Beazer Homes USA, Inc.
Q2 2023 Earnings Presentation

BEAZER HOMES

ZERO ENERGY READY HOME
U.S. DEPARTMENT OF ENERGY
PARTNER

Stonewood Estates
Durham, NC

Forward Looking Statements

This presentation contains forward-looking statements. These forward-looking statements represent our expectations or beliefs concerning future events, and it is possible that the results described in this press release will not be achieved. 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 further deterioration in homebuilding industry conditions;
- continued increases in mortgage interest rates and reduced availability of mortgage financing due to, among other factors, recent and likely continued actions by the Federal Reserve to address sharp increases in inflation;
- other economic changes nationally and in local markets, including changes in consumer confidence, wage levels, declines in employment levels, and an increase in the number of foreclosures, each of which is outside our control and affects the affordability of, and demand for, the homes we sell;
- continued supply chain challenges negatively impacting our homebuilding production, including shortages of raw materials and other critical components such as windows, doors, and appliances;
- continued shortages of or increased costs for labor used in housing production, and the level of quality and craftsmanship provided by such labor;
- 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;
- financial institution disruptions, such as recent bank failures;
- potential negative impacts of the COVID-19 pandemic, which, in addition to exacerbating each of the risks listed above and below, may include a significant decrease in demand for our homes or consumer confidence generally with respect to purchasing a home, an inability to sell and build homes in a typical manner or at all, increased costs or decreased supply of building materials, including lumber, or the availability of subcontractors, housing inspectors, and other third-parties we rely on to support our operations, and recognizing charges in future periods, which may be material, for goodwill impairments, inventory impairments and/or land option agreement abandonments;
- 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, such as asset impairment charges we took on select California assets during the second quarter of fiscal 2019;
- 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;
- increased competition or delays in reacting to changing consumer preferences in home design;
- natural disasters 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;
- 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;
- 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);
- the success of our ESG initiatives, including our ability to meet our goal that by 2025 every home we build will be Net 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 Net Zero future; and
- terrorist acts, protests and civil unrest, political uncertainty, acts of war or other factors over which the Company has no control.

Any forward-looking statement, including any statement expressing confidence regarding future outcomes, speaks only as of the date on which such statement is made and, except as required by law, we undertake no obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made or to reflect the occurrence of unanticipated events. New factors emerge from time to time, and it is not possible to predict all such factors.

Introduction

Allan P. Merrill

Chairman & Chief Executive Officer

David I. Goldberg

Sr. Vice President & Chief Financial Officer

2nd Quarter Highlights

Sales Pace	✓
Adj. Gross Margin	✓
SG&A	✓
Adj. EBITDA	✓
EPS	✓

Shareholders' equity exceeds outstanding debt for the first time since 2005
Book value in excess of $32 per share

2nd Quarter Recognition

Top 100 Workplaces 2023 awarded by Energage

Affordability Remains a Challenge

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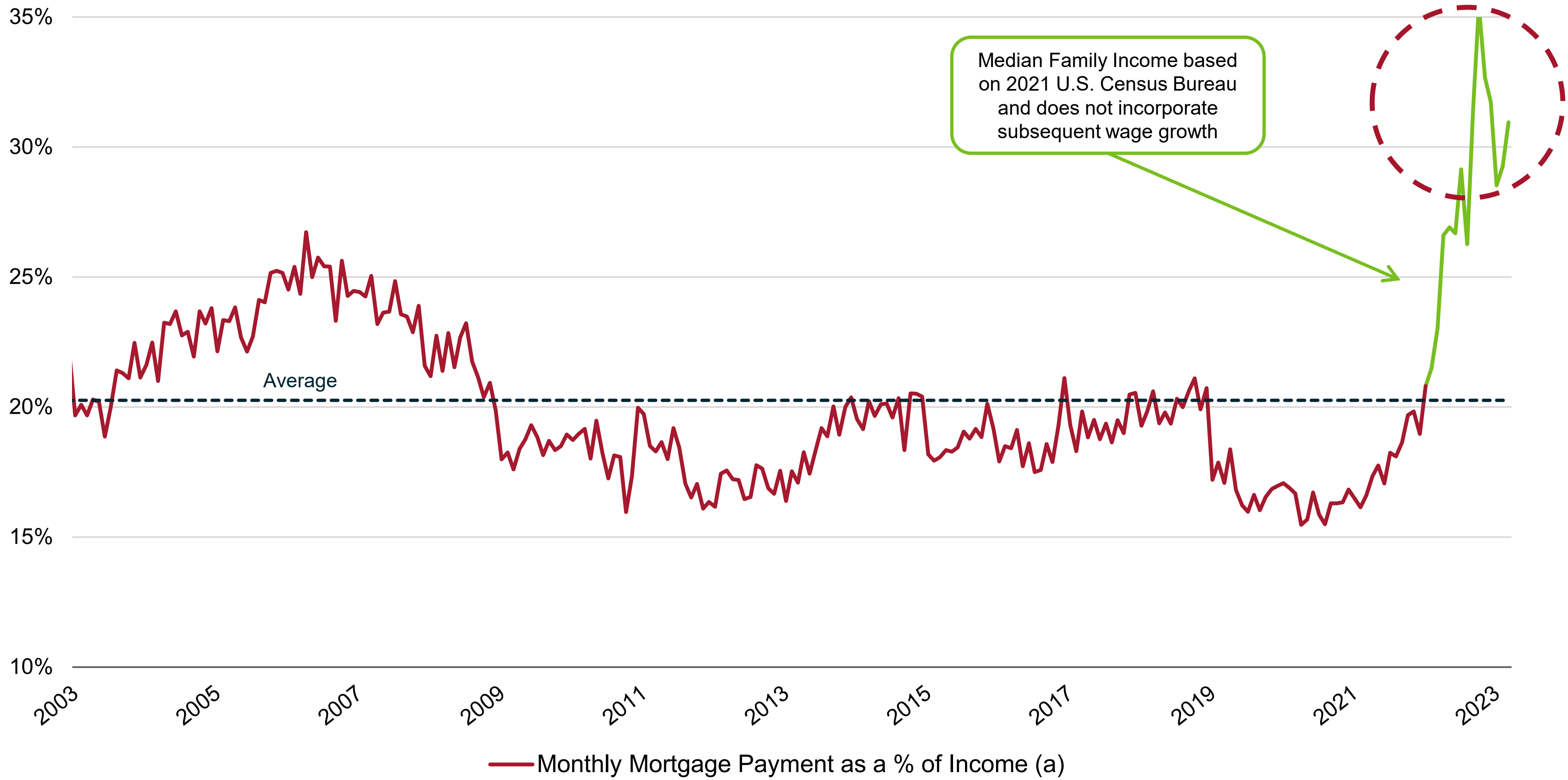
Monthly Mortgage Payment as a % of Income



(a) 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, 2022-2023 reflects most current available data (i.e., median new residential sales prices through 3/2023 and median family income data from 2021)

Balanced Growth & Our Three Pillars

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Profitable Growth + **Balance Sheet Efficiency** = **Consistently High Returns**

MORTGAGE CHOICE

SURPRISING PERFORMANCE

Choice Plans™

Our consumer strategy is to deliver

Extraordinary Value at an Affordable Price

through these three pillars.

