

Beazer Homes USA, Inc.

Q2 2026 Earnings Presentation



**THE KINGFISHER
SELBYVILLE, DE**

Disclaimers

This presentation as well as some statements by us in periodic press releases, other public disclosures and some oral statements by us to analysts, stockholders and others during presentations, are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements represent our expectations or beliefs concerning future events or results, and it is possible that such events or results described in this presentation will not occur or be achieved. These forward-looking statements can generally be identified by the use of statements that include words such as “outlook,” “may,” “will,” “strategy,” “believe,” “expect,” “anticipate,” “inspires,” “intend,” “illustrative,” “plan,” “foresee,” “likely,” “goal,” “target,” “estimate,” “should,” “project,” “initial” or other similar words or phrases. These forward-looking statements involve risks, uncertainties and other factors, many of which are outside of our control, that could cause actual events or results to differ materially from the results discussed in the forward-looking statements, including, among other things, the matters discussed in our Form 10-K for the fiscal year ended September 30, 2025. These factors are not intended to be an all-inclusive list of risks and uncertainties that may affect the operations, performance, development and results of our business, but instead are the risks that we currently perceive as potentially being material. Such factors may include: macroeconomic uncertainty, including high levels of inflation, elevated interest rates and insurance costs, stock market volatility, enhanced and/or altered government regulation resulting from legislation and/or executive orders, and historic changes in U.S. trade policy, negatively impacting consumer sentiment and softening 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; supply chain challenges (including as a result of U.S. trade policies and retaliatory responses from other countries) 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; geopolitical disruptions, acts of war, terrorist attacks and other geopolitical developments outside the Company’s control, including the ongoing military conflicts between Russia and Ukraine and in the Middle East, which have heightened, and may continue to heighten, existing economic uncertainty and contribute to increases in mortgage rates, higher energy prices, and other adverse macroeconomic pressures; 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, including impairments and abandonment charges; 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); inefficient or ineffective allocation of capital, including with respect to planned share repurchases; market conditions and other factors outside our control that adversely impact our ability to execute on our planned share repurchases or asset sales; changes in tax laws, such as the One Big Beautiful Bill Act (OBBBA), 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, severe weather, 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/or enforcement, and the level of quality and craftsmanship provided by such labor; the potential recoverability of our deferred tax assets; 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, 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.

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.

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. We do not provide forward-looking guidance for certain financial measures on a GAAP basis because we are unable to predict certain items contained in the GAAP measures without unreasonable efforts. These items may include adjusted EBITDA, adjusted homebuilding gross margin and net debt to net capitalization.

America’s #1 Energy-Efficient Homebuilder:

Homes built by Beazer Homes had an average Home Energy Rating System (HERS) score of 32 in fiscal 2025. A lower HERS score indicates a more energy-efficient home. Beazer Home’s position as America’s #1 Energy-Efficient Homebuilder is based on the fact that Beazer Homes has the lowest HERS score of any national homebuilder based on publicly reported average HERS scores in fiscal 2025 for each of the top 30 homebuilders in the U.S. (based on 2024 sales according to Builder Magazine). Historically, we have reported our average HERS Index Score as a “gross” score that excludes the benefit of renewable energy technologies (i.e. solar-photovoltaic system). Our fiscal 2025 gross HERS score was 38. We are transitioning to reporting scores reflecting the benefits of renewable energy technologies to more closely align with how our industry peers report HERS scores.

Q2 Overview



Solid execution in a challenging environment

- *Community count, sales pace, ASP, and gross margin broadly in line with expectations*



Margin improvement imminent

- *TBB sales increased to 43% of gross sales*
- *New communities increased to 34% of gross sales*



Disciplined balance sheet and capital actions

- *Increased liquidity via revolver upsizing and extension*
- *Grew BV/share by repurchasing over 1 million shares at ~60% of book value*

Market Conditions and Operational Response

Outlook / Demand

- Uncertain near-term demand
 - Mortgage rates
 - Energy costs
 - Consumer sentiment
- Environment less likely to support pace and margin expansion to grow full year EBITDA

