazer Homes") that only speak as of this date. Beazer Homes disclaims any obligation to update these statements. These forward-looking statements represent our good-faith estimates, expectations or beliefs concerning future events, and it is possible that the results described in this presentation will not be achieved. Forward-looking statements in this document may include, but are not limited to, statements regarding future financial results, long-term goals, sales pace, average sales price, community counts, and external environment expectations, including demand for housing, inflation, mortgage rates, affordability and the impact of natural disasters, health pandemics, and the global conflicts on our operations. Such statements can be identified by the use of terminology such as "outlook" "may," "could," "will," "should," "possible," "plan," "goal," "strategy," "anticipate," "likely," "predict," "forecast," "potential," "anticipate," "estimate," "expect," "project," "intend," "believe," "may impact," "on track," and similar words or expressions. These forward-looking statements are subject to risks, uncertainties and other factors, many of which are outside of our control, that could cause actual results to differ materially from the results discussed in the forward-looking statements, including, among other things: the cyclical nature of the homebuilding industry and deterioration in homebuilding industry conditions; economic changes nationally and in local markets, including increases in the number of foreclosures and wage levels, both of which are outside our control and may impact consumer confidence and affect the affordability of, and demand for, the homes we sell; elevated mortgage interest rates for prolonged periods, as well as further increases to, and reduced availability of, mortgage financing due to, among other factors, additional actions by the Federal Reserve to address inflation; financial institution disruptions, such as the lingering effects of bank failures that spiked in 2023; supply chain challenges negatively impacting our homebuilding production, including shortages of raw materials and other critical components such as windows, doors, and appliances; our ability to meet or achieve our sustainability related goals, aspirations, initiatives, and our public statements and disclosures regarding them; inaccurate estimates related to homes to be delivered in the future (backlog), as they are subject to various cancellation risks that cannot be fully controlled; factors affecting margins, such as adjustments to home pricing, increased sales incentives and mortgage rate buy down programs in order to remain competitive; decreased revenues; decreased land values underlying land option agreements; increased land development costs in communities under development or delays or difficulties in implementing initiatives to reduce our cycle times and production and overhead cost structures; not being able to pass on cost increases (including cost increases due to increasing the energy efficiency of our homes) through pricing increases; the availability and cost of land and the risks associated with the future value of our inventory; our ability to raise debt and/or equity capital, due to factors such as limitations in the capital markets (including market volatility), adverse credit market conditions and financial institution disruptions, and our ability to otherwise meet our ongoing liquidity needs (which could cause us to fail to meet the terms of our covenants and other requirements under our various debt instruments and therefore trigger an acceleration of a significant portion or all of our outstanding debt obligations), including the impact of any downgrades of our credit ratings or reduction in our liquidity levels; market perceptions regarding any capital raising initiatives we may undertake (including future issuances of equity or debt capital); changes in tax laws or otherwise regarding the deductibility of mortgage interest expenses and real estate taxes, including those resulting from regulatory guidance and interpretations issued with respect thereto, such as the IRS's guidance regarding heightened qualification requirements for federal credits for building energy-efficient homes; increased competition or delays in reacting to changing consumer preferences in home design; natural disasters (such as the recent California wildfires) or other related events that could result in delays in land development or home construction, increase our costs or decrease demand in the impacted areas; shortages of or increased costs for labor used in housing production, including as a result of federal or state legislation, and the level of quality and craftsmanship provided by such labor; terrorist acts, protests and civil unrest, political uncertainty, acts of war or other military conflicts or other factors over which the Company has no control; potential negative impacts of public health emergencies and lingering impacts of past pandemics; the potential recoverability of our deferred tax assets; increases in corporate tax rates; potential delays or increased costs in obtaining necessary permits as a result of changes to, or complying with, laws, regulations or governmental policies, and possible penalties for failure to comply with such laws, regulations or governmental policies, including those related to the environment; the results of litigation or government proceedings and fulfillment of any related obligations; the impact of construction defect and home warranty claims; the cost and availability of insurance and surety bonds, as well as the sufficiency of these instruments to cover potential losses incurred; the impact of information technology failures, cybersecurity issues or data security breaches, including cybersecurity incidents deploying evolving artificial intelligence tools and incidents impacting third-party service providers that we depend on to conduct our business; the impact of governmental regulations on homebuilding in key markets, such as regulations limiting the availability of water and electricity (including availability of electrical equipment such as transformers and meters); and the success of our sustainability initiatives, including our ability to meet our goal that by the end of 2025 every home we start will be Zero Energy Ready, as well as the success of any other related partnerships or pilot programs we may enter into in order to increase the energy efficiency of our homes and prepare for a Zero Energy Ready future. Additional information concerning these and other factors can be found in Beazer Homes' filings with the Securities and Exchange Commission, including the most recent annual report on Form 10-K, quarterly reports on Form 10-Q, and current reports on Form 8-K. These cautionary statements should not be construed by you to be exhaustive and the forward-looking statements are made only as of the date of this presentation.

Non-GAAP Financial Disclosure Statement:

This presentation includes certain financial measures that do not conform to generally accepted accounting principles (GAAP) such as adjusted EBITDA, adjusted homebuilding gross margin and net debt to net capitalization. Management believes presentation of this information is meaningful to investors because it provides insight with respect to ongoing operating results of the Company and allows investors to better evaluate the financial results of the Company. These non-GAAP financial measures may not be comparable to other similarly titled measures of other companies and should not be considered in isolation or as a substitute for, or superior to, financial measures prepared in accordance with GAAP. Reconciliations of our non-GAAP measures within this presentation are included in the Appendix of this presentation.

Introduction

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Allan P. Merrill

Chairman & Chief Executive Officer

David I. Goldberg

Sr. Vice President & Chief Financial Officer

Q1 FY25 Highlights

Community Count Expansion	✓
Lot Count Growth	✓
Balance Sheet Efficiency	✓
Revolver Upsized[a]	✓
Zero Energy Ready Adoption	✓

[a] *Subsequent event that occurred in January 2025*

Current Operating Environment

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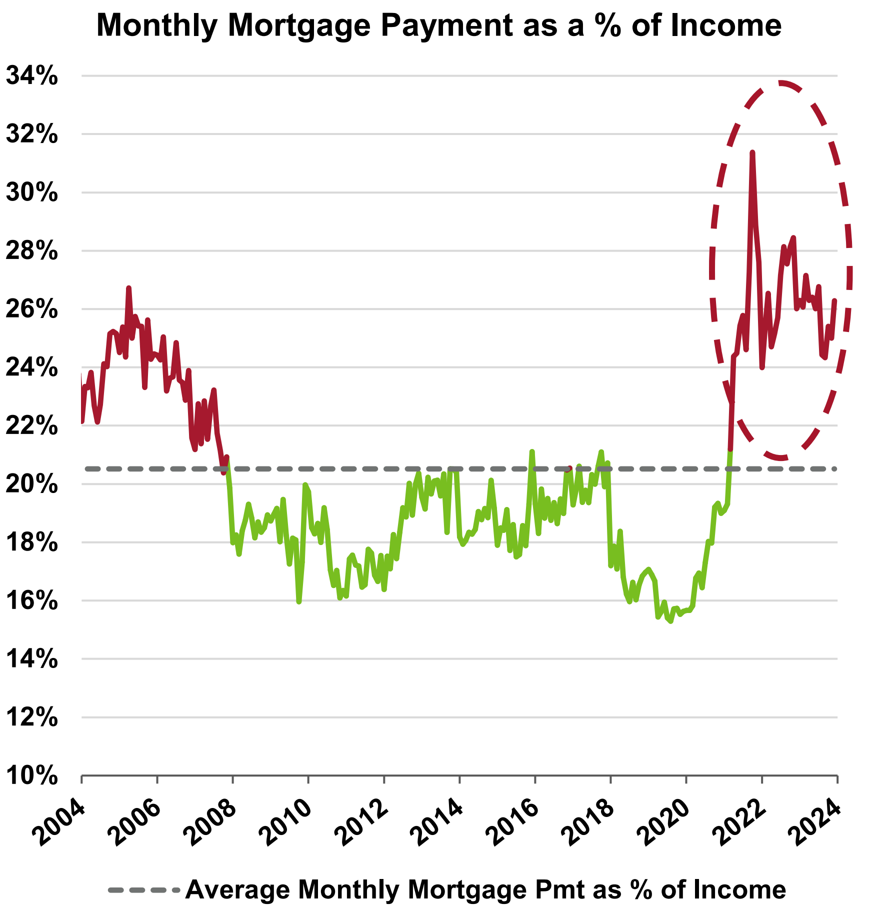
Affordability Remains a Concern