Investor Perception Study

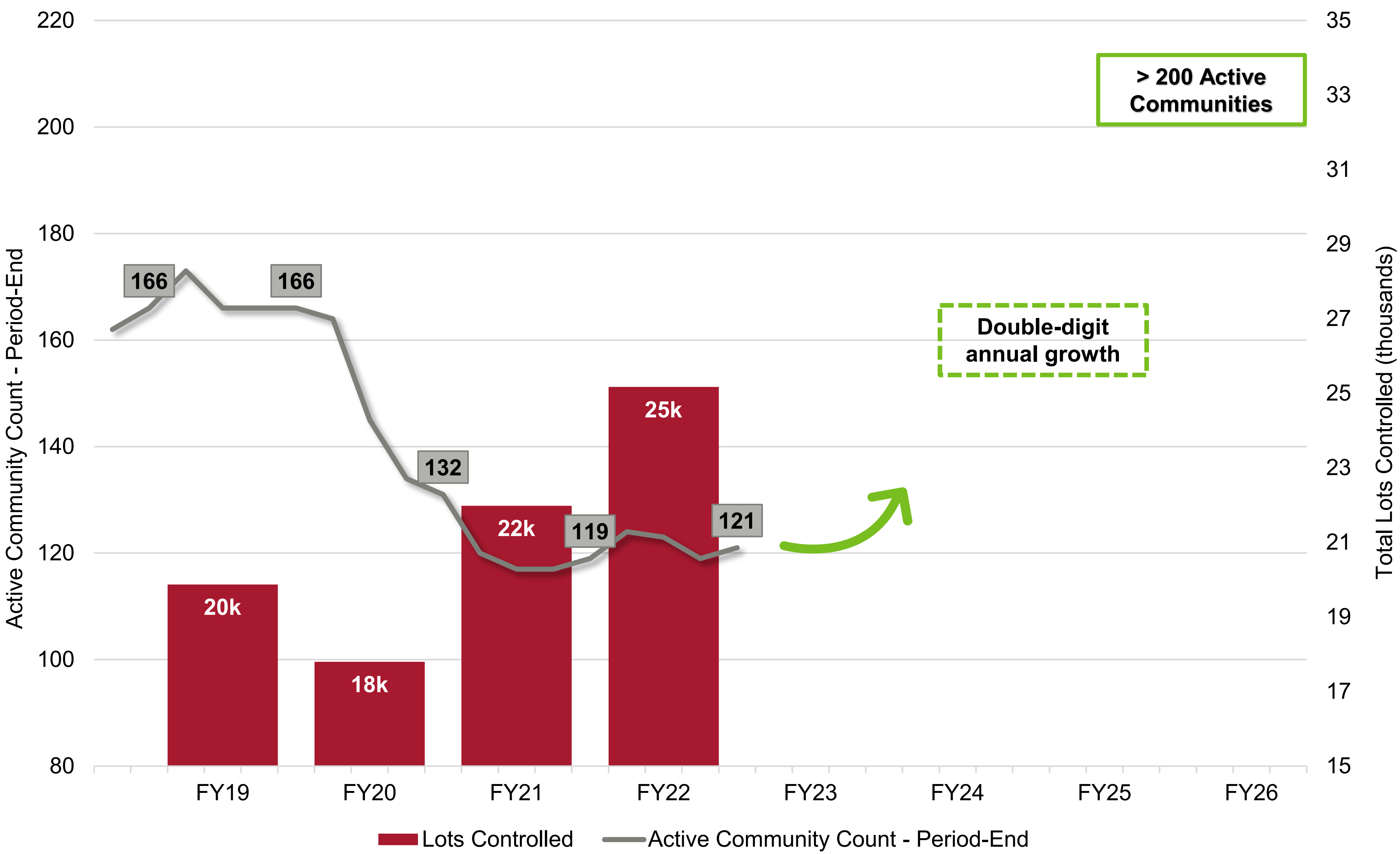
- Broad support for balanced growth strategy
- Request for clear long-term objectives

Growth

Leverage Improvement

Differentiation

Profitable Growth From More Communities



Data labels reflect fiscal year-end total lots controlled and 3/31 period-end active community counts