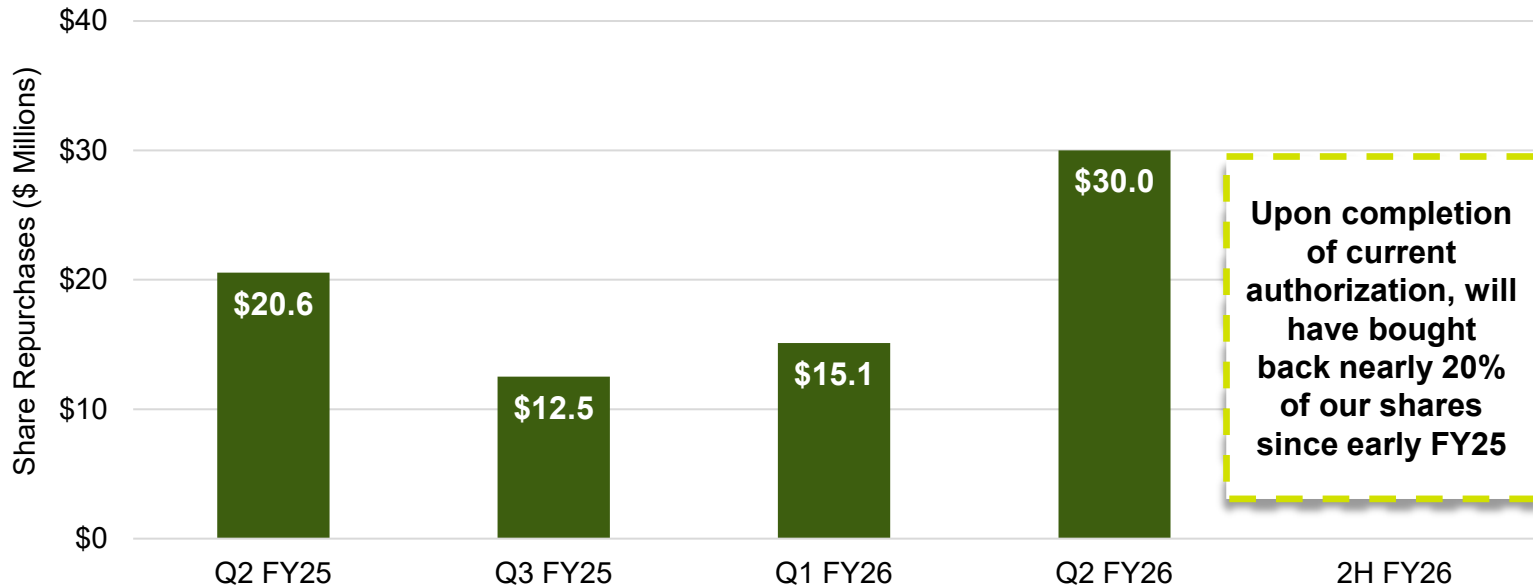
Realistic 2H Pace & Margin Outcomes

- Sales pace > 2.0
- Gross margin expansion 200-300 bps
 - Labor and material savings
 - Improving mix shifts:
 1. Higher-priced, less incentive-driven existing communities
 2. Higher ASPs and margins in newer communities
 3. Growing TBB sales mix

Capital Allocation Response

Focused on highest risk-adjusted returns

- Improving land spend efficiency
- Selling non-strategic assets at or above book value
- Buying back stock at meaningful discount to book value
- Preserving community count growth



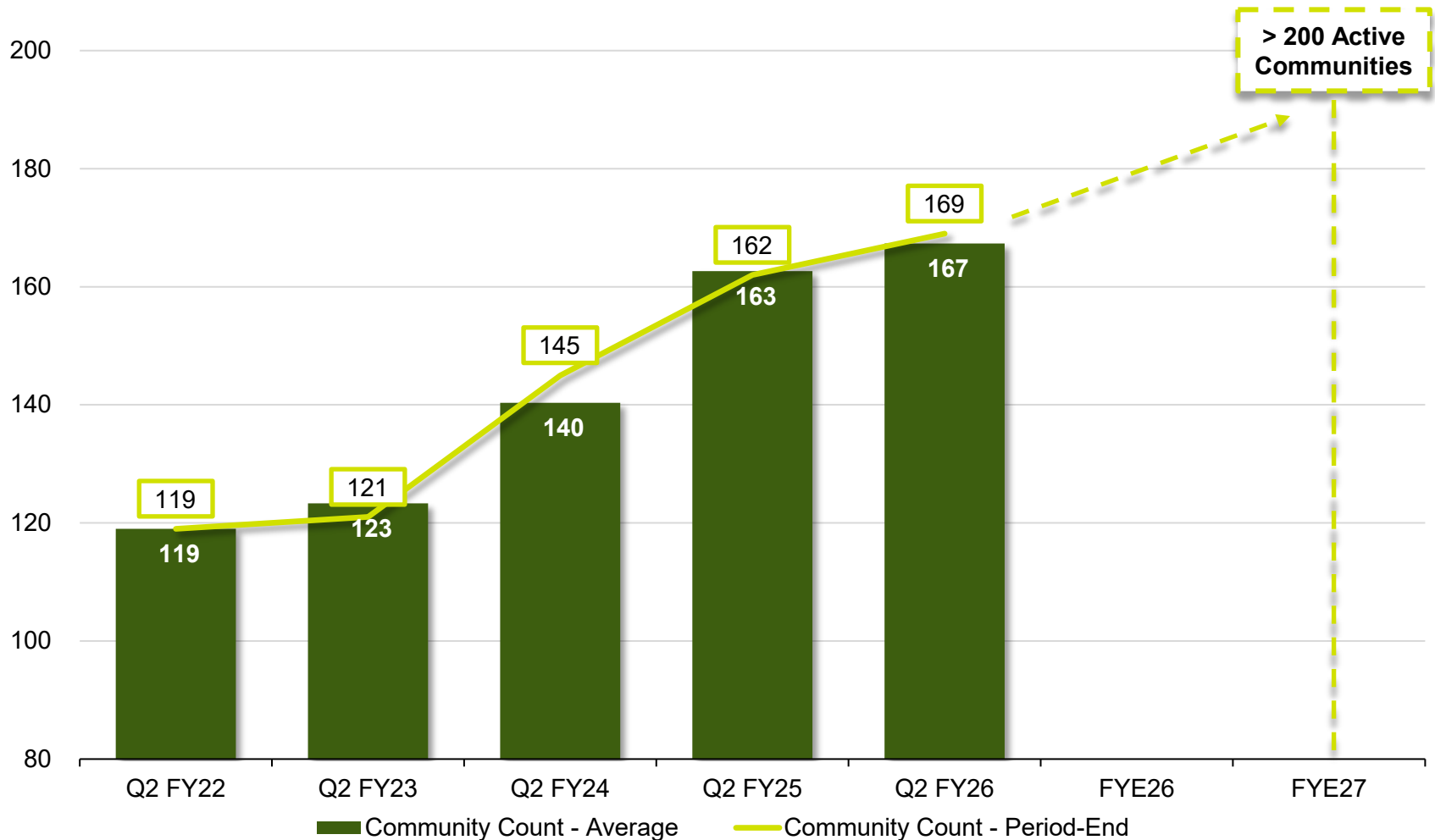
Multi-Year Goals (“MYG”)

