Beazer Homes USA, Inc.
Q2 2024 Earnings Presentation

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 deterioration in homebuilding industry conditions;
- other economic changes nationally and in local markets, including declines in employment levels, increases in the number of foreclosures and wage levels, each 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 and reduced availability of mortgage financing due to, among other factors, additional actions by the Federal Reserve to address sharp increases in inflation;
- financial institution disruptions, such as the bank failures that occurred in 2023;
- 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;
- 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 recent 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 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;
- terrorist acts, protests and civil unrest, political uncertainty, acts of war or other factors over which the Company has no control, such as the conflict between Russia and Ukraine and the conflict in the Gaza strip;
- potential negative impacts of public health emergencies such as the COVID-19 pandemic;
- 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 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 ESG 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.

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

Orders & Sales Pace	✓
Operating Margins	✓
Adjusted EBITDA	✓
Land Position	✓
Community Count	✓

Refinanced 2025 senior notes while extending our revolver facility

Current Operating Environment

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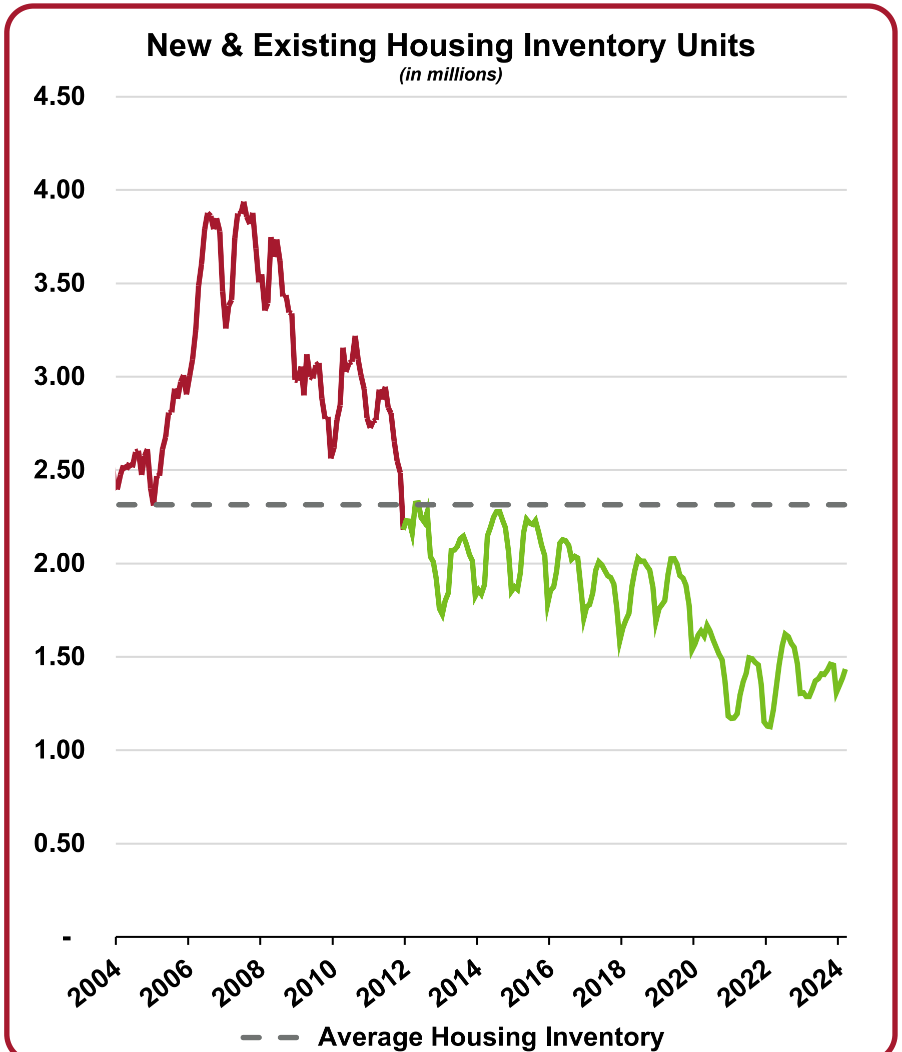
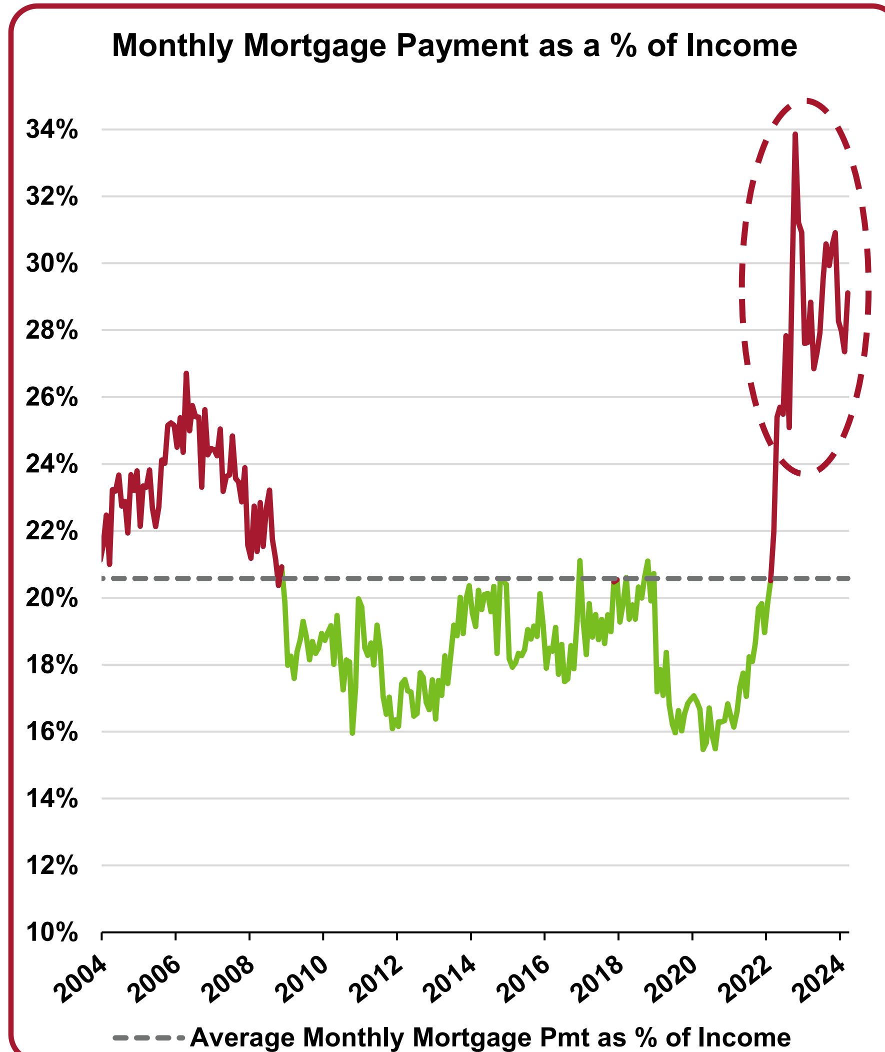




(a) Data reflects new and existing single-family detached inventory (i.e., homes available for sale) as of each month-end for each period displayed.
New home housing information sourced via U.S. Census / Department of Housing and Urban Development (HUD) Survey of Construction (SOC)
Existing housing data sourced from National Association of Realtors ® "Existing Home Sales Statistics" report