First Quarter Drivers

- Elevated and volatile rates led to softer sales pace and higher incentives
- Texas and Florida softer than other markets
  - Higher inventory levels…
  - But job growth still robust
- Utility-related issues deferred 47 closings

Monthly median new residential sales price of homes sold in United States published by the U.S. Census / Department of Housing and Urban Development (HUD) Survey of Construction (SOC)
Calculated monthly mortgage payment assumes 20% down payment on 30-year conventional mortgage
Annual median family income published by Federal Reserve Bank of St. Louis
Due to timing of data being published, 2023-2024 reflects most current available data (i.e., median new residential sales prices through 12/2024 and median family income data from 2023)

Improvement Initiatives and FY25 Outlook

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Improvement Initiatives	Expected Results
Activating more than 60 new communities before year-end	Stronger Sales Pace
Making Mortgage Financing For To-Be-Builts More Compelling	Higher Mix of TBB Sales
Improving the profitability of our specs	Better Spec Margins
Reducing Construction Costs	Better Overall Margins

Significant Revenue Growth Leading To Double-Digit Return on Capital Employed

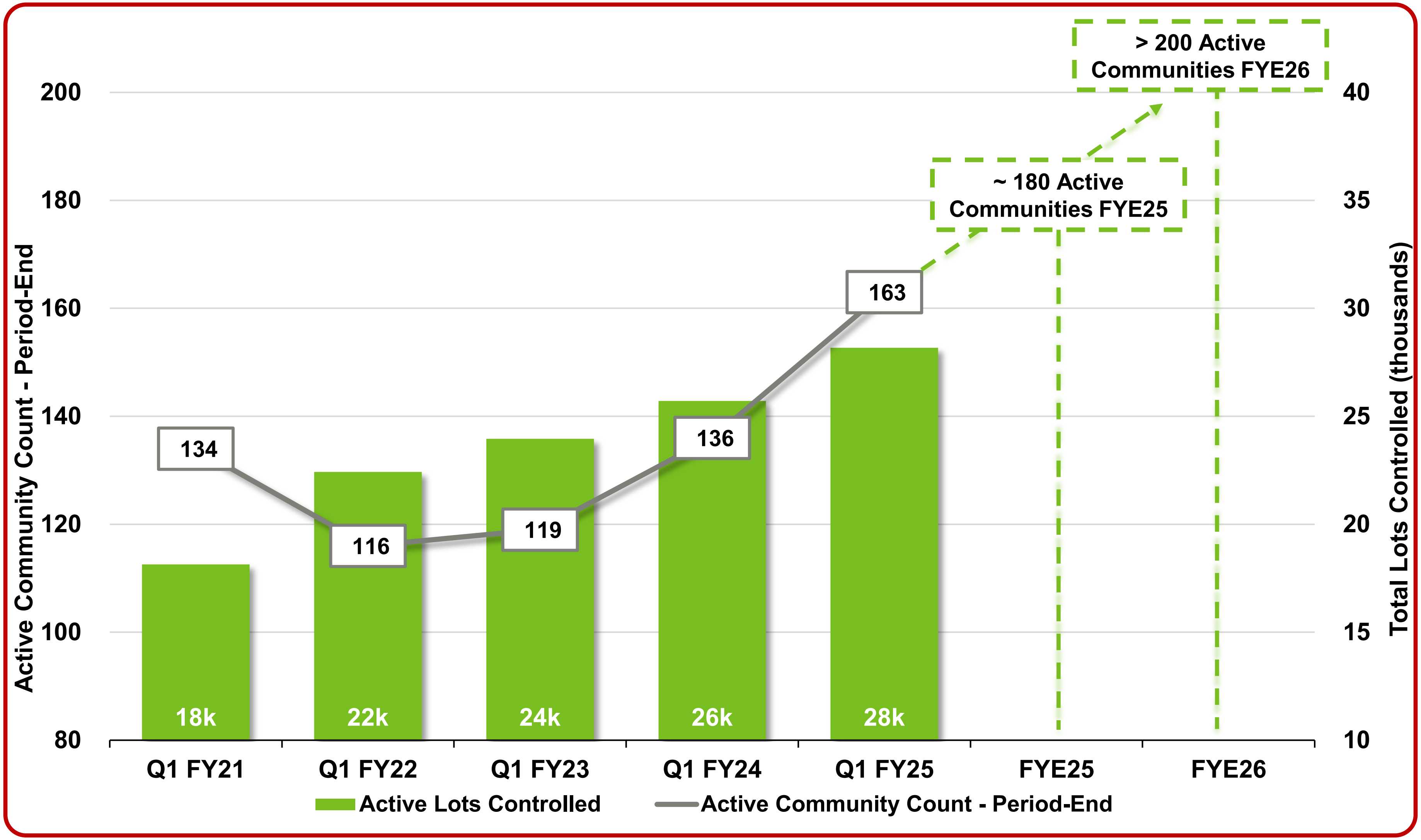
Multi-Year Goals (“MYG”)

> 200 Communities
Fiscal Year-end 2026

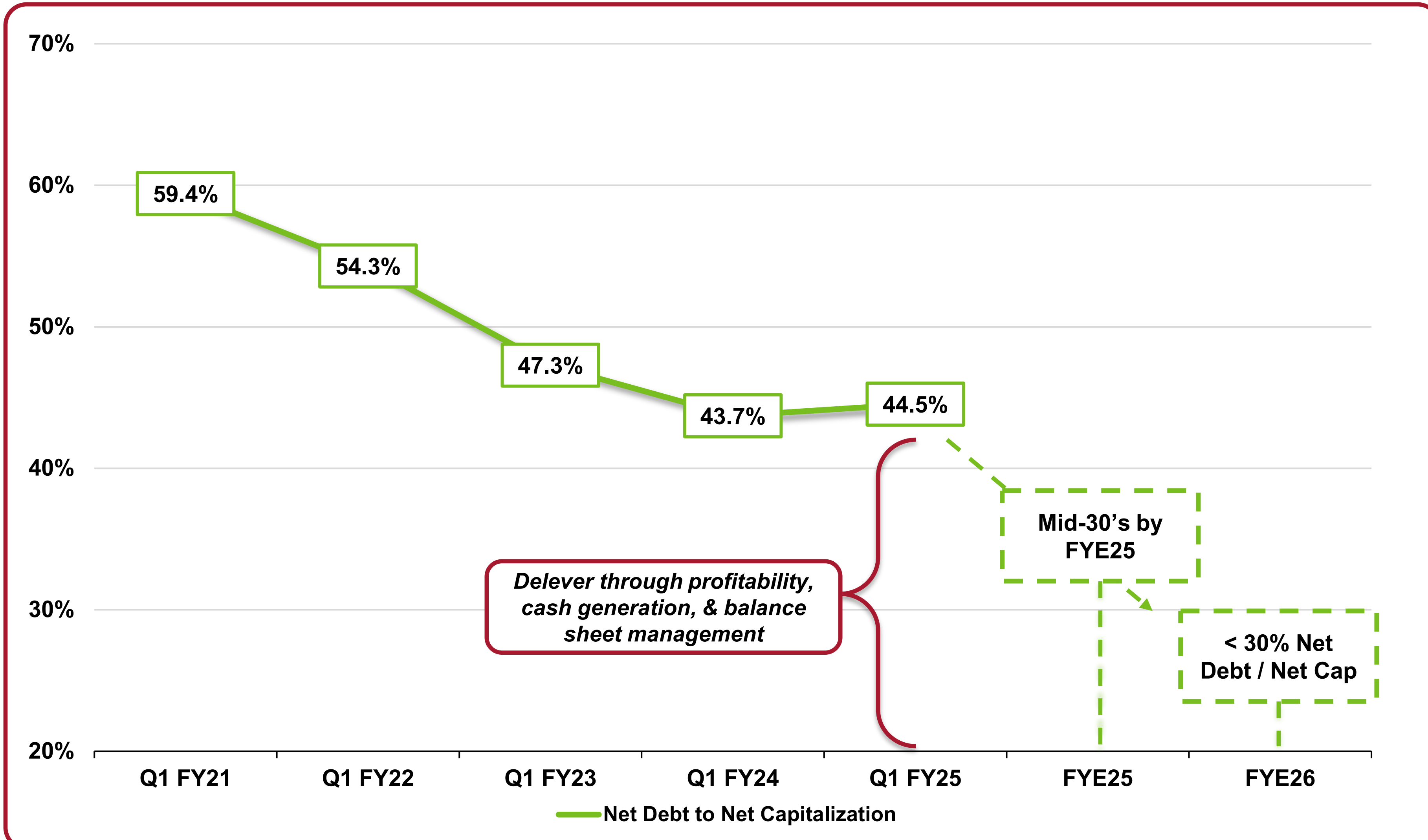
< 30% Net Debt to Net Capitalization
Fiscal Year-end 2026