> 200 Communities
By FYE 2027

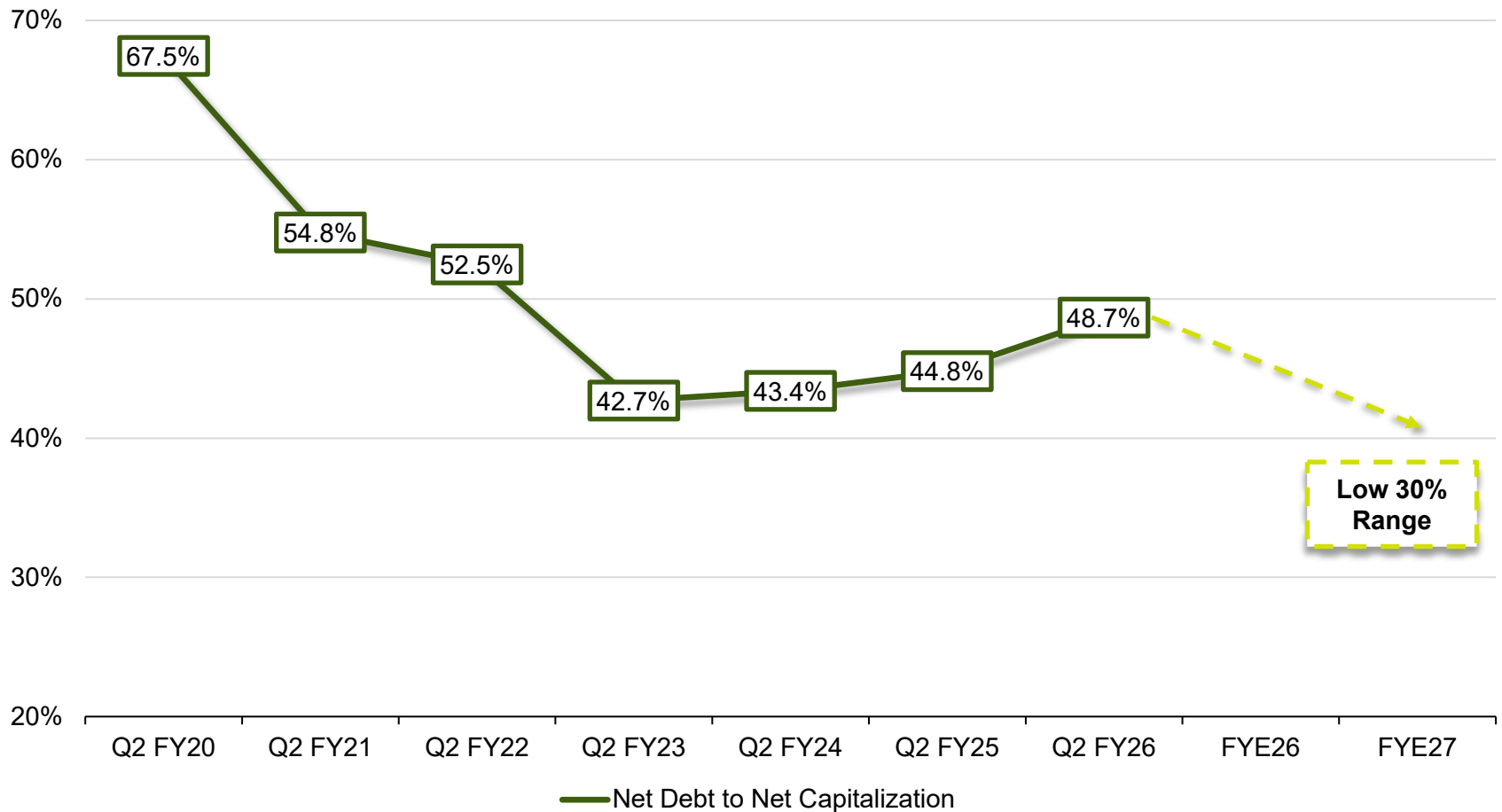
Low 30% Net Debt to Net Capitalization
By FYE 2027