[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 3/2024 and median family income data from 2022)

Zero Energy Ready Acceleration

BEAZER HOMES

- Newly activated and longer-lasting communities have or will be offering *Ready Series* homes
- *Ready Series* homes in backlog have higher margins than prior series
- Accelerating closeout of *Star* & *Plus Series* homes will simplify our production and sales efforts
- Encouraging competitive pricing and incentives on *Star* & *Plus Series* homes
- Margin pressure expected in Q3 as we move through prior series homes with Q4 improvement

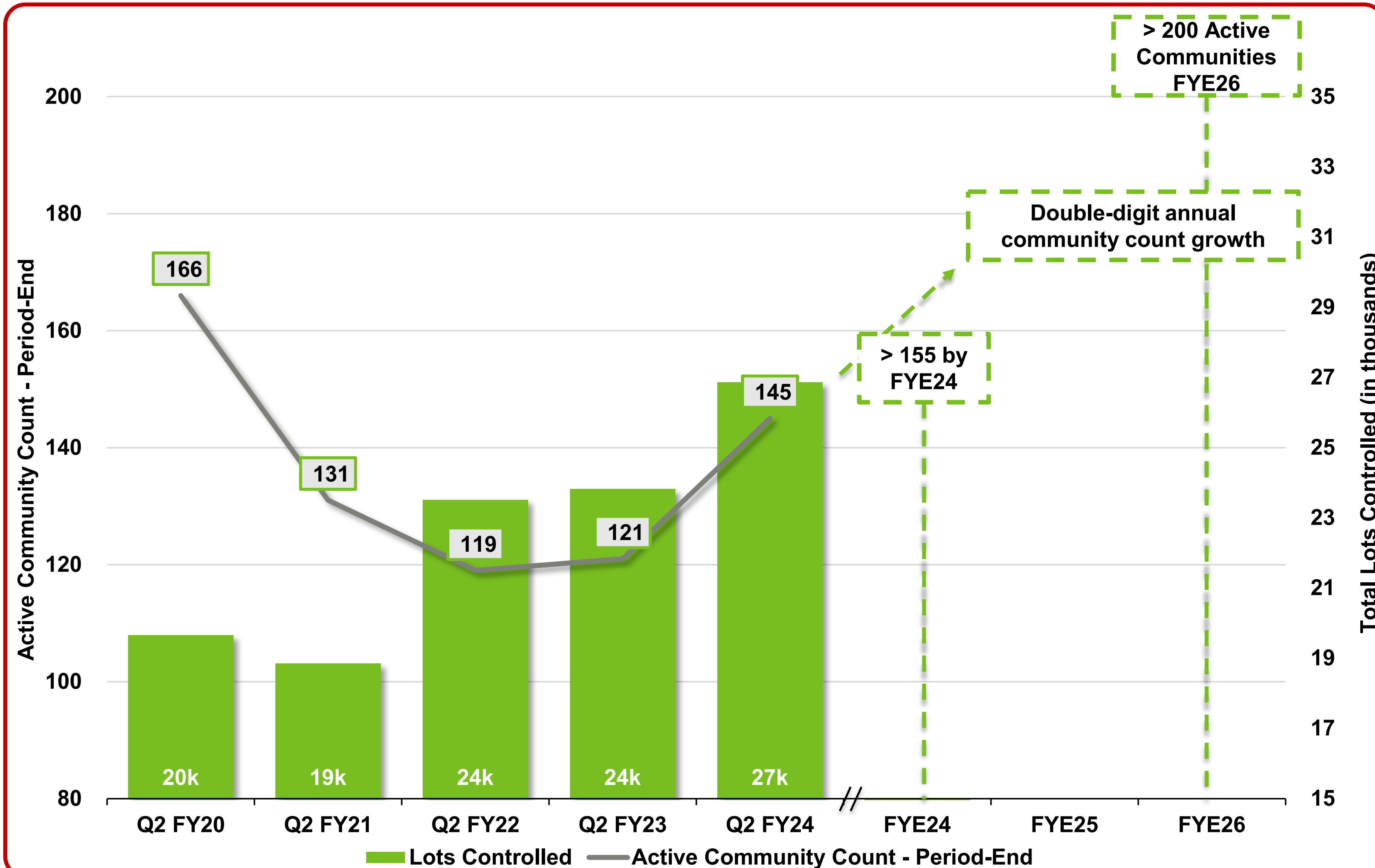
Multi-Year Goals

> 200 Communities
Fiscal Year-end 2026

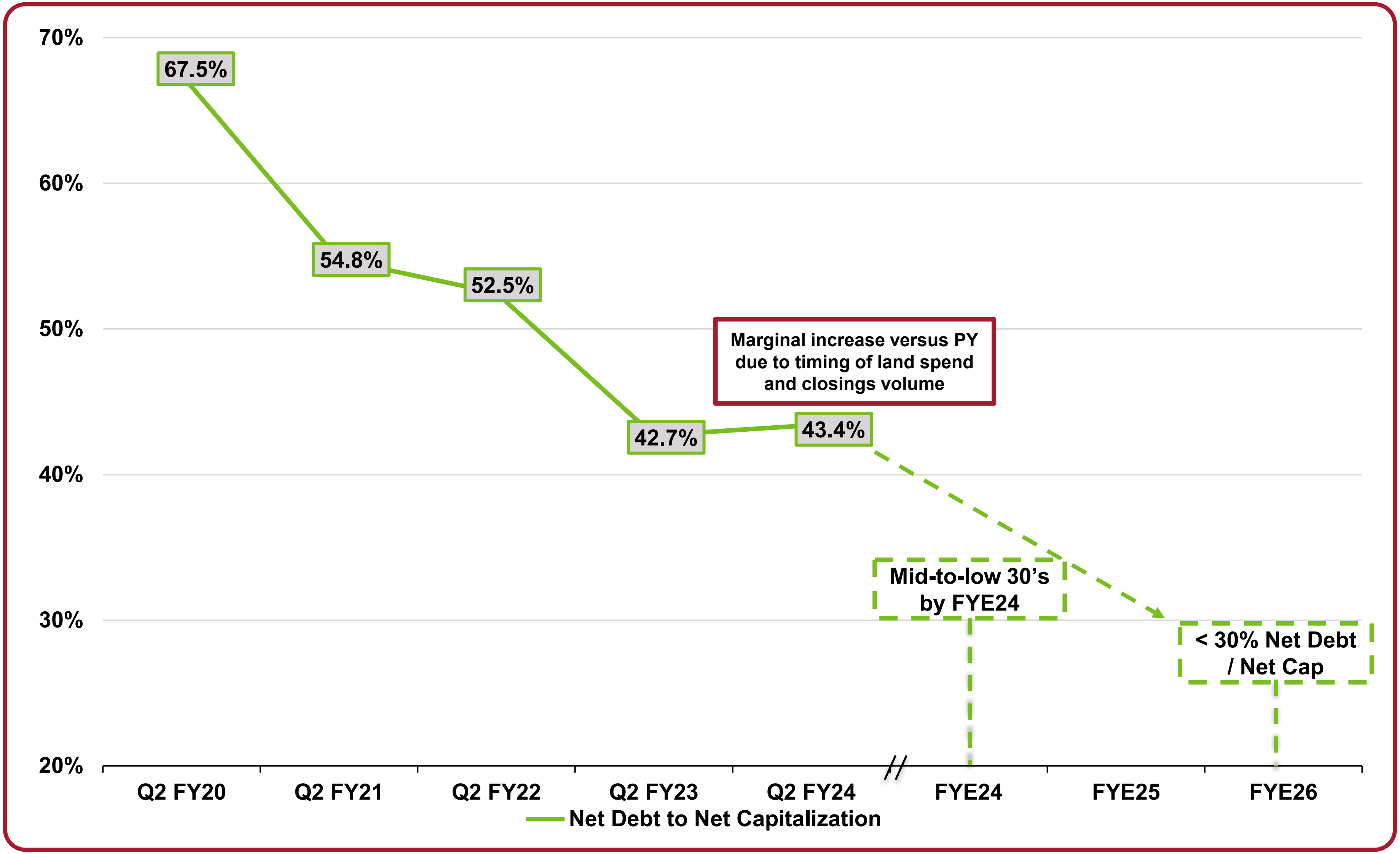
< 30% Net Debt to Net Capitalization
Fiscal Year-end 2026