100% Zero Energy Ready Starts
Calendar Year-end 2025

MYG: Expanding Community Count

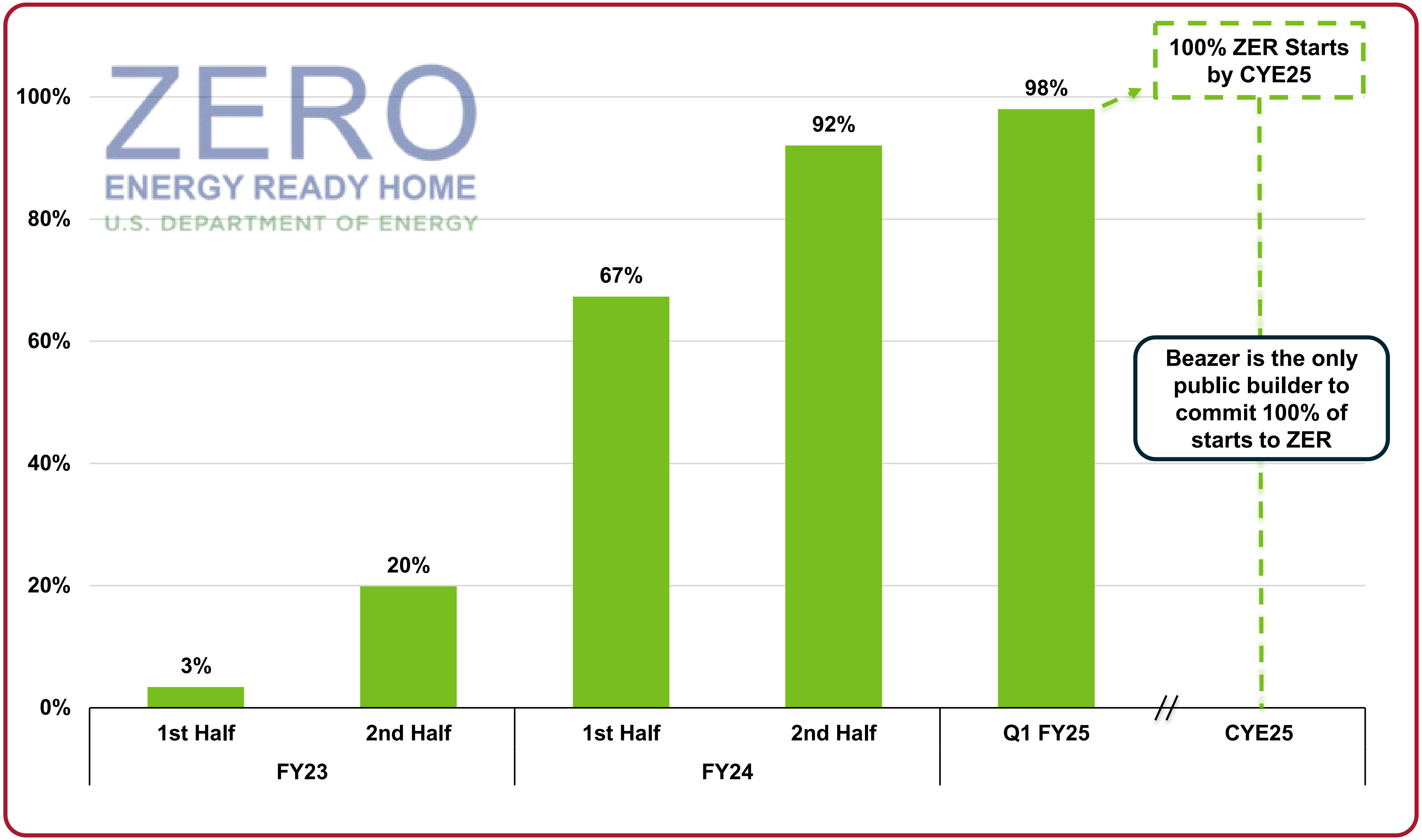


MYG: Delevering Balance Sheet



See "Non-GAAP Net Debt to Net Capitalization Reconciliation" in the appendix

MYG: Delivering Zero Energy Ready



Q1 Results

Results	Q1 FY25	YoY Change
New Home Orders	932	13.2%
Sales Pace	1.9	(3.8%)
Community Count, Avg	161	17.8%
Homebuilding Revenue ($mm)	$460.4	20.9%
Closings	907	22.1%
Average Selling Price ($k)	$507.6	(1.0)%
HB Gross Margin %[a]	18.2%	(470 bps)
SG&A as % of Total Revenue	14.0%	(30 bps)
Adjusted EBITDA ($mm)[b]	$23.0	(39.4%)
Interest Amort. as % of HB Revenue	3.0%	10 bps
Net Income - Cont. Ops. ($mm)	$3.1	(85.6%)
Diluted EPS - Cont. Ops.[c]	$0.10	(85.7%)
Effective Tax Rate[c]	1.1%	(410 bps)

[a] Excludes impairments, abandonments, and interest amortized to cost of sales. Details are included on "Non-GAAP Homebuilding Gross Margin Reconciliation" slide in the appendix

[b] Details are included on the "Non-GAAP Adjusted EBITDA Reconciliation" slide in the appendix

[c] Includes the benefit of energy efficiency tax credits

2nd Quarter Expectations

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Metric	Expectations
New Home Orders[a]	Up ~10%
Active Community Count, Avg[a]	Up ~15%
Active Community Count, Ending	~160
Closings	~1,050
Average Selling Price	~$515k
Adjusted HB Gross Margin %[b]	Up Slightly
SG&A as % of Total Revenue	< 13%
Adjusted EBITDA	> $30MM
Interest Amort. as % of HB Revenue	> 3%
Effective Tax Rate	~11.5%
Diluted EPS - Cont. Ops.	~$0.30

[a] vs. prior year

[b] vs. prior quarter. Adjusted HB Gross Margin excludes impairments, abandonments, and interest amortized to cost of sales