Double-Digit Book Value Per Share CAGR
Through FYE 2027

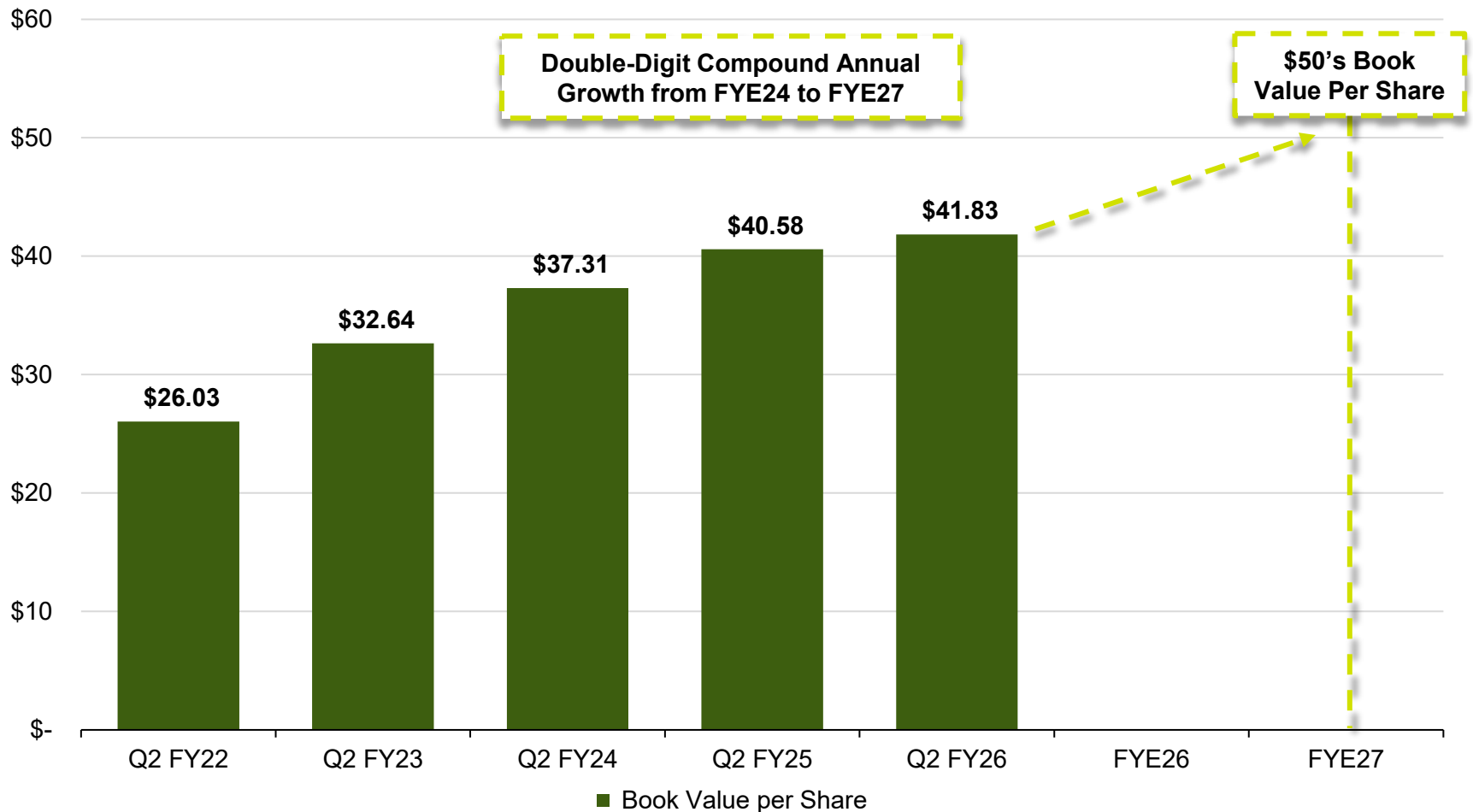
MYG: Expanding Community Count



MYG: Deleveraging Balance Sheet



MYG: Generating Double-Digit BV/Share CAGR



Q2 Results

Results	Q2 FY26	YoY Change ^(d)
New Home Orders	1,048	(4.6%)
Sales Pace	2.1	(7.2%)
Active Community Count, Avg	167	2.9%
Homebuilding Revenue (\$mm)	\$397.7	(28.5%)
Closings	757	(29.8%)
Average Selling Price (\$k)	\$525.4	2.0%
HB Gross Margin % ^(a)	15.6%	(270 bps)
SG&A as % of Total Revenue	15.5%	350 bps
Adjusted EBITDA (\$mm) ^(b)	\$2.6	(93.4%)
Interest Amort. % of HB Revenue	3.3%	20 bps
Net Loss (\$mm)	(\$0.9)	NM
Diluted EPS	(\$0.03)	NM
Income Tax Benefit (\$mm) ^(c)	(\$17.6)	NM

^(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. Reflects a change in interim tax method, see disclosures in 10Q

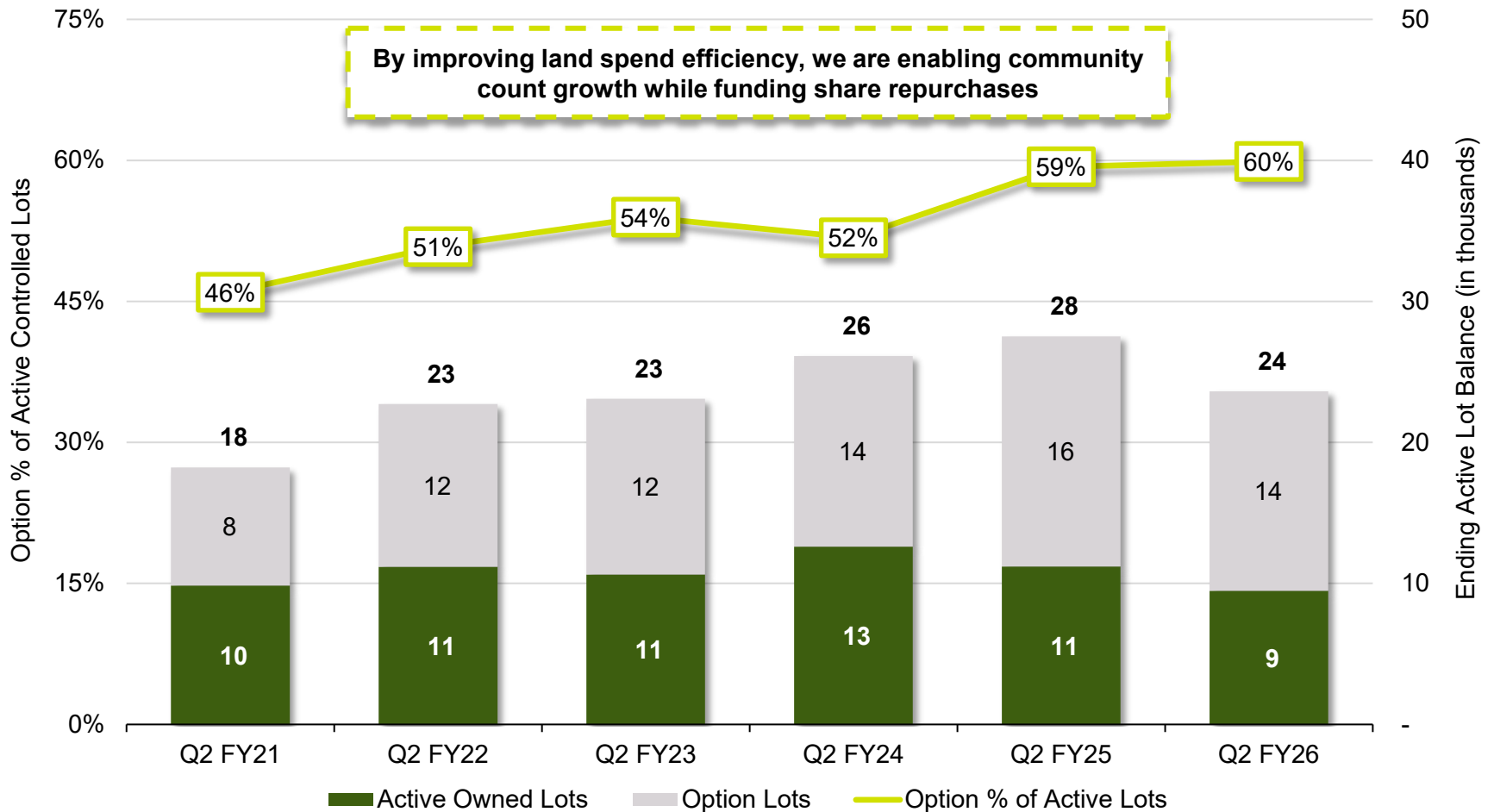
^(d) NM - indicates the percentage is "not meaningful"