Less-Levered Balance Sheet

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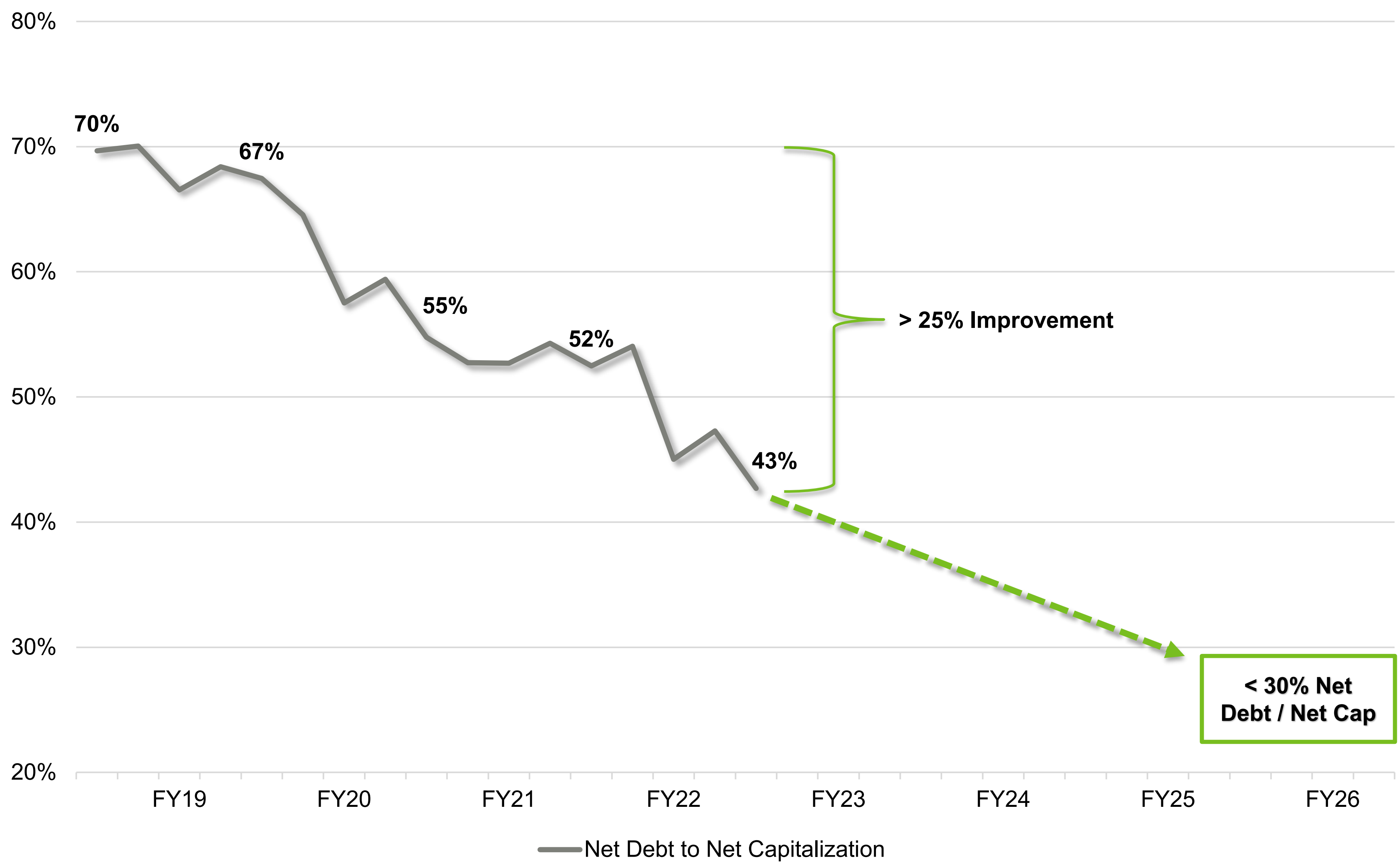
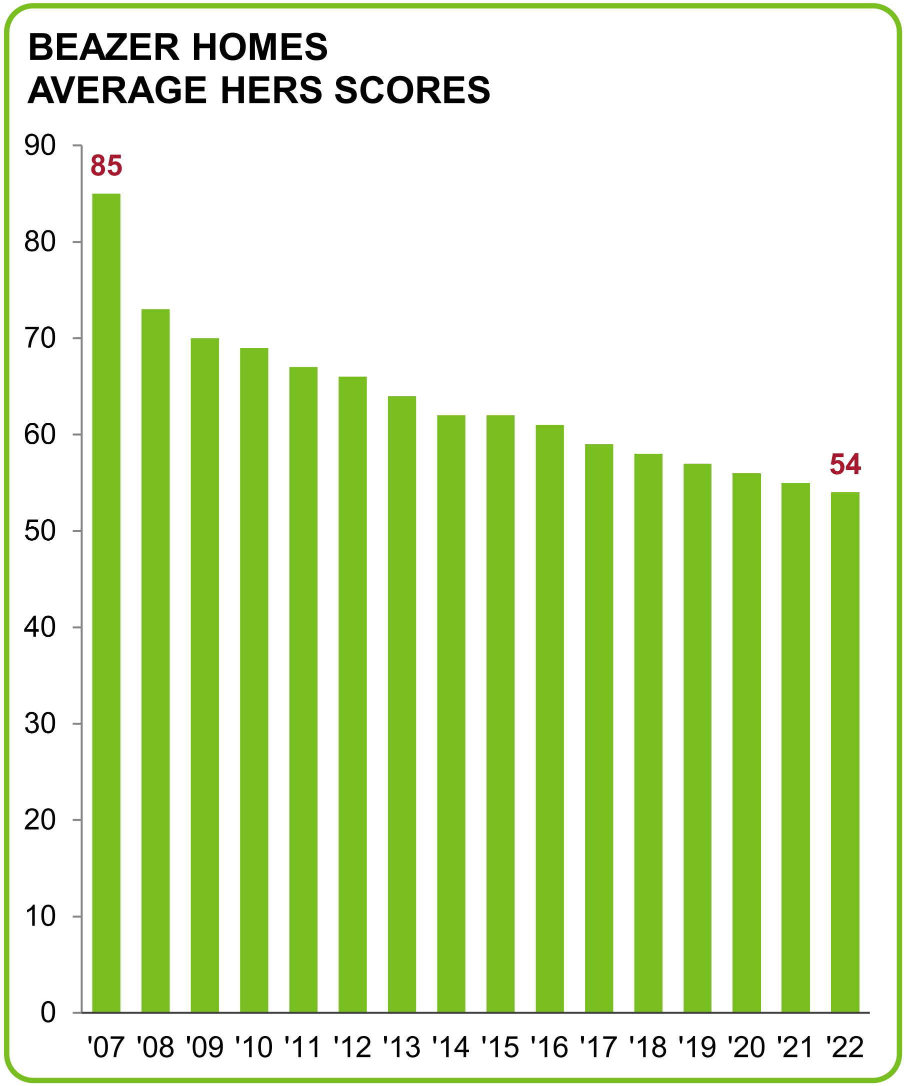
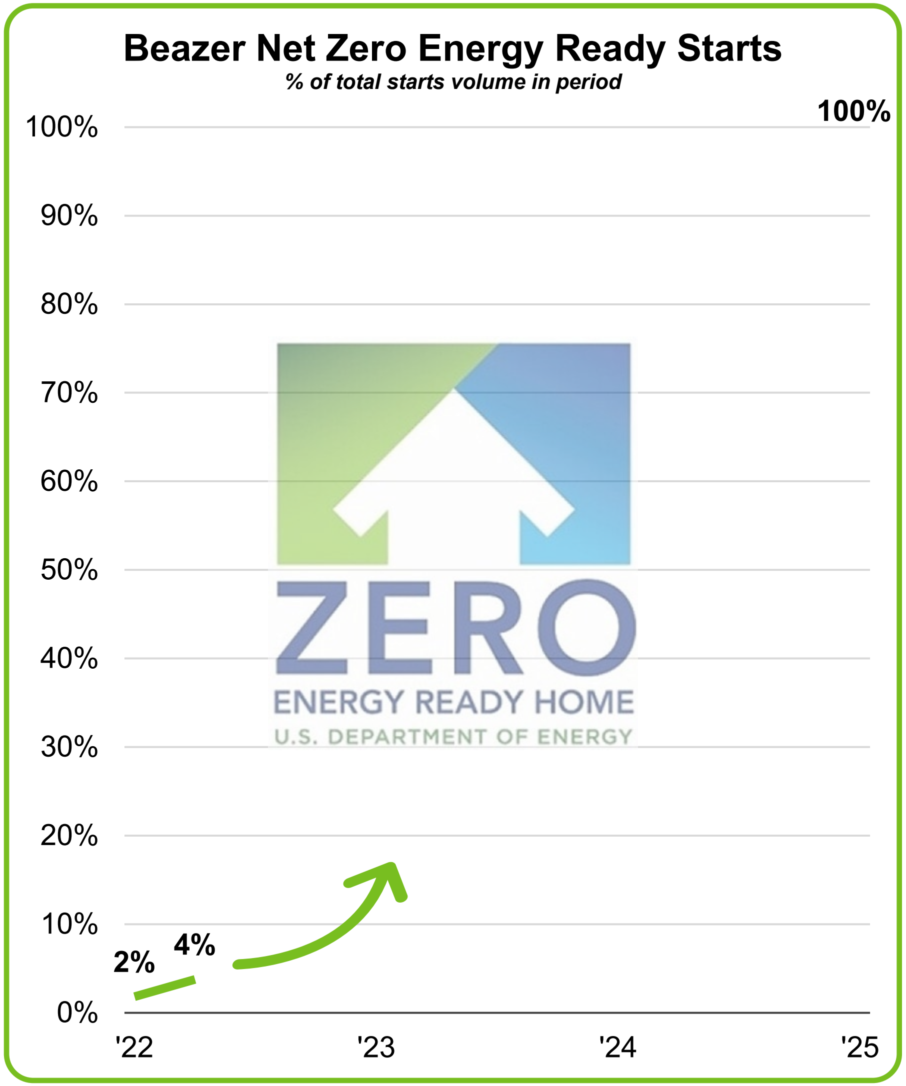