Outlook for Fiscal Year 2025

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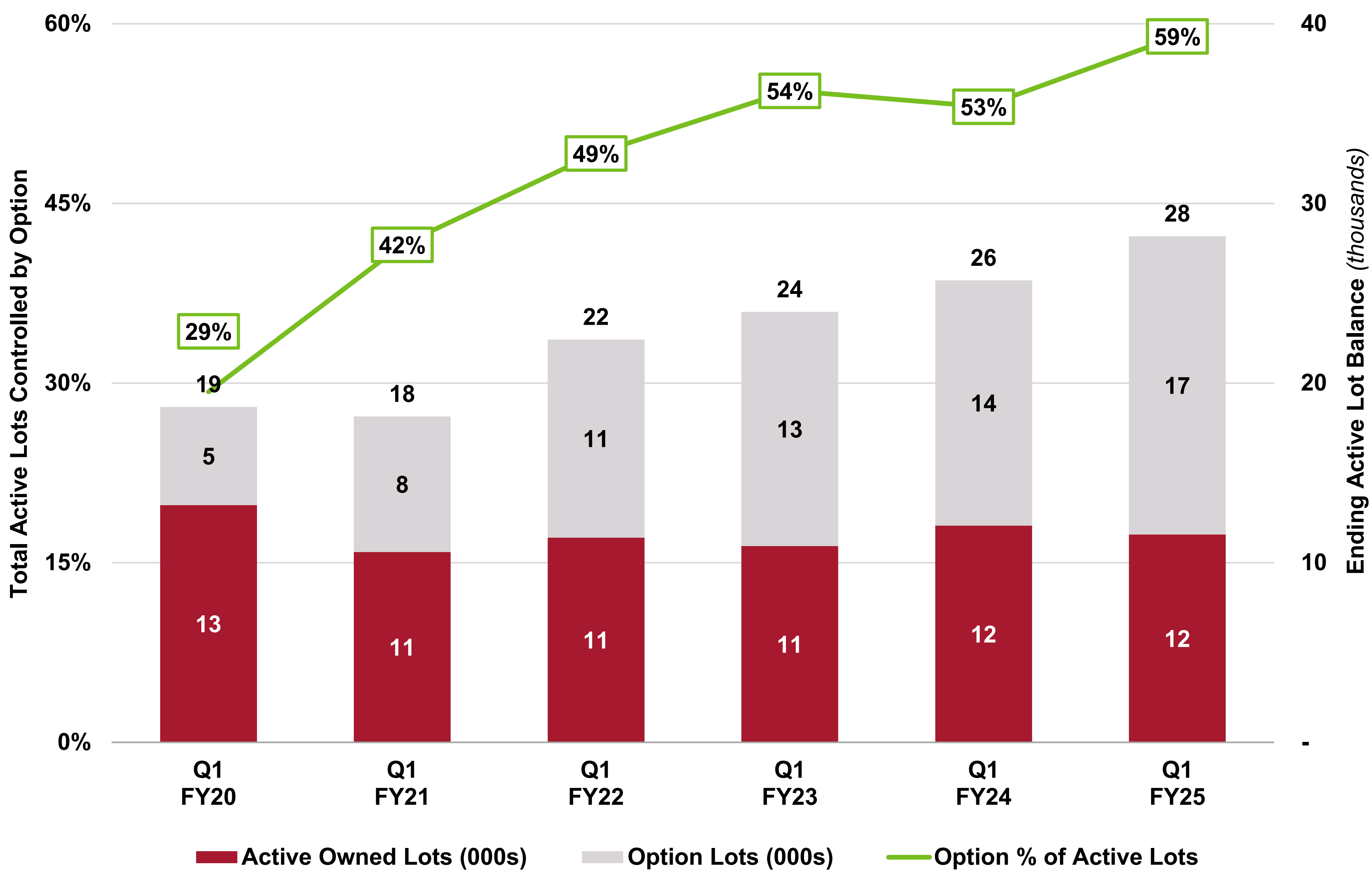
Community Count Growth + **Macro Assessment**

Ranges	Low	High
Average Community Count	+12.5%	+15.0%
Sales Pace	~2.50	~3.00
Gross Margin[a]	~19.5%	~20.5%
Estimates		
ASP	Approaching $530k	
SG&A	~11%	

Significant Revenue Growth Leading to Double-Digit Return on Capital Employed

[a] *Incorporating first quarter results and current conditions, we now expect full year margins around 19.5%*

Growing Lot Position Through Options



Liquidity and Capitalization

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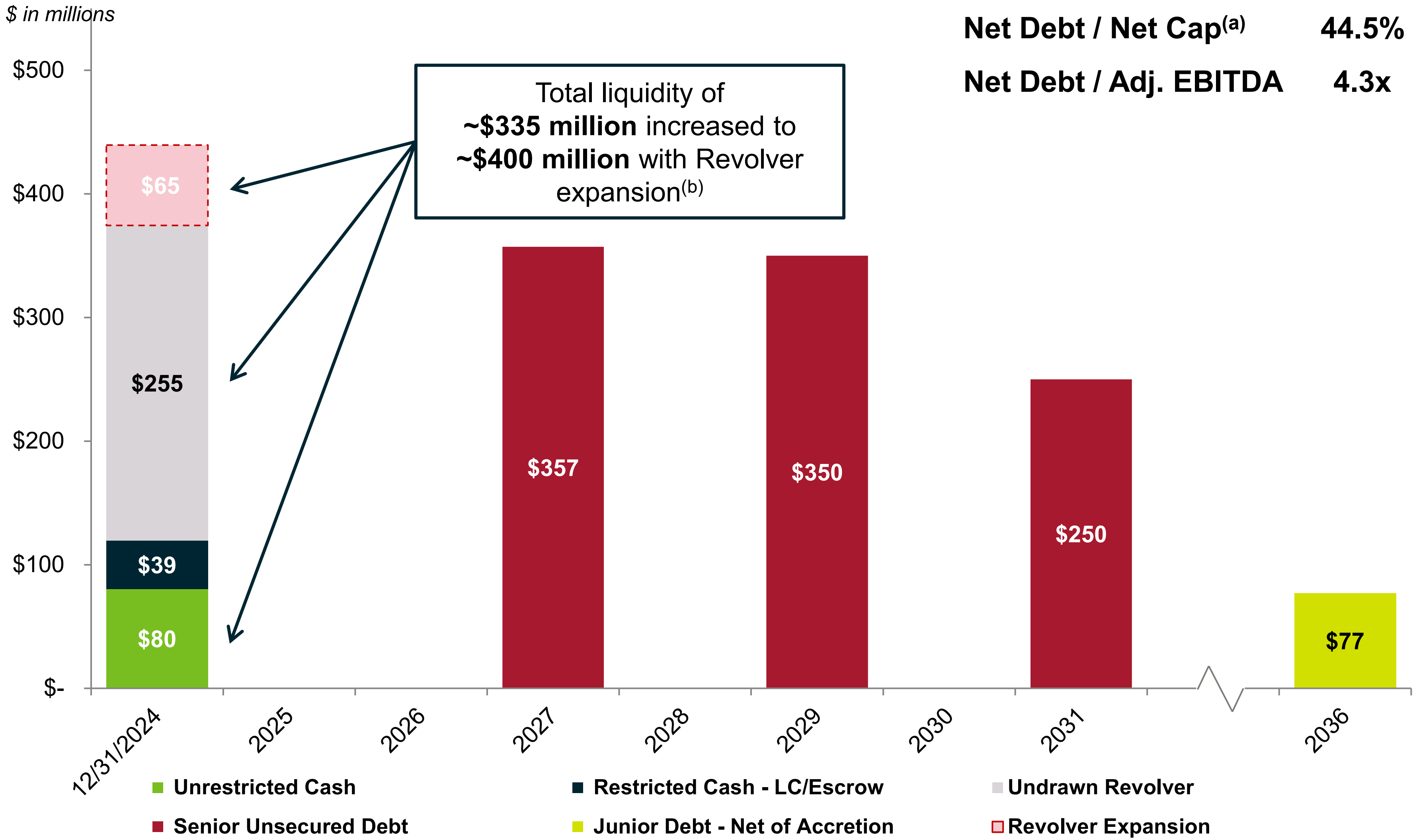

Net Debt / Net Cap[(a)]	**44.5%**
Net Debt / Adj. EBITDA	**4.3x**

(a) *See “Non-GAAP Net Debt to Net Capitalization Reconciliation” in the appendix*
(b) *Subsequent event that occurred in January 2025*