Q3 Expectations

Metric	Q3 Expectations
New Home Orders	>1,000
Sales Pace	In line with Q2 (~2.1 S/C/M)
Active Community Count, Ending	~170
Closings	~900
Average Selling Price	\$535k – \$540k
Adjusted HB Gross Margin % ^(a)	Up >50bps sequentially (>16.1%)
SG&A Total \$	Flat YoY
Land Sales Rev	~\$30mm
Adjusted EBITDA	\$5mm – \$10mm
Interest Amort. as % of HB Revenue	~3%

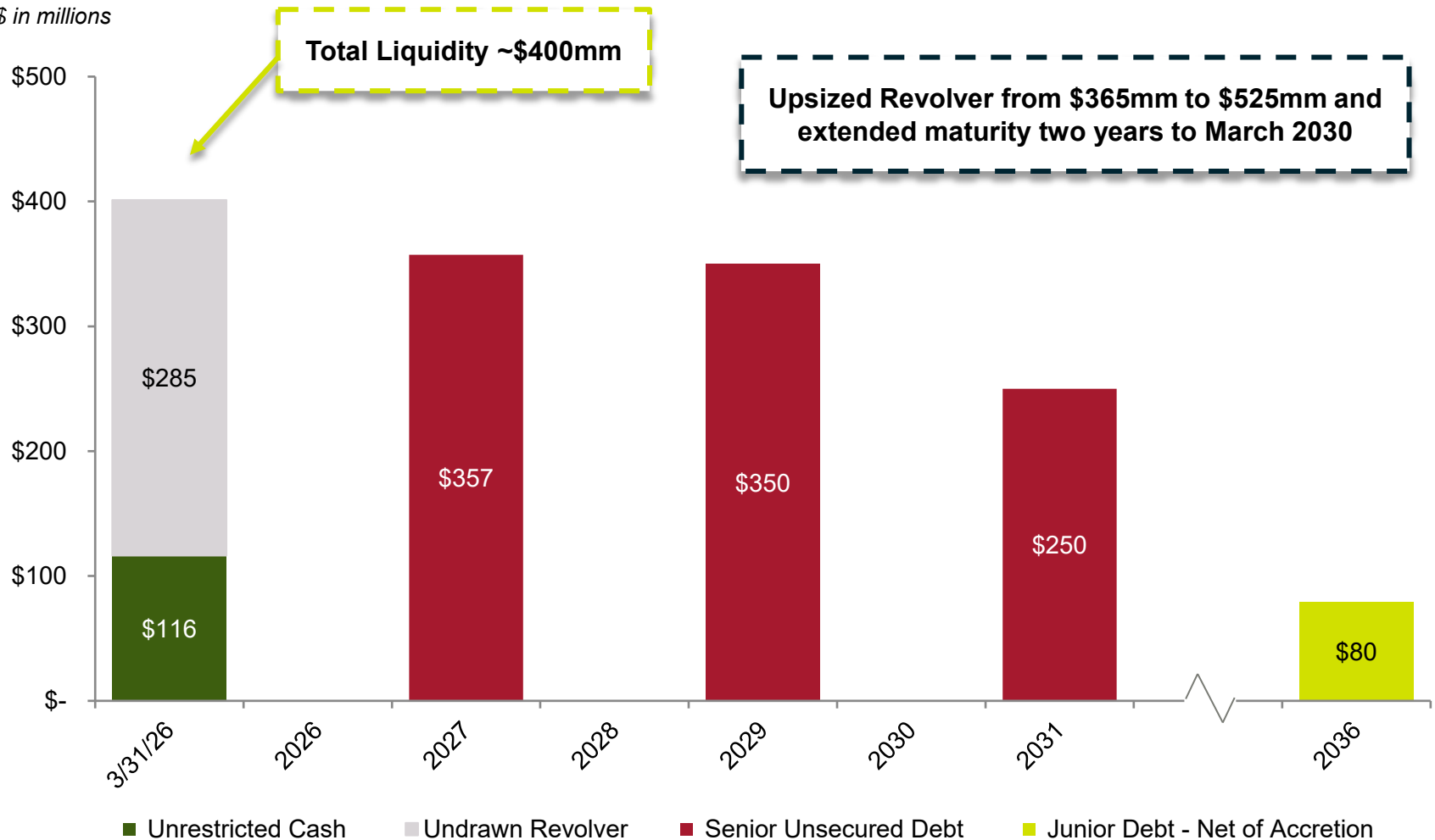
^(a) Excludes impairments, abandonments, and interest amortized to cost of sales