Data labels reflect 3/31 net debt to net capitalization percentages

Path to 100% Net Zero Energy Ready





2nd Quarter Results

Results	Q2 FY23	YoY Change
New Home Orders	1,181	(8.5%)
Sales Pace	3.2	(11.7%)
Community Count, Avg	123	3.6%
Closings	1,063	(1.4%)
Homebuilding Revenue ($mm)	$542.0	6.9%
Average Selling Price ($k)	$509.9	8.4%
HB Gross Margin % (a)	22.0%	(480 bps)
SG&A as % of Total Revenue	11.2%	(100 bps)
Adjusted EBITDA ($mm) (b)	$62.1	(19.7%)
Interest Amort. % of HB Revenue	3.2%	0 bps
Effective Tax Rate (c)	12.8%	(560 bps)
Net Income - Cont. Ops. ($mm)	$34.7	(22.3%)
Diluted EPS - Cont. Ops.	$1.13	(22.1%)

(a) Excludes impairments, abandonments, and interest amortized to cost of sales
(b) Details are included on the "Adjusted EBITDA Reconciliation" slide in the appendix
(c) Includes the benefit of energy efficiency tax credits

3rd Quarter Expectations

Metric	Expectations
Sales Pace	Approaching 3
Community Count, Avg [a]	Flat
Closings	~1,000
Backlog Conversion [a]	Up ~20%
Average Selling Price	~$510k
Adjusted HB Gross Margin % [b]	21% - 22%
SG&A as % of Total Revenue [a]	Flat
Adjusted EBITDA	>$50mm
Interest Amort. % of HB Revenue	Low 3's
Effective Tax Rate	≤12.8%
Diluted EPS - Cont. Ops.	~$0.90

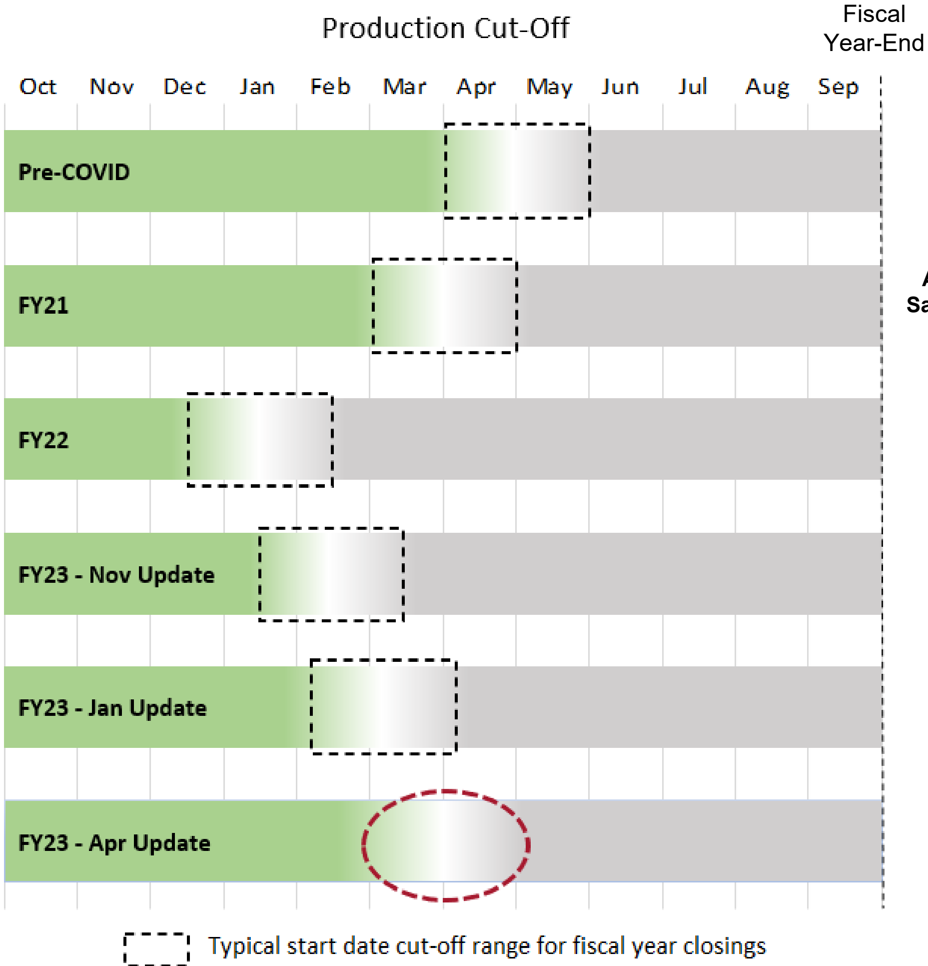
[a] vs. prior year
[b] Excludes interest amortized to cost of sales

Fiscal 2023 Expectations

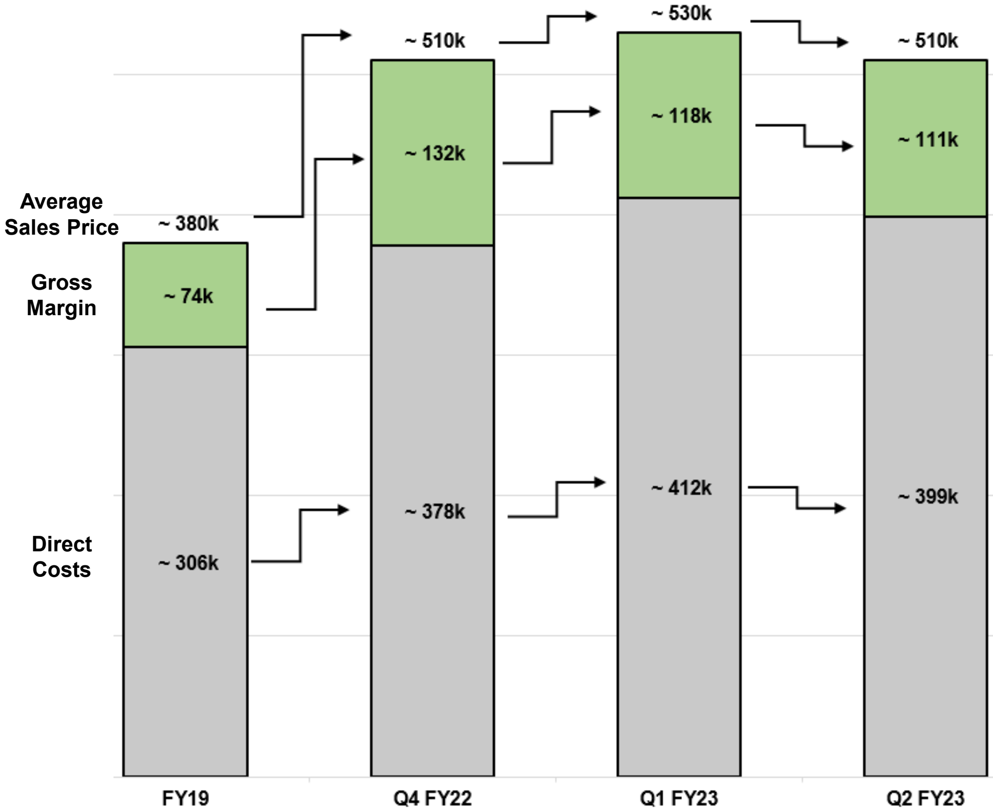
Metric	Expectations
Closings	≥4,000
Homebuilding Revenue	>$2B
Diluted EPS - Cont. Ops.	~$4.00
Effective Tax Rate	~14%