Commitment to Double-Digit ROCE/ROE

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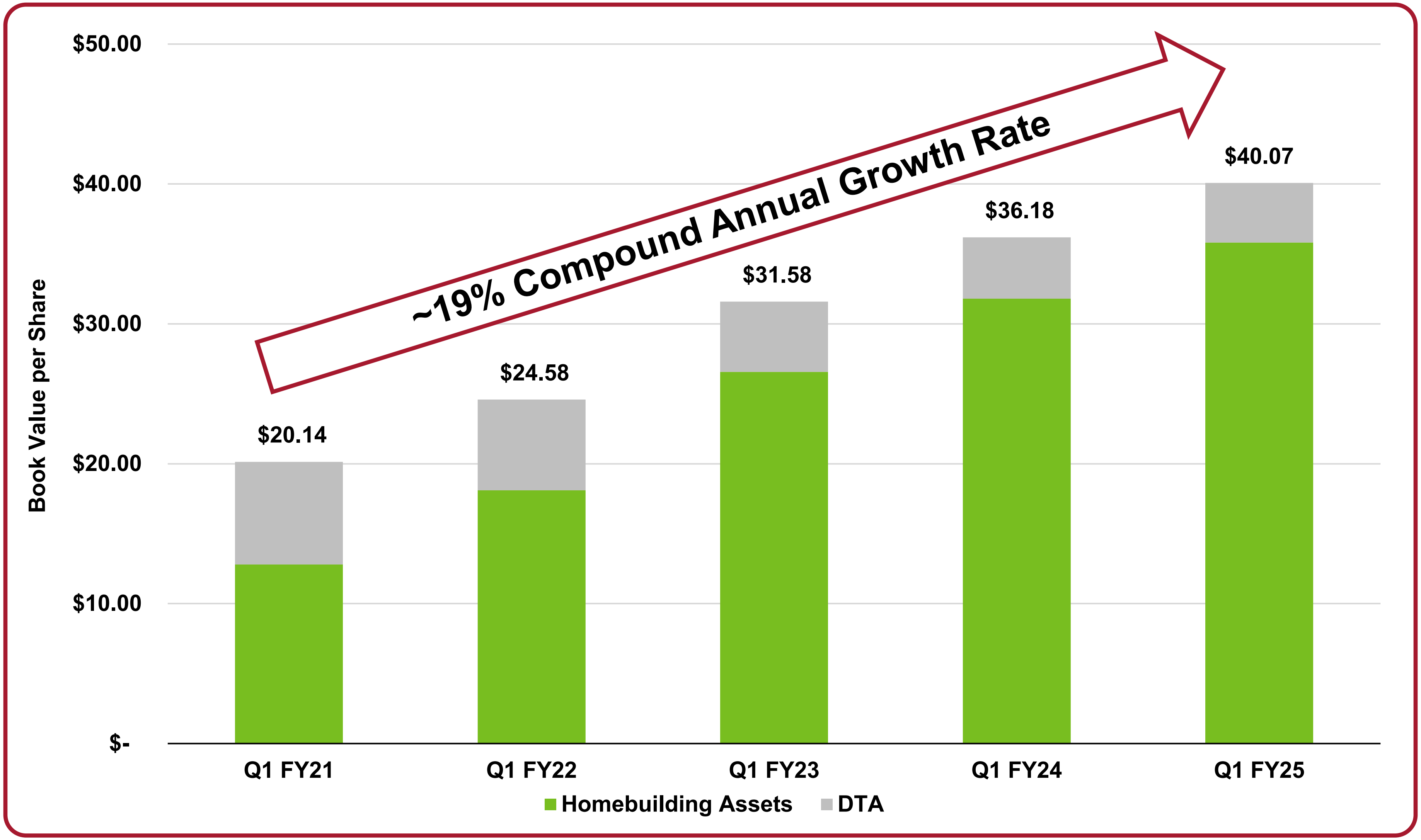


Quarterly diluted weighted-average shares outstanding at period-end used for all per share calculations
Balances as of 12/31 used for all periods
Homebuilding assets per share is calculated using the residual of our book value per share after DTA per share

Wrap-Up

FY25 Outlook

- Growing Community Count
- Significant Revenue Growth
- Double-Digit Returns[a]

Progress Toward Multi-Year Goals

- > 200 Communities - FYE26
- < 30% Net Debt to Net Capitalization - FYE26
- 100% Zero Energy Ready Starts - CYE25

[a]Return on Capital Employed is defined as Adjusted EBITDA divided by average Capital Employed. Average Capital Employed is defined as average Total Debt + average Shareholders' Equity for the fiscal year