100% Zero Energy Ready Starts
Calendar Year-end 2025

Growth From More Communities

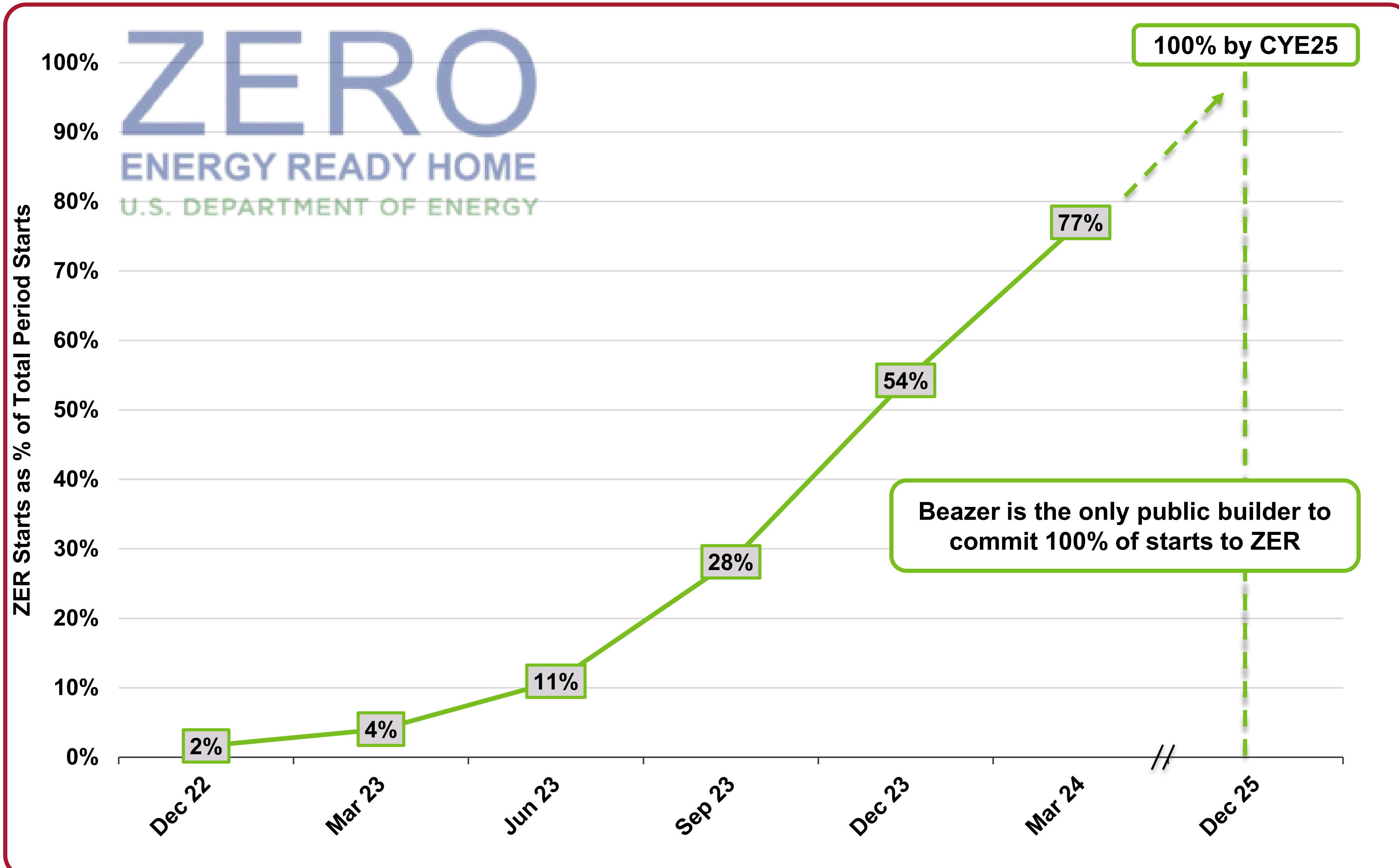


Balance Sheet Improvement



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

Zero Energy Ready Starts



2nd Quarter Results

BEAZER HOMES

Results	Q2 FY24	YoY Change
New Home Orders	1,299	10.0%
Sales Pace	3.1	(3.3%)
Community Count, Avg	140	13.8%
Homebuilding Revenue ($mm)	$538.6	(0.6%)
Closings	1,044	(1.8%)
Average Selling Price ($k)	$515.9	1.2%
HB Gross Margin %[a]	21.7%	(30 bps)
SG&A as % of Total Revenue	11.5%	30 bps
Adjusted EBITDA ($mm)[b]	$58.8	(5.4%)
Interest Amort. % of HB Revenue	3.0%	(20 bps)
Net Income - Cont. Ops. ($mm)	$39.2	12.9%
Diluted EPS - Cont. Ops.[c]	$1.26	11.5%
Effective Tax Rate [d]	14.7%	190 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 impact of an $8.6 million, or $0.28 per diluted share, one-time gain on sale of investment*
[d] *Includes the impact of an $8.6 million gain on sale of investment and the benefit of energy efficiency tax credits*

3rd Quarter Expectations

Metric	Expectations
Sales Pace	>3.0
Community Count, Ending	~150
Closings	1,150 – 1,200
Average Selling Price	~$505k
HB Gross Margin %[a]	~20.0%
SG&A as % of Total Revenue	~11.5%
Adjusted EBITDA	>$50MM
Interest Amort. % of HB Revenue	Low 3's
Effective Tax Rate	<12%
Diluted EPS - Cont. Ops.	>$0.80

(a) Excludes impairments, abandonments, and interest amortized to cost of sales

Fiscal 2024 Expectations

Metric	Expectations
Community Count, ending[a]	Up ~15%
Closings	>4,750
Average Sales Price	~$510k
HB Gross Margin %[b]	>21.0%
SG&A as % of Total Revenue	~11%
Adjusted EBITDA	>$260MM
Effective Tax Rate	~15%
Diluted EPS – Cont. Ops.	>$4.50
Return on Equity	Double Digit
Book Value Per Share	≥$40.00
Net Debt to Net Capitalization	Mid-to-Low 30s
Land Spend	>$750MM

[a] *vs. prior year*
[b] *Excludes impairments, abandonments, and interest amortized to cost of sales*

Fiscal 2025 Expectations

Community Count Growth

Significant Revenue Growth
(versus prior year)