Driving Efficient Land Spend



Liquidity and Capitalization

\$ in millions



Closing Comments

Path to value creation

- **Clear and differentiated strategy**
- **Building profitability momentum**
- **Strong balance sheet**
- **Disciplined capital allocation**



Appendix

Q2 FY26 Results

<i>\$ in millions (except ASP)</i>	Q2 FY25	Q2 FY26	Δ ^(d)
Profitability			
Total Revenue	\$565.3	\$409.8	(27.5%)
Adjusted EBITDA ^(a)	\$38.8	\$2.6	(\$36.2)
Net Income (Loss)	\$12.8	(\$0.9)	(\$13.7)
Unit Activity			
New Home Orders	1,098	1,048	(4.6%)
Closings	1,079	757	(29.8%)
Average Selling Price (\$k)	\$515.3	\$525.4	2.0%
Cancellation Rate	16.9%	13.5%	(340 bps)
Active Community Count, Avg ^(b)	163	167	2.9%
Sales Pace	2.3	2.1	(7.2%)
Margins			
HB Gross Margin % ^(c)	18.3%	15.6%	(270 bps)
SG&A as % of Total Revenue	12.0%	15.5%	350 bps
Balance Sheet			
Unrestricted Cash	\$85.1	\$116.4	\$31.3
Land & Development Spend	\$197.0	\$187.0	(\$10.0)

^(a) Details are included on the “Non-GAAP Adjusted EBITDA Reconciliation” slide in the appendix

^(b) Active Community Count was 162 at 3/31/2025 and 169 at 3/31/2026

^(c) Excludes impairments, abandonments, and interest amortized to cost of sales. Details are included on “Non-GAAP Homebuilding Gross Margin Reconciliation” slide in the appendix

^(d) Changes are calculated using unrounded numbers

Backlog Detail

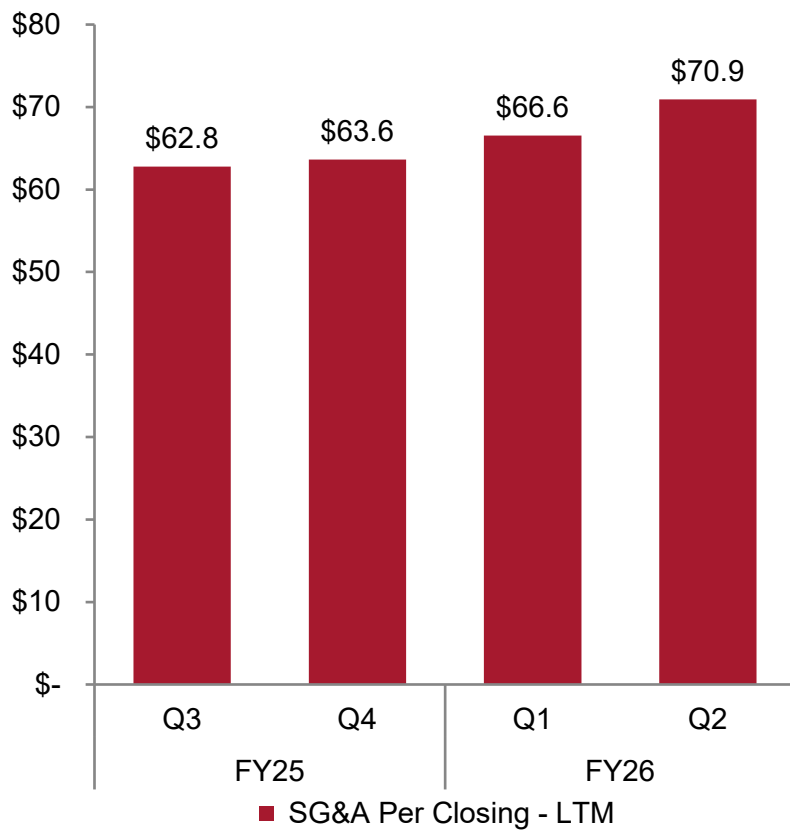
	Q2 FY25	Q2 FY26
Quarter Ending Backlog (units)	1,526	1,299
Quarter Ending Backlog (\$ in millions)	\$831.5	\$756.1
ASP in Backlog (\$ in thousands)	\$544.9	\$582.1
<hr/>		
Quarter Beginning Backlog	1,507	1,008
Scheduled to Close in Future Qtrs.	(646)	(461)
Backlog Scheduled to Close in the Qtr.	861	547
Backlog Activity:		
Cancellations ^(a)	(83)	(52)
Pushed to Future Qtrs.	(98)	(75)
Close Date Brought Forward	32	41
Sold & Closed During the Qtr.	367	296
Total Closings in the Qtr.	1,079	757
<hr/>		
Backlog Conversion Rate	71.6%	75.1%

^(a) Cancellations reference only the cancellations arising from homes scheduled to close in the quarter