Appendix

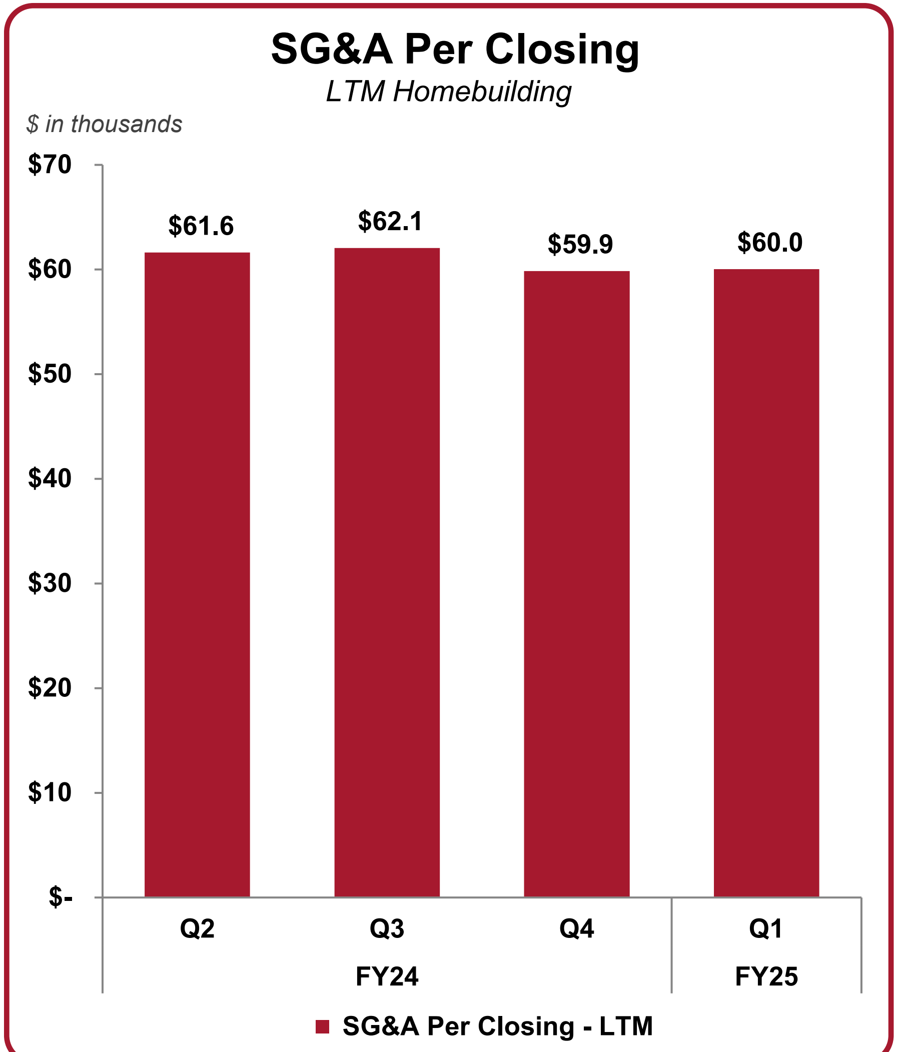
Zero Energy Ready Homes

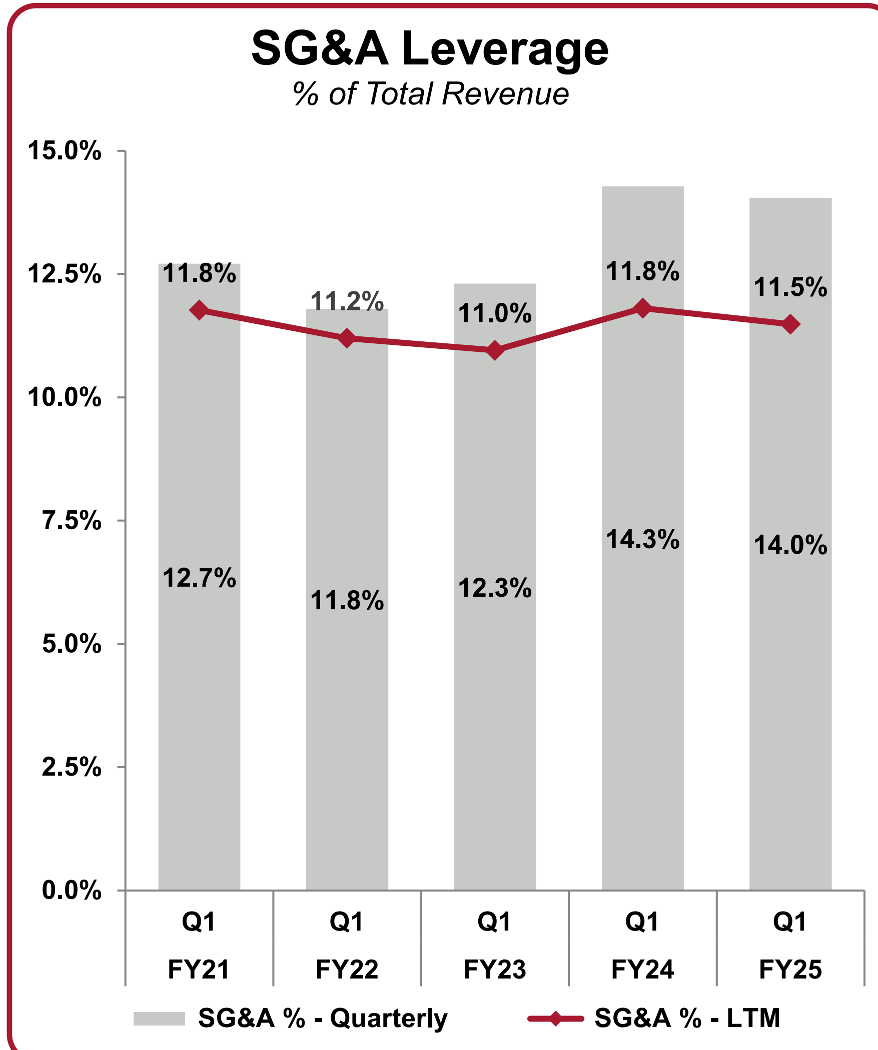
A DOE Zero Energy Ready Home® is a high-performance home that is so energy efficient that a renewable energy system could offset most or all the home's annual energy use. Each DOE Zero Energy Ready Home meets rigorous efficiency and performance criteria.

- Homeowner Benefits
  - Comfort
    - Fewer temperature fluctuations
    - Less drafty
  - Quality
    - 3rd Party Inspected
    - Industry-leading Partners
  - Durability
    - Better building practices
    - Building Science-led strategy
  - Better Indoor Air Quality
    - Twice-filtered air
    - Less uncontrolled air infiltration
  - Energy Cost Savings

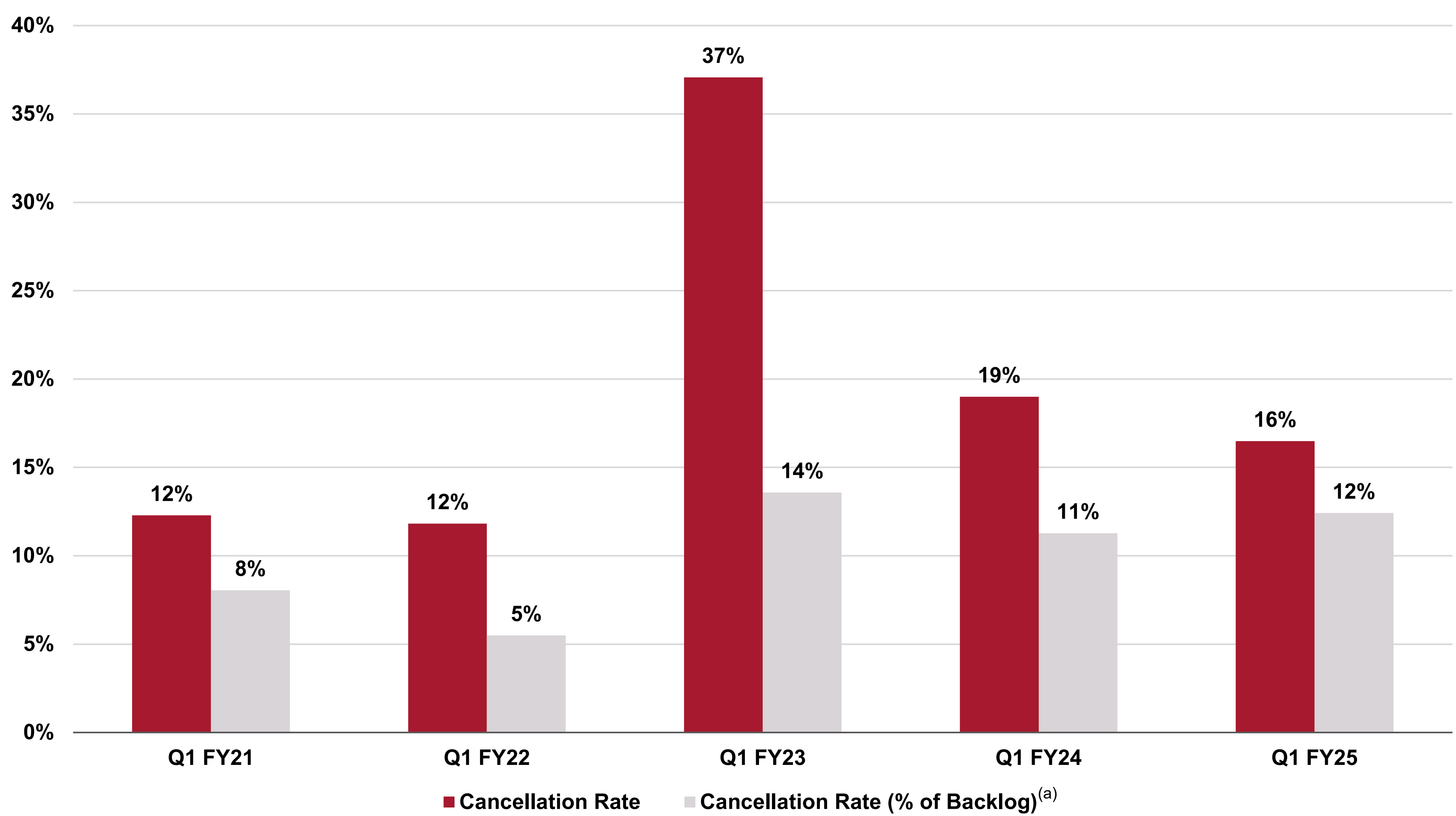
- Building Science Features
  - High Performance Building Envelope
    - Tyvek Weatherization System
    - Low air leakage
  - Energy Recovery Ventilator
    - Whole home air filtration
    - Capture energy leaving house
  - High Efficiency Mechanical Systems
    - High efficiency ratings (HSPF, SEER, etc.)
    - Ductwork in conditioned space
  - Solar and EV Ready