Book Value Accretion

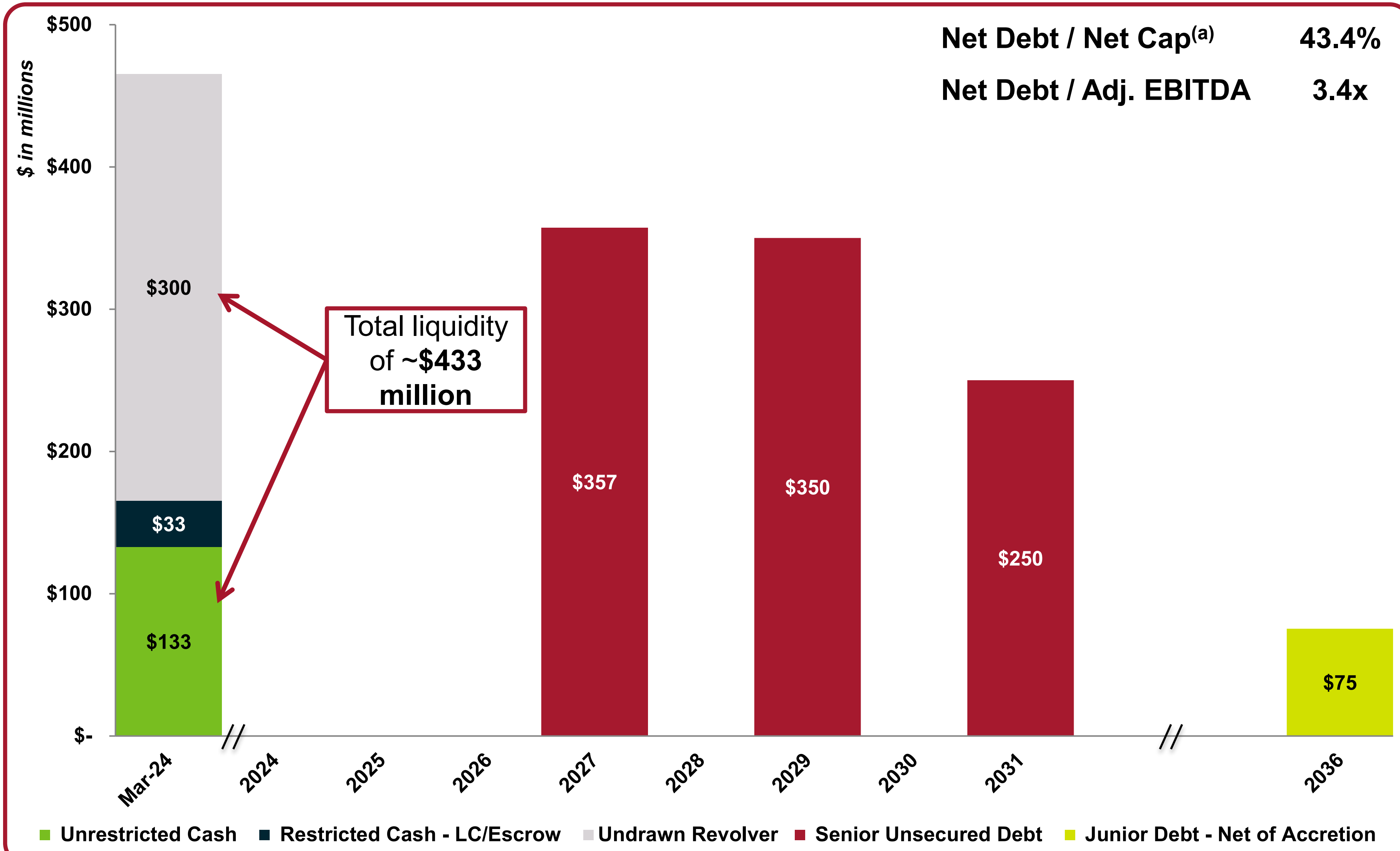
Strong Returns

Zero Energy Ready Transition

Improved Gross Margins
(versus 2nd half of FY24)