Cycle Time & Cost Reduction Initiatives

Cycle Time Improvement



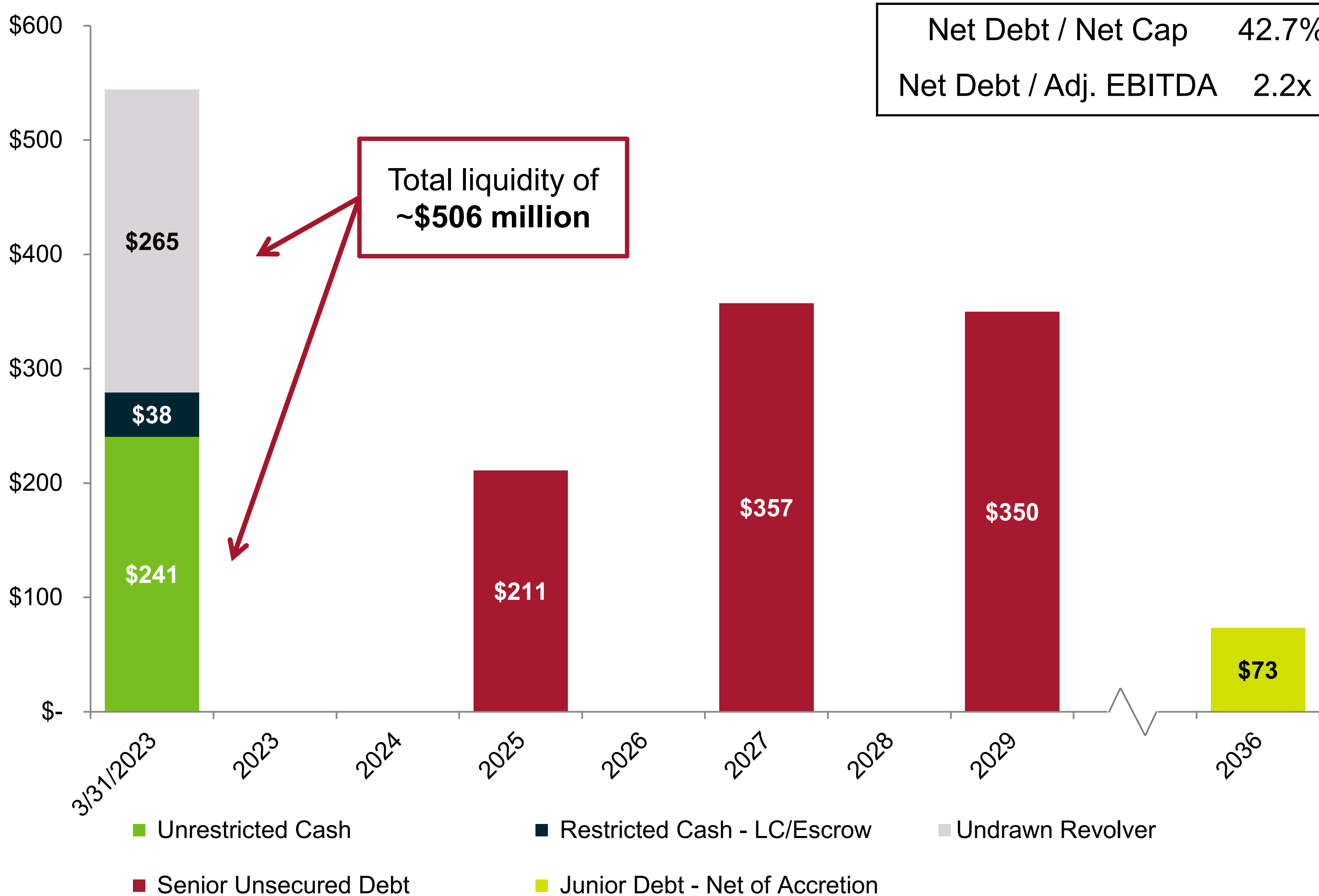
Construction Cost Reduction



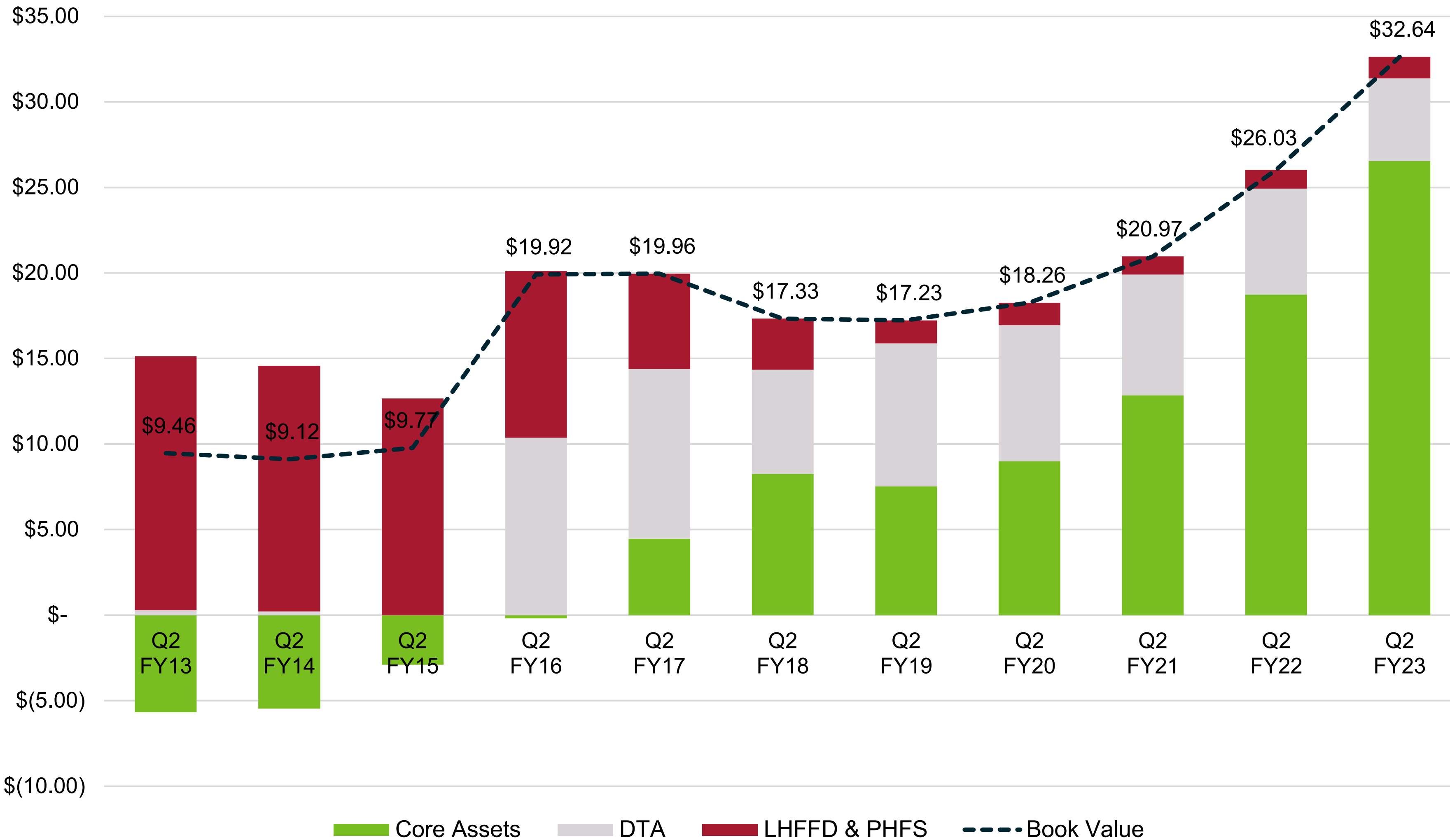
Financial Flexibility Supports Growth

$ in millions

Net Debt / Net Cap	42.7%
Net Debt / Adj. EBITDA	2.2x



Growth in Book Value Per Share



Notes: Weighted-average shares outstanding during the period used for all per share calculations
Balances as of 3/31 used for all periods
Core Assets per share is calculated using the residual of our book value per share after DTA per share and LHFFD & PHFS per share

Wrap-Up

Q2 Strong Operational Performance

FY23 Earnings ~ $4.00 Per Share

Long-Term Balanced Growth Objectives

- Profitable Growth From More Communities
- Less-Levered Balance Sheet
- Consistently High Returns
- A Path to 100% Net Zero Energy Ready Homes

Appendix

Q2 Results

$ in millions (except ASP)

		Q2 FY22		Q2 FY23	Δ
Profitability					
Total Revenue	$	508.5	$	543.9	7.0%
Adjusted EBITDA [(a)]	$	77.4	$	62.1	($15.3)
Net Income - Cont. Ops.	$	44.7	$	34.7	($10.0)
Unit Activity					
New Home Orders		1,291		1,181	(8.5%)
Closings		1,078		1,063	(1.4%)
Average Selling Price ($k)	$	470.5	$	509.9	8.4%
Cancellation Rate		12.2 %		18.6 %	640 bps
Active Community Count, Avg [(b)]		119		123	3.6%
Sales Pace		3.6		3.2	(11.7%)
Margins					
HB Gross Margin % [(c)]		26.8 %		22.0 %	(480 bps)
SG&A as % of Total Revenue		12.2 %		11.2 %	(100 bps)
Balance Sheet					
Unrestricted Cash	$	163.9	$	240.8	$76.9
Land & Development Spend	$	132.6	$	113.0	($19.6)

(a) Details are included on the “Adjusted EBITDA Reconciliation” slide in the appendix
(b) Active Community Count was 119 at 3/31/2022 and 121 at 3/31/2023
(c) Excludes impairments, abandonments, and interest amortized to cost of sales