SG&A Leverage



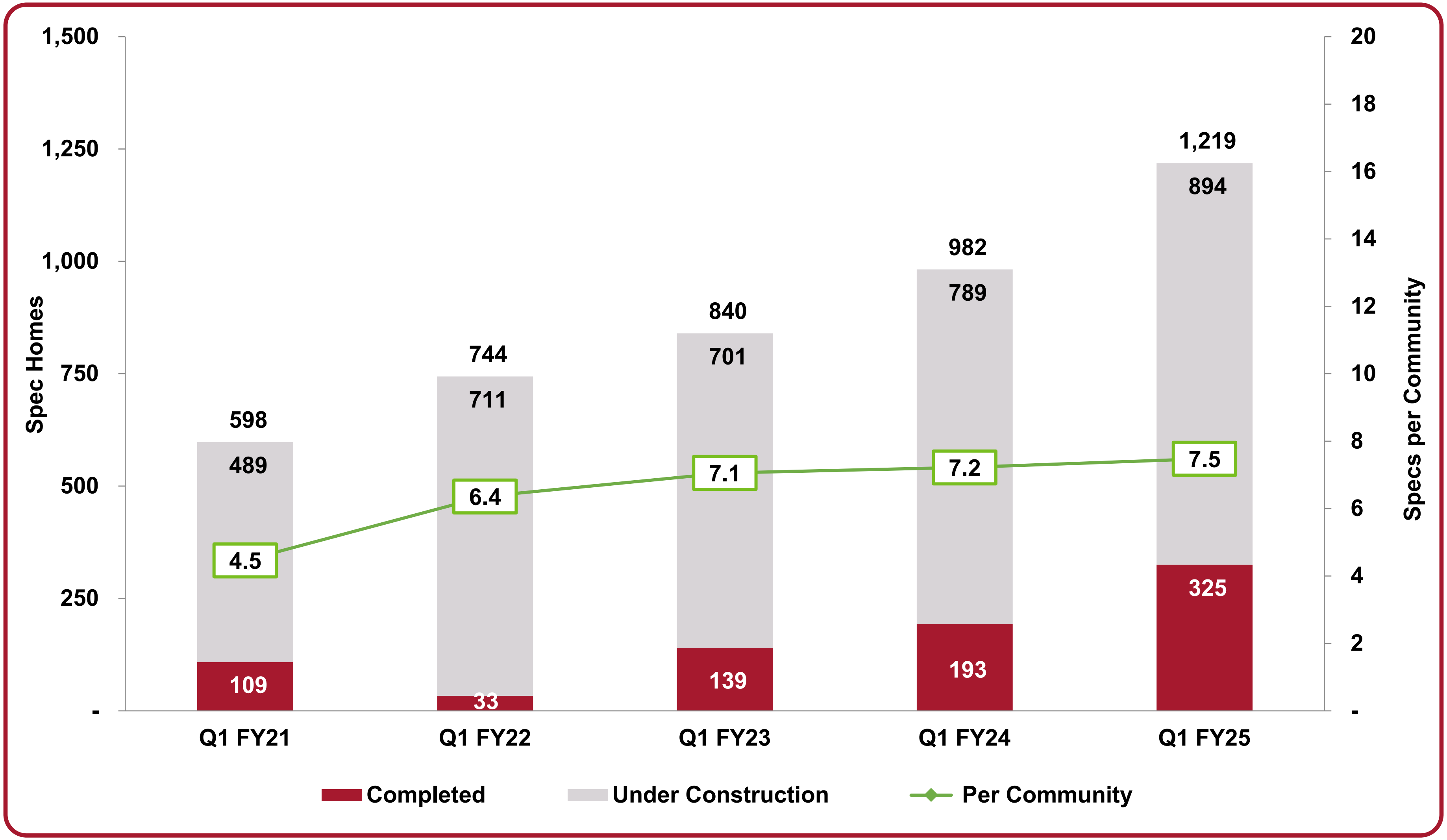


Cancellation Rates



[a] *Cancellation Rate as a % of Backlog is calculated using the quarter's beginning backlog units*

Spec Homes



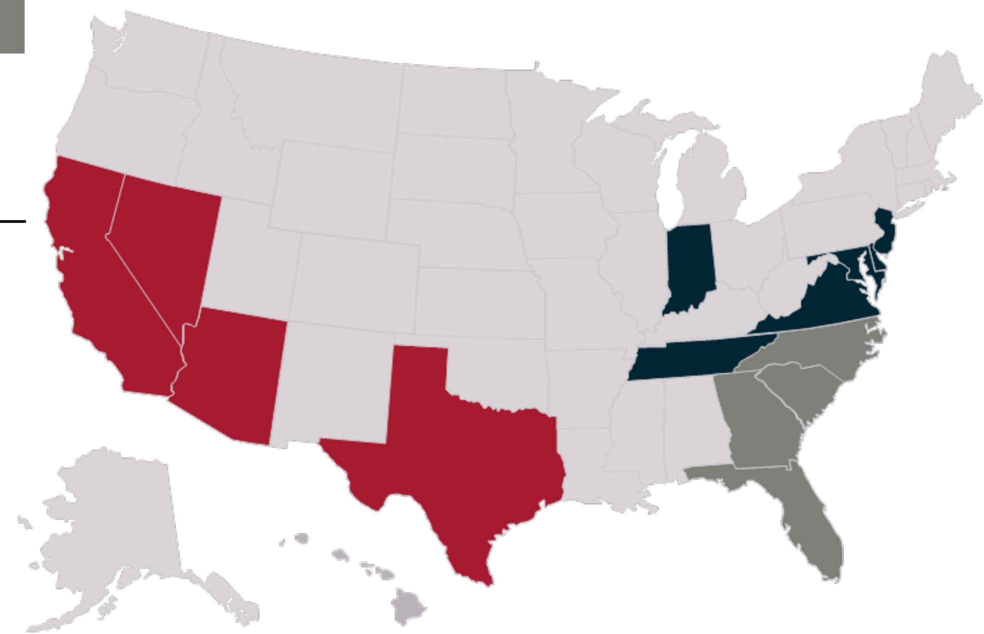
Note: Spec count as of each quarter end includes Gatherings

Segment ASP & Margins

($ in thousands)

	Q1 FY24 ASP	Q1 FY25 ASP	Change in ASP ($)	Change in ASP (%)	Q1 FY24 Closings	Q1 FY25 Closings	Change in Mix
West	$516.3	$502.3	($14.0)	(2.7%)	61.1%	64.1%	3.0%
East	$527.6	$540.1	$12.5	2.4%	18.3%	22.2%	3.9%
Southeast	$488.6	$480.0	($8.6)	(1.8%)	20.6%	13.8%	(6.8%)

	Q1 FY24 GM%[(a)]	Q1 FY25 GM%[(a)]	Change in GM%
West	21.7%	18.3%	(340 bps)
East	17.7%	15.1%	(260 bps)
Southeast	22.4%	16.1%	(630 bps)



[(a)] Segment gross margin excludes impairments, abandonments, and interest amortized to cost of sales. Details are included on the "Non-GAAP Homebuilding Gross Margin Reconciliation" slide in the appendix

Q1 Results

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$ in millions (except ASP)

	Q1 FY24	Q1 FY25	Δ[d]
Profitability			
Total Revenue	$ 386.8	$ 469.0	21.3%
Adjusted EBITDA[a]	$ 38.0	$ 23.0	($15.0)
Net Income - Cont. Ops.	$ 21.7	$ 3.1	($18.6)
Unit Activity			
New Home Orders	823	932	13.2%
Closings	743	907	22.1%
Average Selling Price ($k)	$ 512.7	$ 507.6	(1.0%)
Cancellation Rate	19.0 %	16.5 %	(250 bps)
Active Community Count, Avg[b]	137	161	17.8%
Sales Pace	2.0	1.9	(3.8%)
Margins			
HB Gross Margin %[c]	22.9 %	18.2 %	(470 bps)
SG&A as % of Total Revenue	14.3 %	14.0 %	(30 bps)
Balance Sheet			
Unrestricted Cash	$ 104.2	$ 80.4	($23.8)
Land & Development Spend	$ 198.7	$ 211.3	$12.6

[a] Details are included on the "Adjusted EBITDA Reconciliation" slide in the appendix
[b] Active Community Count was 136 at 12/31/2023 and 163 at 12/31/2024
[c] Excludes impairments, abandonments, and interest amortized to cost of sales
[d] Changes are calculated using unrounded numbers