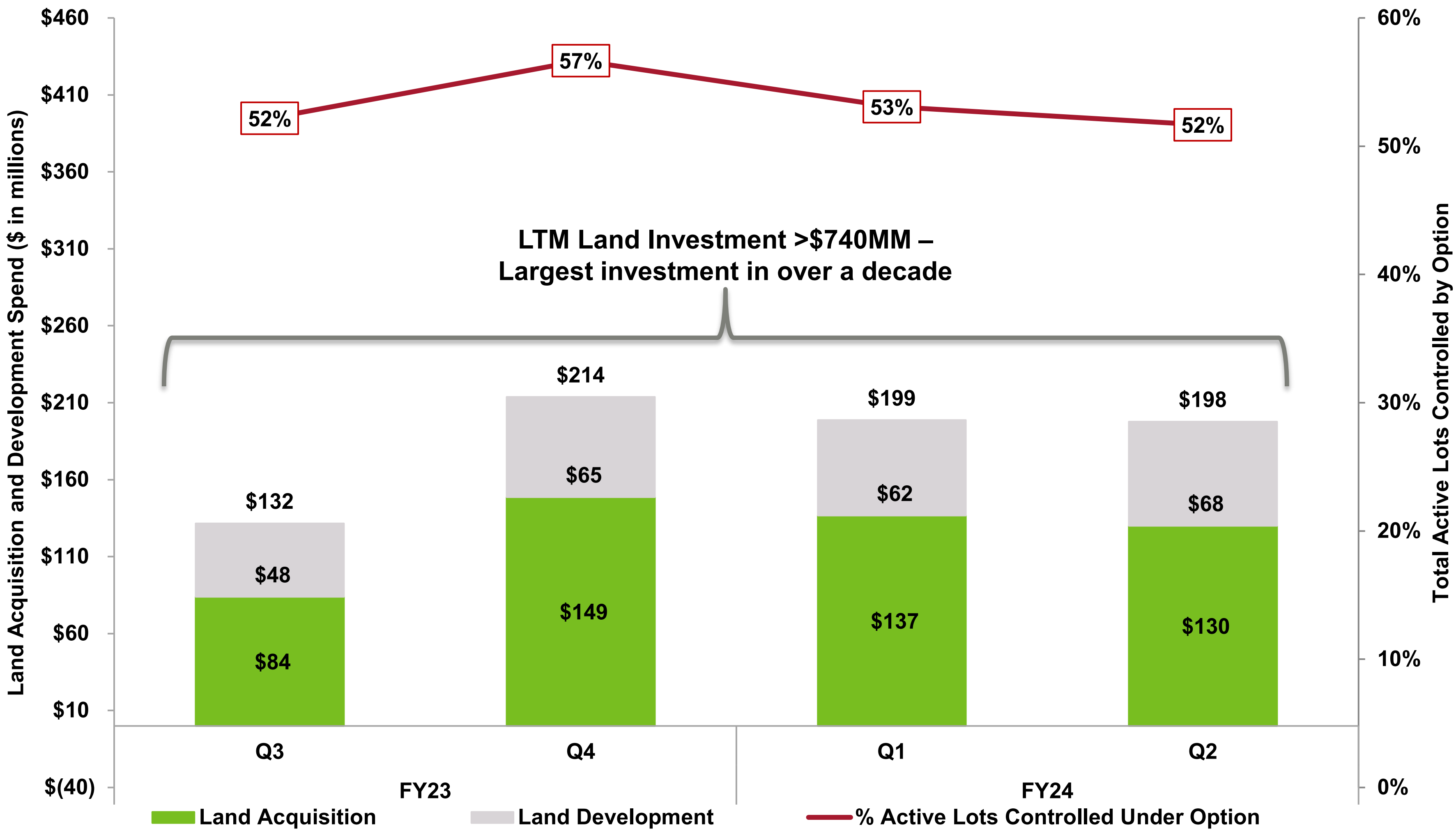
Maturity Schedule

Net Debt / Net Cap[(a)]	43.4%
Net Debt / Adj. EBITDA	3.4x

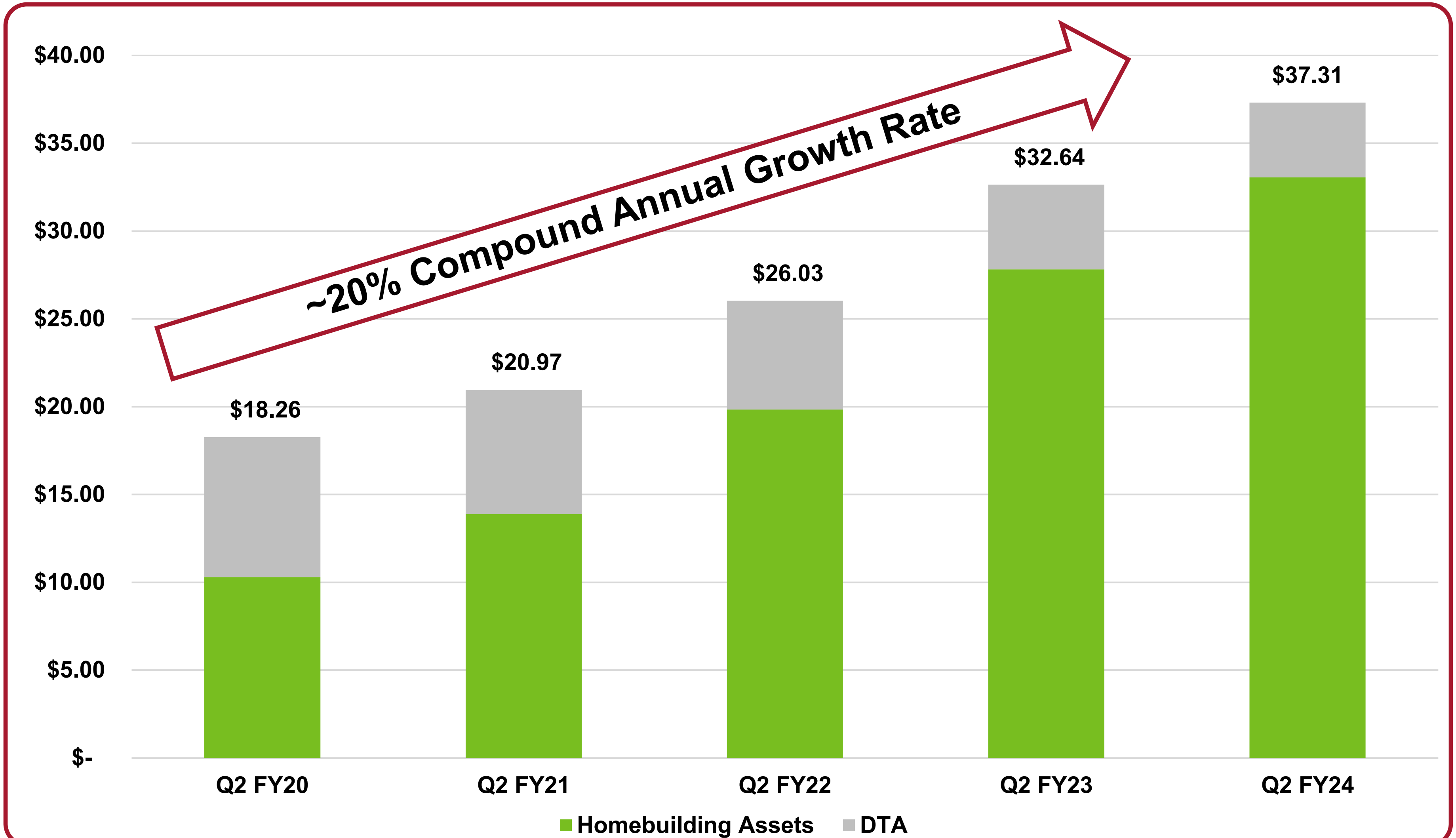


[(a)] *See "Non-GAAP Net Debt to Net Capitalization Reconciliation" in the appendix*

Land Investment



Book Value Per Share Growth



Diluted weighted-average shares outstanding at period-end used for all per share calculations
Balances as of 3/31 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

Q2 FY24 results

- Growing Community Count
- Higher New Home Orders
- Solid Profitability

FY24 Expectations

- Double-Digit Return On Equity
- Further Community Count Growth

Progress Towards Multi-Year Goals

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

Appendix

Q2 Recognition

Commitment to Our Employees

“Through the years, we’ve continued to raise the bar on company culture through industry-leading benefits, training and development, and other initiatives that create a valuable employee experience. Those changes are made possible through continuous dialogue with our teams about what matters most to them.” says SVP and Chief HR Officer Laura Frazzetta.

Commitment to Our Customers, Partners, and Investors

"This award represents our team’s steadfast commitment to building trust among our customers, partners, investors and each other,” says CEO Allan Merrill. “To be recognized for the third year in a row is an honor and a point of pride for our entire team.”

Commitment to Our Product

“We’re proud to offer high-performing homes built for what’s ahead,” says Beazer Homes CEO Allan Merrill. “Across the country, our teams are committed to delivering durable and comfortable energy-efficient homes for customers. We’re grateful to be recognized for those efforts once again.”

Fisher House Foundation

Beazer Homes, alongside our partners, proudly announced the donation of $1.9 million to Fisher House Foundation in February. This substantial gift marks a profound commitment to supporting military and veteran families in times of need.