Adjusted EBITDA Reconciliation

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(In thousands)	Three Months Ended March 31, 2022	**2023**	23 vs 22	LTM Ended March 31, 2022	**2023**	23 vs 22
Net income	$ 44,672	**$ 34,707**	$ (9,965)	$ 165,053	**$ 200,185**	$ 35,132
Expense from income taxes	10,071	**5,092**	(4,979)	26,246	**45,961**	19,715
Interest amortized to home construction and land sales expenses and capitalized interest impaired	16,083	**17,291**	1,208	75,230	**72,261**	(2,969)
Interest expense not qualified for capitalization	—	**—**	—	212	**—**	(212)
EBIT	70,826	**57,090**	(13,736)	266,741	**318,407**	51,666
Depreciation and amortization	3,031	**3,020**	(11)	13,083	**12,981**	(102)
EBITDA	73,857	**60,110**	(13,747)	279,824	**331,388**	51,564
Stock-based compensation expense	2,424	**1,678**	(746)	10,639	**7,204**	(3,435)
Loss on extinguishment of debt	164	**—**	(164)	1,626	**42**	(1,584)
Inventory impairments and abandonments[a]	935	**111**	(824)	1,323	**1,890**	567
Severance expenses	—	**224**	224	—	**335**	335
Adjusted EBITDA	$ 77,380	**$ 62,123**	$ (15,257)	$ 293,412	**$ 340,859**	$ 47,447

[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.

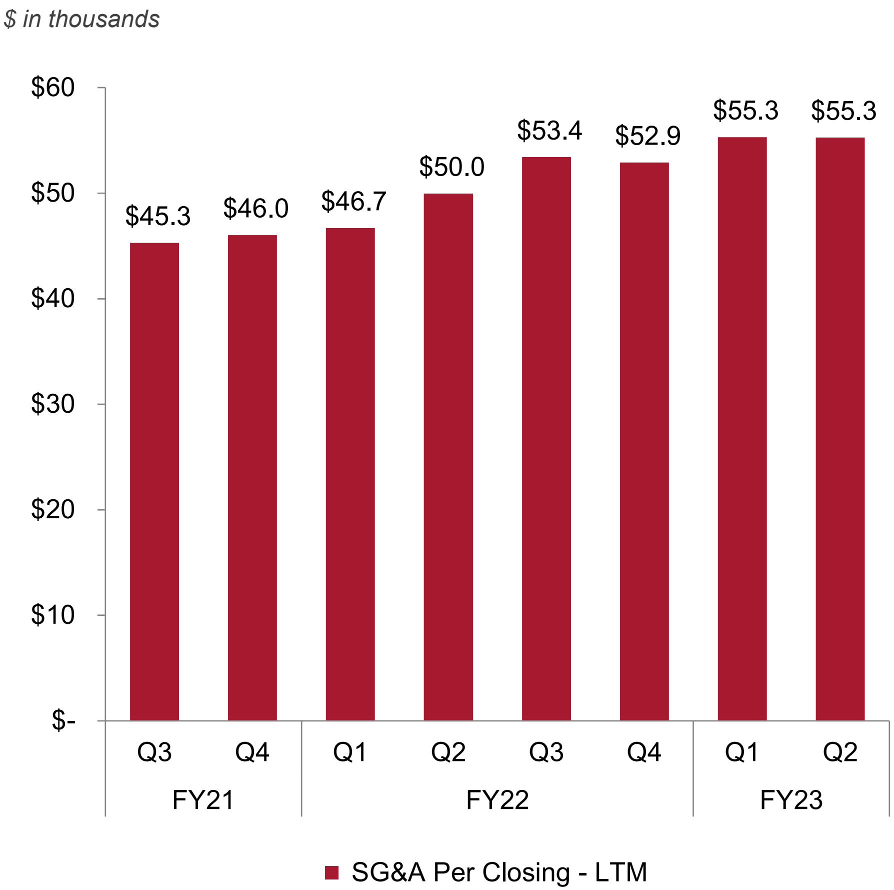
Backlog Detail

	Q2 FY22	Q2 FY23
Quarter Ending Backlog (units)	3,121	1,858
Quarter Ending Backlog ($ in millions)	$ 1,583.5	$ 987.2
ASP in Backlog ($ in thousands)	$ 507.4	$ 531.3
Quarter Beg. Backlog	2,908	1,740
Scheduled to Close in Future Qtrs.	(1,713)	(811)
Backlog Scheduled to Close in the Qtr.	1,195	929
Backlog Activity:		
Cancellations [a]	(41)	(126)
Pushed to Future Quarters	(217)	(127)
Close Date Brought Forward	43	105
Sold & Closed During the Qtr	98	282
Total Closings in the Quarter	1,078	1,063
Backlog Conversion Rate	37.1%	61.1%