Backlog Detail

	Q1 FY24	Q1 FY25
Quarter Ending Backlog (units)	1,791	1,507
Quarter Ending Backlog ($ in millions)	$ 932.8	$ 816.0
ASP in Backlog ($ in thousands)	$ 520.8	$ 541.5
Quarter Beg. Backlog	1,711	1,482
Scheduled to Close in Future Qtrs.	(964)	(694)
Backlog Scheduled to Close in the Qtr.	747	788
Backlog Activity:		
Cancellations[a]	(66)	(69)
Pushed to Future Quarters[b]	(112)	(138)
Close Date Brought Forward	50	39
Sold & Closed During the Qtr	124	287
Total Closings in the Quarter	743	907
Backlog Conversion Rate	43.4%	61.2%

[a] *Cancellations reference only the cancellations arising from homes scheduled to close in the quarter*

[b] *Pushed to Future Quarters includes 47 homes related to utility delays*

Non-GAAP Homebuilding Gross Margin Reconciliation

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($ in thousands)	Three Months Ended December 31, 2024 HB Gross Profit (GAAP)	HB Gross Margin (GAAP)	Impairments & Abandonments (I&A)	HB Gross Profit excluding I&A (Non-GAAP)	HB Gross Margin excluding I&A (Non-GAAP)	Interest Amortized to COS (Interest)	HB Gross Profit excluding I&A and Interest (Non-GAAP)	HB Gross Margin excluding I&A and Interest (Non-GAAP)
West	$ 53,308	18.3 %	$ —	$ 53,308	18.3 %	$ —	$ 53,308	18.3 %
East	16,373	15.1 %	—	16,373	15.1 %	—	16,373	15.1 %
Southeast	9,653	16.1 %	—	9,653	16.1 %	—	9,653	16.1 %
Corporate & unallocated[a]	(9,359)		—	(9,359)		13,910	4,551	
Total homebuilding	$ 69,975	15.2 %	$ —	$ 69,975	15.2 %	$ 13,910	$ 83,885	18.2 %

($ in thousands)	Three Months Ended December 31, 2023 HB Gross Profit (GAAP)	HB Gross Margin (GAAP)	Impairments & Abandonments (I&A)	HB Gross Profit excluding I&A (Non-GAAP)	HB Gross Margin excluding I&A (Non-GAAP)	Interest Amortized to COS (Interest)	HB Gross Profit excluding I&A and Interest (Non-GAAP)	HB Gross Margin excluding I&A and Interest (Non-GAAP)
West	$ 50,800	21.7 %	$ —	$ 50,800	21.7 %	$ —	$ 50,800	21.7 %
East	12,723	17.7 %	—	12,723	17.7 %	—	12,723	17.7 %
Southeast	16,738	22.4 %	—	16,738	22.4 %	—	16,738	22.4 %
Corporate & unallocated[a]	(4,318)		—	(4,318)		11,190	6,872	
Total homebuilding	$ 75,943	19.9 %	$ —	$ 75,943	19.9 %	$ 11,190	$ 87,133	22.9 %

[a] Corporate and unallocated includes capitalized interest and capitalized indirect costs expensed to homebuilding cost of sale related to homes closed, as well as capitalized interest and capitalized indirect costs impaired in order to reflect projects in progress assets at fair value.

Non-GAAP Adjusted EBITDA Reconciliation

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($ in thousands)	Three Months Ended December 31, 2023	Three Months Ended December 31, 2024	Three Months Ended December 31, 24 vs 23	LTM Ended December 31, 2023	LTM Ended December 31, 2024	LTM Ended December 31, 24 vs 23
Net income (GAAP)	$ 21,728	**$ 3,130**	$ (18,598)	$ 156,008	**$ 121,577**	$ (34,431)
Expense from income taxes	1,181	**36**	(1,145)	20,984	**17,765**	(3,219)
Interest amortized to home construction and land sales expenses and capitalized interest impaired	11,190	**13,910**	2,720	65,904	**70,953**	5,049
EBIT (Non-GAAP)	34,099	**17,076**	(17,023)	242,896	**210,295**	(32,601)
Depreciation and amortization	2,233	**4,055**	1,822	11,918	**16,689**	4,771
EBITDA (Non-GAAP)	36,332	**21,131**	(15,201)	254,814	**226,984**	(27,830)
Stock-based compensation expense	1,673	**1,913**	240	7,368	**7,631**	263
Loss on extinguishment of debt	13	**—**	(13)	44	**424**	380
Inventory impairments and abandonments[a]	—	**—**	—	451	**1,996**	1,545
Gain on sale of investment[b]	—	—	—	—	**(8,591)**	(8,591)
Severance expenses	—	**—**	—	224	**—**	(224)
Adjusted EBITDA (Non-GAAP)	$ 38,018	**$ 23,044**	$ (14,974)	$ 262,901	**$ 228,444**	$ (34,457)

[a] *In periods during which we impaired certain of our inventory assets, capitalized interest that is impaired is included in the line above titled "Interest amortized to home construction and land sales expenses and capitalized interest impaired."*

[b] *We previously held a minority interest in a technology company specializing in digital marketing for new home communities, which was sold during the quarter ended March 31, 2024. In exchange for the previously held investment, we received cash in escrow along with a minority partnership interest in the acquiring company, which was recorded within other assets in our condensed consolidated balance sheets. The resulting gain of $8.6 million from this transaction was recognized in other income, net on our condensed consolidated statement of operations. The Company believes excluding this one-time gain from Adjusted EBITDA provides a better reflection of the Company's performance as this item is not representative of our core operations.*

Non-GAAP Net Debt to Net Capitalization Reconciliation

	Three Months Ended December 31,	
($ in thousands)	2023	**2024**
Total debt (GAAP)	$ 974,644	**$ 1,071,290**
Stockholders' equity (GAAP)	1,121,011	**1,234,048**
Total capitalization (GAAP)	$ 2,095,655	**$ 2,305,338**
Total debt to total capitalization ratio (GAAP)	46.5 %	**46.5 %**
Total debt (GAAP)	$ 974,644	**$ 1,071,290**
Less: cash and cash equivalents (GAAP)	104,226	**80,379**
Net debt (Non-GAAP)	870,418	**990,911**
Stockholders' equity (GAAP)	1,121,011	**1,234,048**
Net capitalization (Non-GAAP)	$ 1,991,429	**$ 2,224,959**
Net debt to net capitalization ratio (Non-GAAP)	43.7 %	**44.5 %**

Beazer Tax Benefits

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	FY25 - FY26	FY27 - FY33[a]
Energy Efficiency Credits	Building industry-leading, energy efficient homes provides tax benefits: **Prior tax code** – $2K Home **Current tax code (Energy Star)** – $2.5K SFD **Current tax code (DOE Zero Energy Ready)** – $5K SFD	
GAAP Taxes	**> 11% & < 17%** (Current & prior years energy efficiency credits)	**~ 17%** (Current year energy efficiency credits)
Cash Taxes	**Reduced Cash Taxes** **~Aligned with GAAP Taxes beginning in FY27** (Use of predominantly energy efficiency credits)[b]	

Note: Actual tax rates and cash taxes will depend on a variety of factors, including but not limited to the number of Zero Energy Ready Home closings, any available net operating losses, and financial results

(a) Inflation Reduction Act of 2022 credits set to expire in December 2032, BZH's December FY33

(b) Utilization of energy efficient tax credits is limited to approximately 75% of a company's tax liability each year. Actual timing of alignment with GAAP taxes may vary

Deferred Tax Assets - Summary

($ in millions)	December 31, 2023	**December 31, 2024**
Deferred Tax Assets	$ 171.4	**$ 164.0**
Valuation Allowance	$ (30.4)	**$ (27.6)**
Deferred Tax Liabilities	$ (5.4)	**$ (5.3)**
Net Deferred Tax Assets	$ 135.6	**$ 131.1**

As of December 31, 2024, our conclusions on whether we are more likely than not to realize all of our federal tax attributes and certain portions of our state tax attributes remain consistent with our fiscal 2023 conclusion. Valuation allowance of $27.6 million as of December 31, 2024 remains on various state attributes for which we have concluded it is not more likely than not that these attributes would be realized at that time. See our fiscal 2024 Form 10-K for additional detail.