Zero Energy Ready Homes

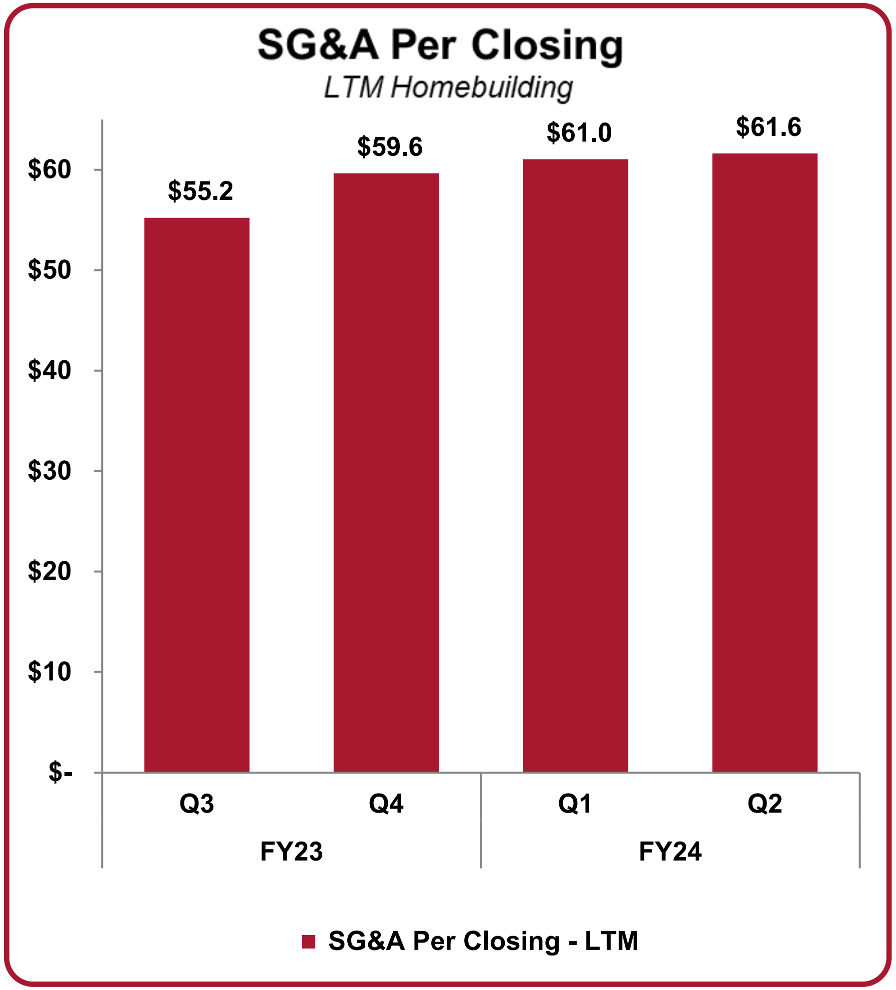
BEAZER HOMES

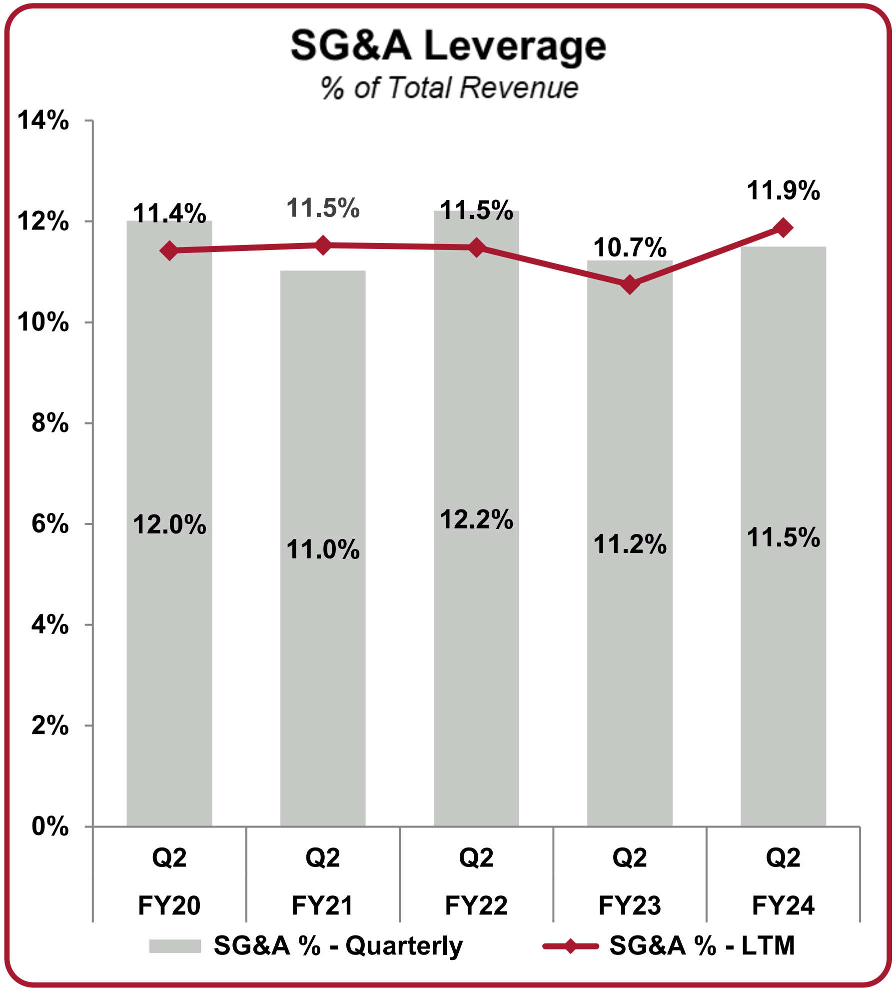
A DOE Zero Energy Ready Home® is a high-performance home that is so energy efficient that a renewable energy system could offset most or all the home's annual energy use. Each DOE Zero Energy Ready Home meets rigorous efficiency and performance criteria.