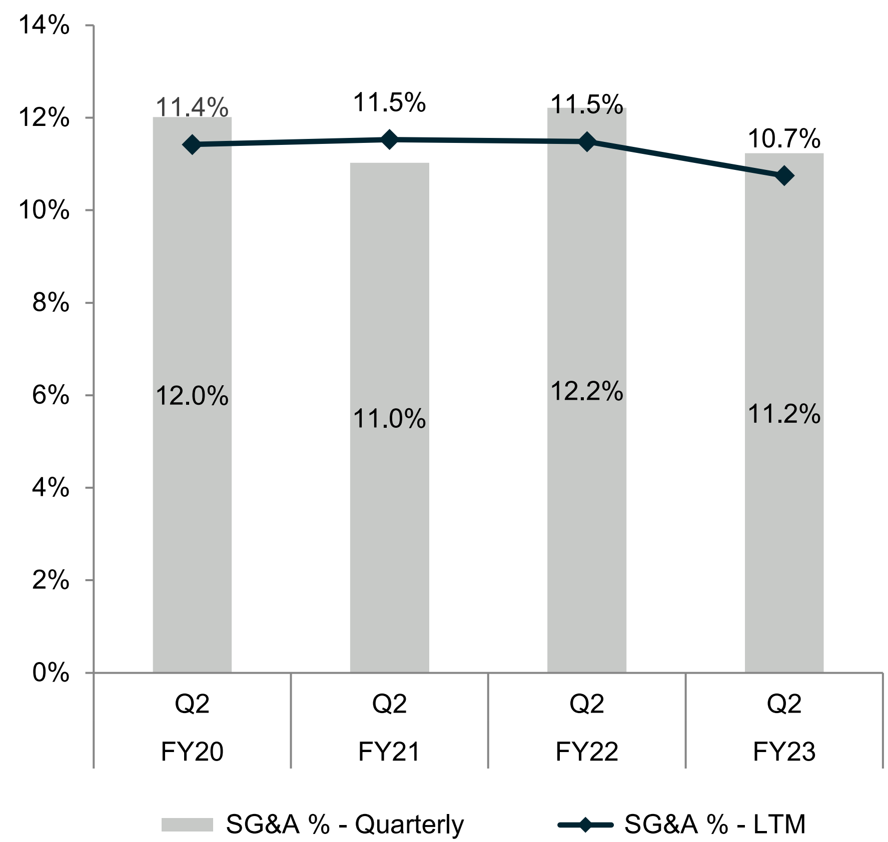
[a] Cancellations reference only the cancellations arising from homes scheduled to close in the quarter

Managing SG&A is a Priority

SG&A Per Closing
LTM Homebuilding



SG&A Leverage
% of Total Revenue



Geographic Mix Impacts ASP & Margins

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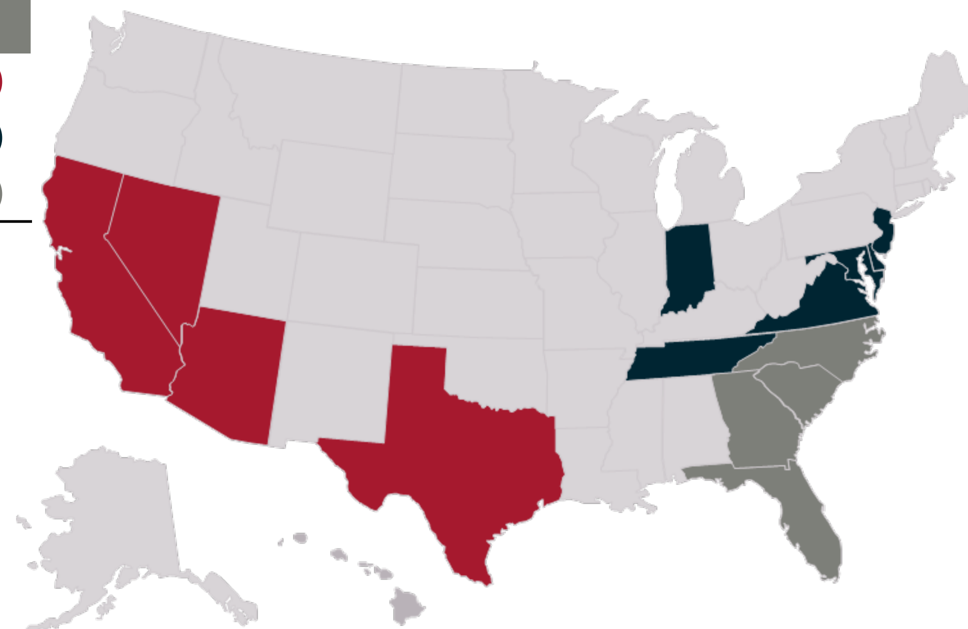
($ in thousands)

	Q2 FY22 ASP	Q2 FY23 ASP	Change in ASP ($)	Change in ASP (%)	Q2 FY22 Closings	Q2 FY23 Closings	Change in Mix
West	$455.5	$521.3	$65.8	14.4%	61.7%	59.4%	(2.3%)
East	$509.6	$507.9	($1.7)	(0.3%)	23.4%	22.2%	(1.2%)
Southeast	$471.4	$475.4	$4.0	0.8%	14.9%	18.4%	3.5%