- 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

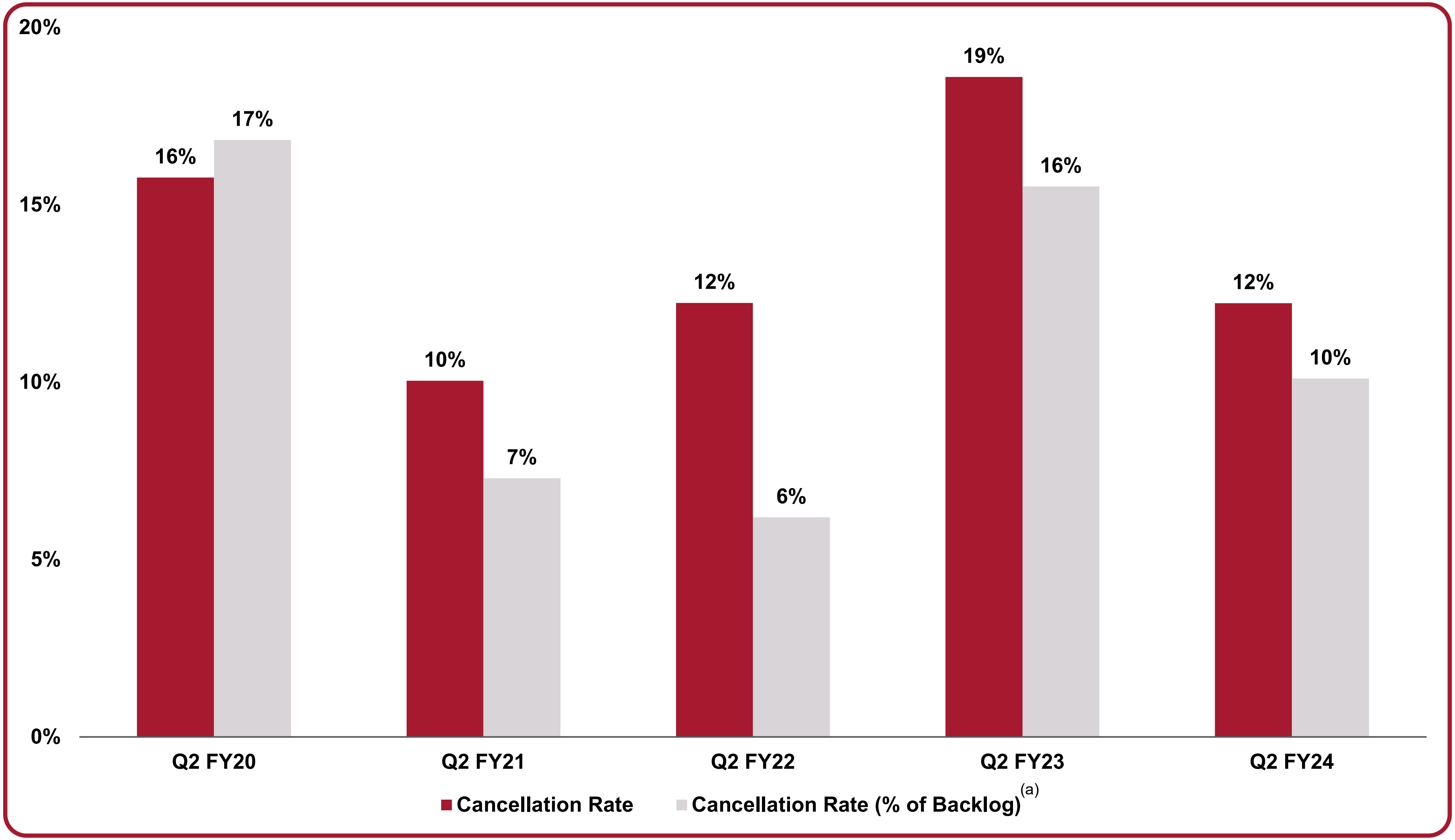
SG&A





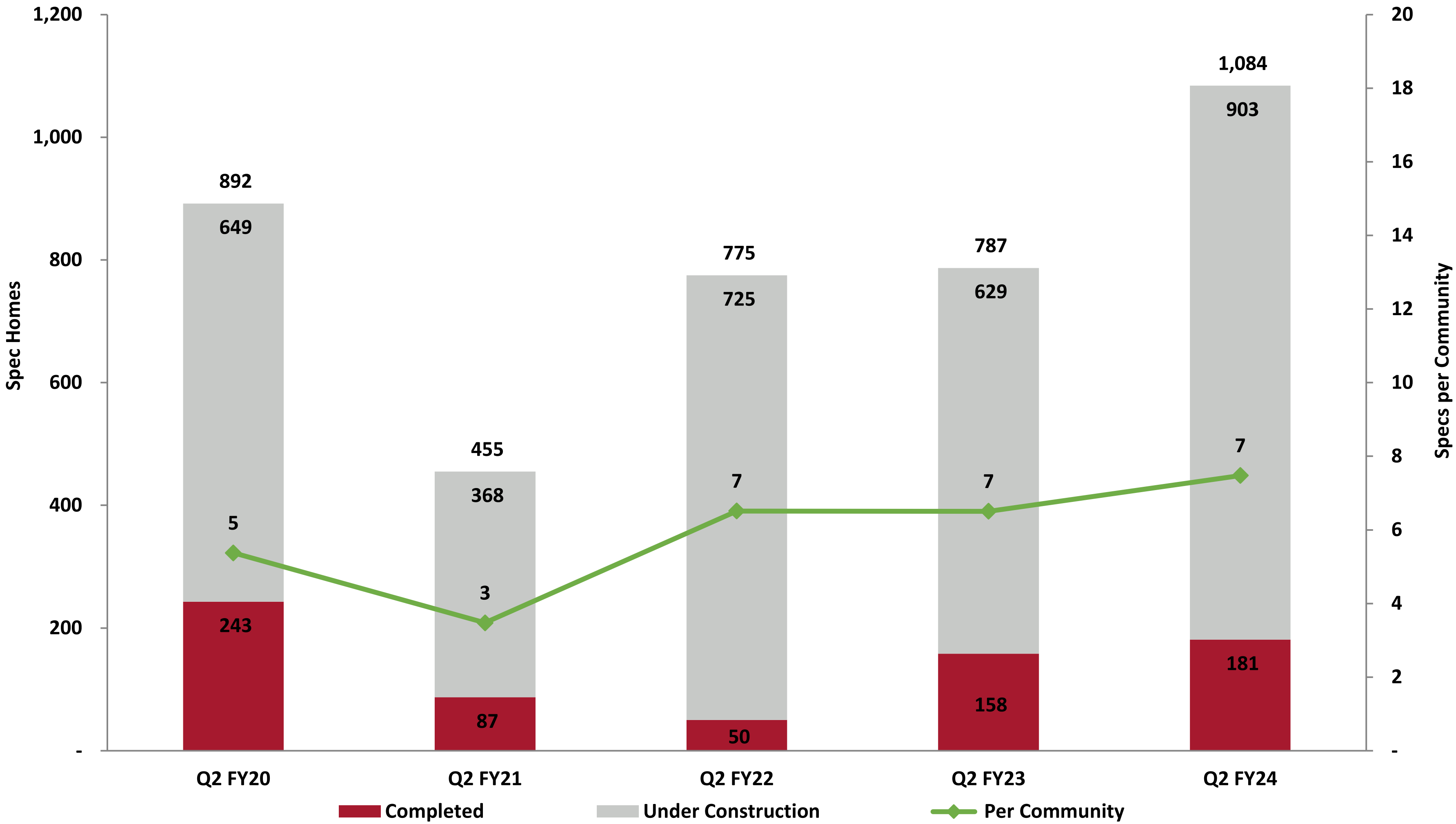
$ in thousands

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

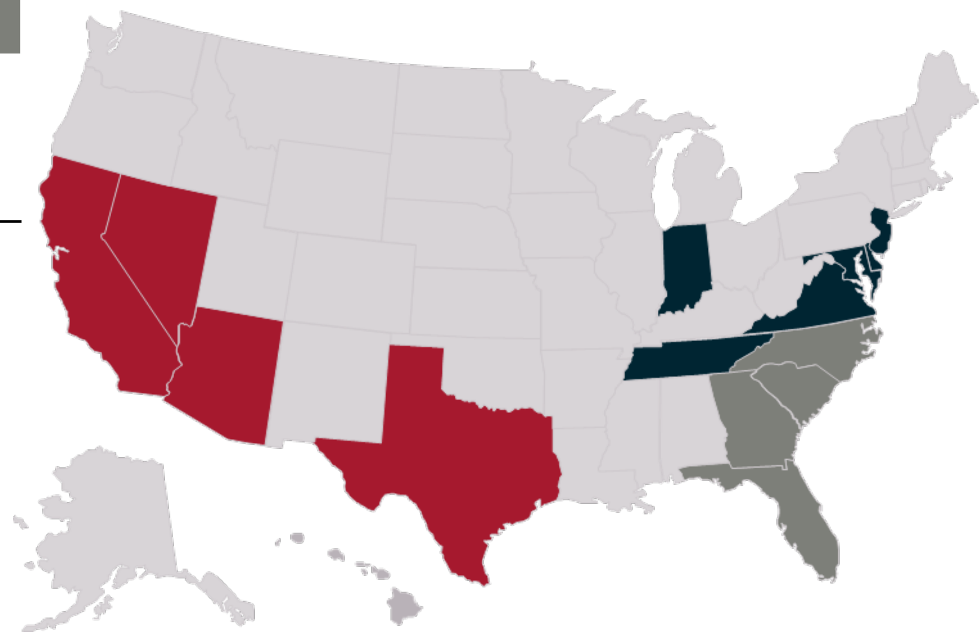
Segment ASP & Margins

BEAZER HOMES

($ in thousands)

	Q2 FY23 ASP	Q2 FY24 ASP	Change in ASP ($)	Change in ASP (%)	Q2 FY23 Closings	Q2 FY24 Closings	Change in Mix
West	$521.3	$517.0	($4.3)	(0.8%)	59.4%	63.9%	4.5%
East	$507.9	$519.2	$11.3	2.2%	22.2%	20.6%	(1.6%)
Southeast	$475.4	$507.0	$31.6	6.6%	18.4%	15.5%	(2.9%)

	Q2 FY23 GM%[a]	Q2 FY24 GM%[a]	Change in GM%
West	21.7%	21.5%	(20 bps)
East	21.7%	19.5%	(220 bps)
Southeast	21.4%	22.6%	120 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*

Q2 Results

$ in millions (except ASP)

	Q2 FY23	Q2 FY24	Δ[d]
Profitability			
Total Revenue	$ 543.9	$ 541.5	(0.4%)
Adjusted EBITDA[a]	$ 62.1	$ 58.8	($3.3)
Net Income - Cont. Ops.	$ 34.7	$ 39.2	$4.5
Unit Activity			
New Home Orders	1,181	1,299	10.0%
Closings	1,063	1,044	(1.8%)
Average Selling Price ($k)	$ 509.9	$ 515.9	1.2%
Cancellation Rate	18.6 %	12.2 %	(640 bps)
Active Community Count, Avg[b]	123	140	13.8%
Sales Pace	3.2	3.1	(3.3%)
Margins			
HB Gross Margin %[c]	22.0 %	21.7 %	(30 bps)
SG&A as % of Total Revenue	11.2 %	11.5 %	30 bps
Balance Sheet			
Unrestricted Cash	$ 240.8	$ 132.9	($107.9)
Land & Development Spend	$ 113.0	$ 197.8	$84.8

[a] Details are included on the "Non-GAAP Adjusted EBITDA Reconciliation" slide in the appendix
[b] Period-ending active community count was 121 at 03/31/2023 and 145 at 03/31/2024
[c] 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
[d] Changes are calculated using unrounded numbers

Backlog Detail

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	Q2 FY23	Q2 FY24
Quarter Ending Backlog (units)	1,858	2,046
Quarter Ending Backlog ($ in millions)	$ 987.2	$ 1,075.1
ASP in Backlog ($ in thousands)	$ 531.3	$ 525.5
Quarter Beg. Backlog	1,740	1,791
Scheduled to Close in Future Qtrs.	(811)	(824)
Backlog Scheduled to Close in the Qtr.	929	967
Backlog Activity:		
Cancellations	(126)	(75)
Pushed to Future Qtrs.	(127)	(120)
Close Date Brought Forward	105	46
Sold & Closed During the Qtr.	282	226
Total Closings in the Quarter	1,063	1,044
Backlog Conversion Rate	61.1%	58.3%

Non-GAAP Homebuilding Gross Margin Reconciliation

BEAZER HOMES

($ in thousands)	Three Months Ended March 31, 2024							
	HB Gross Profit	HB Gross Margin	Impairments & Abandonments (I&A)	HB Gross Profit excluding I&A	HB Gross Margin excluding I&A	Interest Amortized to COS (Interest)	HB Gross Profit excluding I&A and Interest	HB Gross Mar gin excluding I&A and Interest
West	$ 74,277	21.5 %	$ —	$ 74,277	21.5 %	$ —	$ 74,277	21.5 %
East	21,775	19.5 %	—	21,775	19.5 %	—	21,775	19.5 %
Southeast	18,602	22.6 %	—	18,602	22.6 %	—	18,602	22.6 %
Corporate & unallocated[(a)]	(13,880)		—	(13,880)		16,071	2,191	
Total homebuilding	$ 100,774	18.7 %	$ —	$ 100,774	18.7 %	$ 16,071	$ 116,845	21.7 %

($ in thousands)	Three Months Ended March 31, 2023							
	HB Gross Profit	HB Gross Margin	Impairments & Abandonments (I&A)	HB Gross Profit excluding I&A	HB Gross Margin excluding I&A	Interest Amortized to COS (Interest)	HB Gross Profit excluding I&A and Interest	HB Gross Mar gin excluding I&A and Interest
West	$ 71,390	21.7 %	$ 111	$ 71,501	21.7 %	$ —	$ 71,501	21.7 %
East	26,062	21.7 %	—	26,062	21.7 %	—	26,062	21.7 %
Southeast	19,985	21.4 %	—	19,985	21.4 %	—	19,985	21.4 %
Corporate & unallocated[(a)]	(15,849)		—	(15,849)		17,291	1,442	
Total homebuilding	$ 101,588	18.7 %	$ 111	$ 101,699	18.8 %	$ 17,291	$ 118,990	22.0 %

[(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 March 31, 2024			LTM Ended March 31,2024[a]		
	2023	**2024**	24 vs 23	2023	**2024**	24 vs 23
Net income	$ 34,707	**$ 39,171**	$ 4,464	$ 200,185	**$ 160,472**	$ (39,713)
Expense from income taxes	5,092	**6,739**	1,647	45,961	**22,631**	(23,330)
Interest amortized to home construction and land sales expenses and capitalized interest impaired	17,291	**16,071**	(1,220)	72,261	**64,684**	(7,577)
EBIT	57,090	**61,981**	4,891	318,407	**247,787**	(70,620)
Depreciation and amortization	3,020	**3,573**	553	12,981	**12,471**	(510)
EBITDA	60,110	**65,554**	5,444	331,388	**260,258**	(71,130)
Stock-based compensation expense	1,678	**1,389**	(289)	7,204	**7,079**	(125)
Loss (gain) on extinguishment of debt	—	**424**	424	42	**468**	426
Inventory impairments and abandonments[b]	111	**—**	(111)	1,890	**340**	(1,550)
Gain on sale of investment[c]	—	**(8,591)**	(8,591)	—	**(8,591)**	(8,591)
Severance expenses	224	**—**	(224)	335	**—**	(335)
Adjusted EBITDA	$ 62,123	**$ 58,776**	$ (3,347)	$ 340,859	**$ 259,554**	$ (81,305)

[a] "LTM" indicates amounts for the trailing 12 months.

[b] 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."

[c] 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

($ in thousands)	As of March 31, 2024	As of March 31, 2023
Total debt	$ 1,023,311	$ 985,220
Stockholders' equity	1,161,577	998,985
Total capitalization	$ 2,184,888	$ 1,984,205
Total debt to total capitalization ratio	46.8 %	49.7 %
Total debt	$ 1,023,311	$ 985,220
Less: cash and cash equivalents	132,867	240,829
Net debt	890,444	744,391
Stockholders' equity	1,161,577	998,985
Net capitalization	$ 2,052,021	$ 1,743,376
Net debt to net capitalization ratio	43.4 %	42.7 %

Beazer Tax Benefits

	FY23	FY24 - 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	**< 15%** (Current & prior years energy efficiency credits)	**> 15% & < 20%** (Current & prior years energy efficiency credits)	**< 17%** (Current year energy efficiency credits)
Cash Taxes	**No Cash Taxes Paid** (Use of NOL's)	**Reduced Cash Taxes** **~Aligned with GAAP Taxes beginning in FY27** (Use of predominantly energy efficiency credits)[b]	

[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*

Deferred Tax Assets - Summary

($ in millions)	March 31, 2023	March 31, 2024
Deferred Tax Assets	$ 173.0	$ 163.0
Valuation Allowance	$ (25.4)	$ (30.4)
Net Deferred Tax Assets	**$ 147.6**	**$ 132.6**

As of March 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 $30.4 million as of March 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 2023 Form 10-K for additional detail.