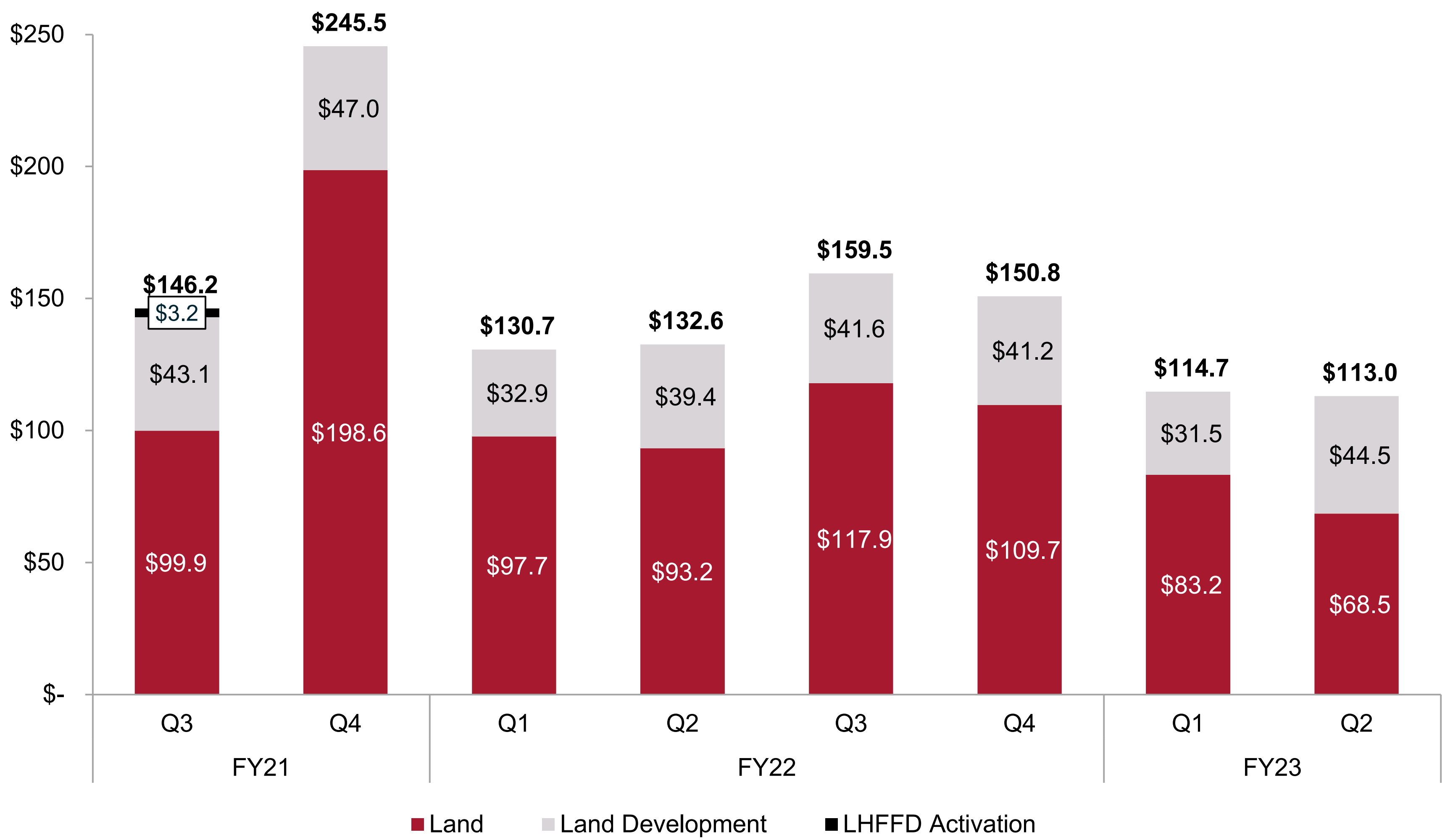
	Q2 FY22 GM%[(a)]	Q2 FY23 GM%[(a)]	Change in GM%
West	27.0%	21.7%	(530 bps)
East	26.2%	21.7%	(450 bps)
Southeast	23.7%	21.4%	(230 bps)



[(a)] Segment gross margin excludes impairments, abandonments, and interest amortized to cost of sales

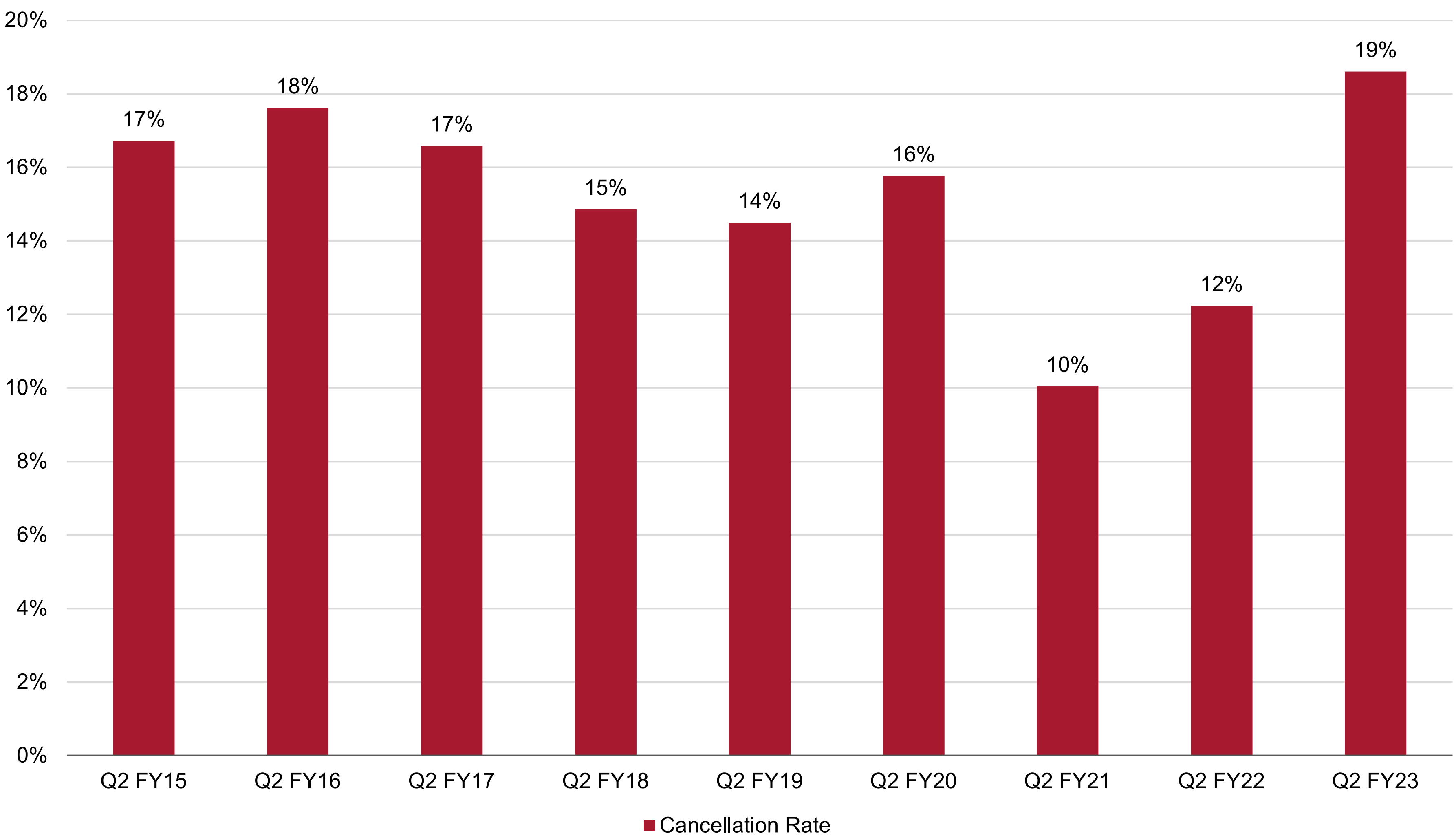
Land Spend

$ in millions



Note: Totals may not foot due to rounding

Historical Cancellation Rates



Deferred Tax Assets - Summary

($ in millions)	March 31, 2022		March 31, 2023	
Deferred Tax Assets	$	219.9	$	173.0
Valuation Allowance	$	(29.1)	$	(25.4)
Net Deferred Tax Assets	**$**	**190.9**	**$**	**147.6**

As of March 31, 2023, 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 2022 conclusion. Valuation allowance of $25.4 million as of March 31, 2023 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 2022 Form 10-K for additional detail.