SG&A Leverage

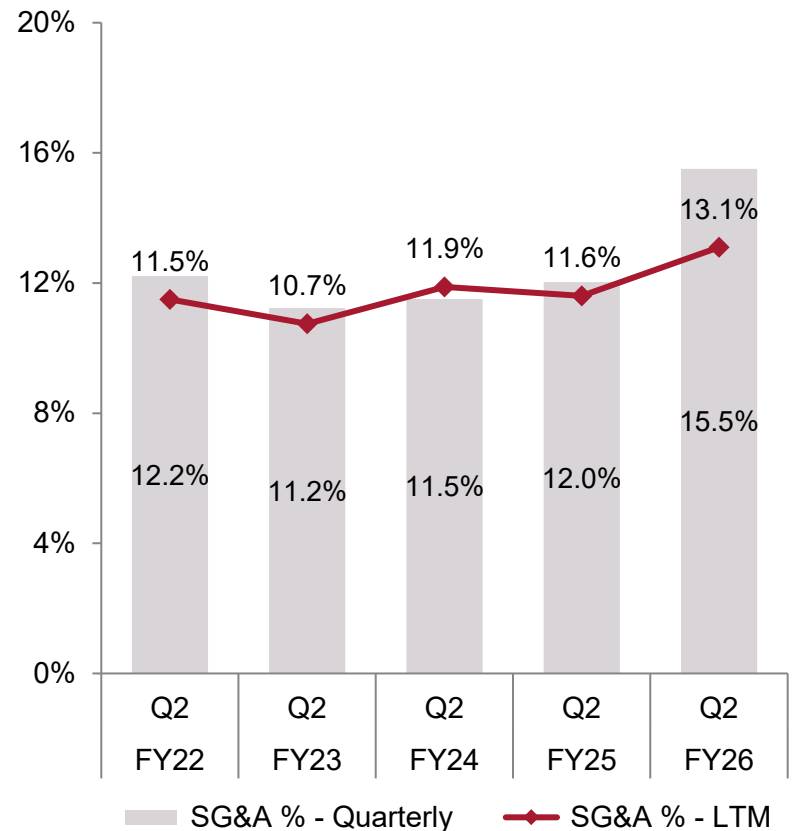
SG&A Per Closing

LTM Homebuilding

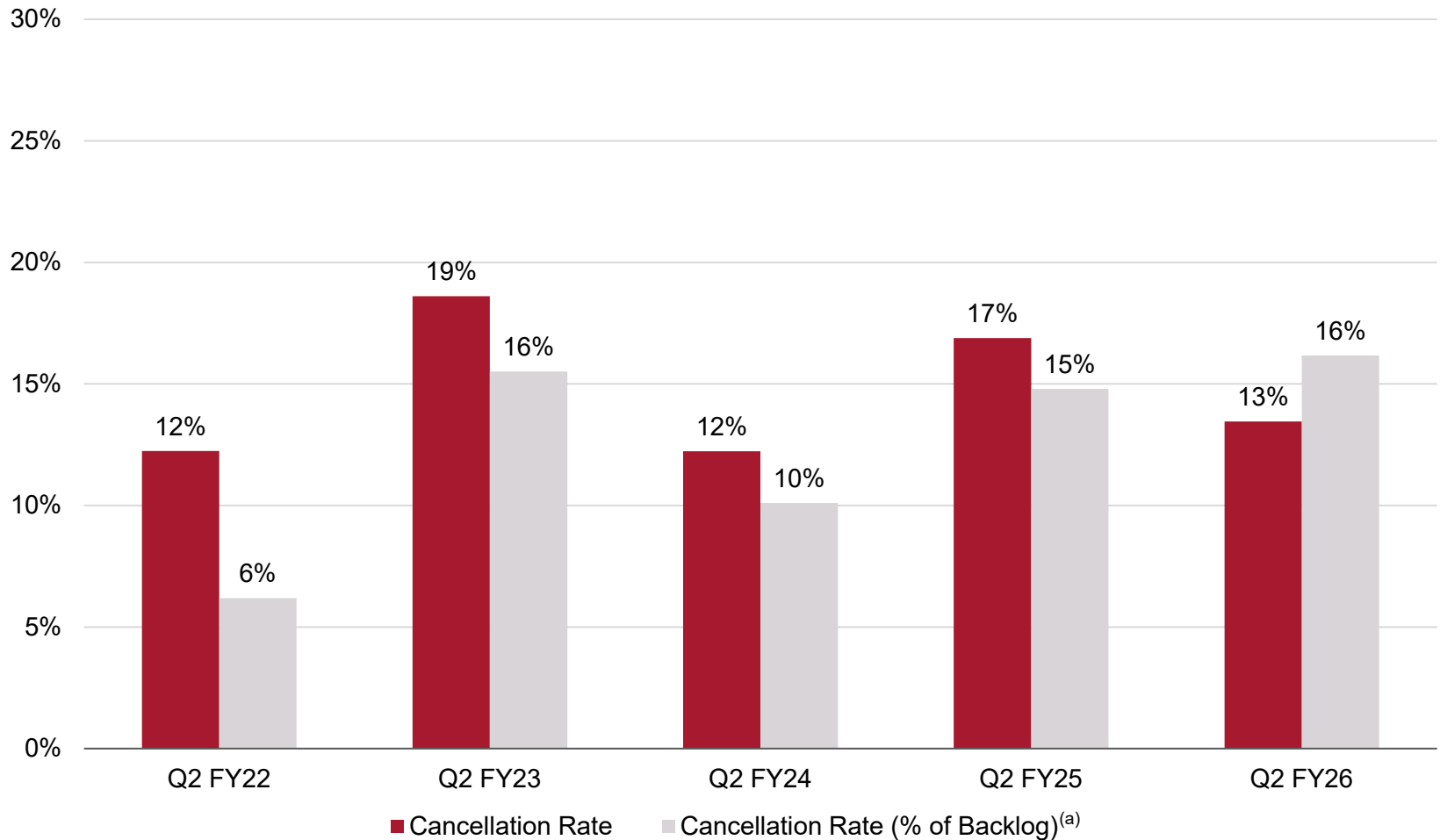


SG&A Leverage

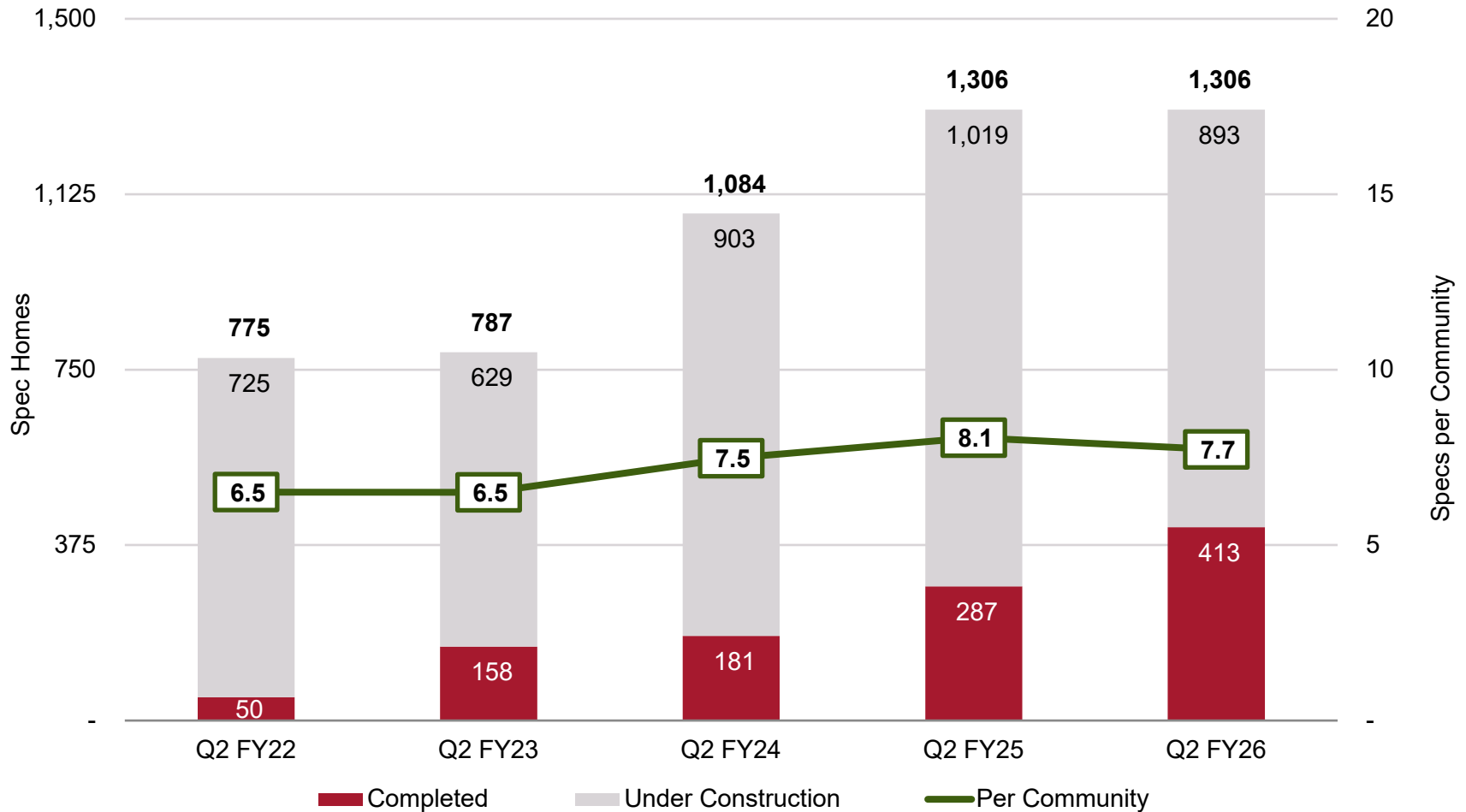
% of Total Revenue



Cancellation Rates



Spec Homes



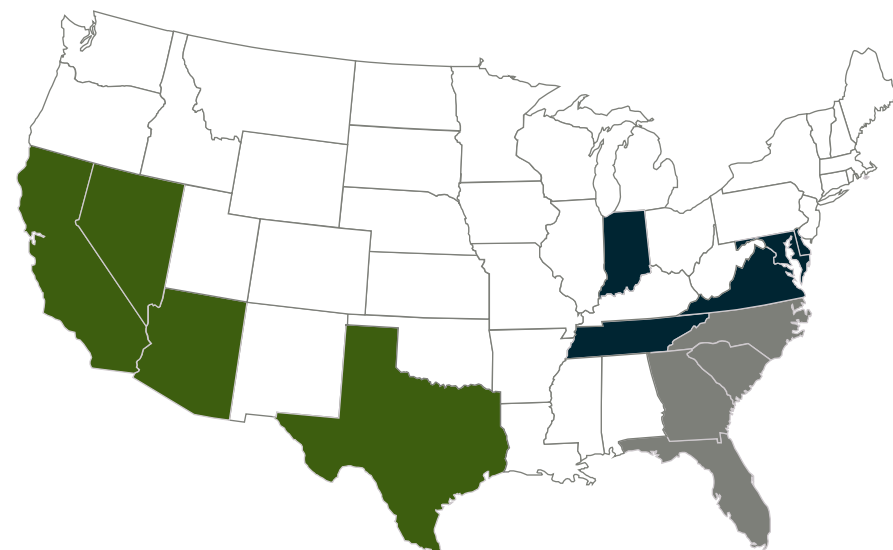
Segment ASP & Margins

(\$ in thousands)

	Q2 FY25 ASP	Q2 FY26 ASP	Change in ASP (\$)	Change in ASP (%)	Q2 FY25 Closings	Q2 FY26 Closings	Change in Mix
West	\$516.5	\$503.9	(\$12.6)	(2.4%)	65.5%	60.6%	(4.9%)
East	\$523.6	\$563.9	\$40.3	7.7%	21.3%	21.3%	—%
Southeast	\$496.3	\$552.4	\$56.1	11.3%	13.2%	18.1%	4.9%

	Q2 FY25 GM%(a)	Q2 FY26 GM%(a)	Change in GM%
West	19.1%	14.6%	(450 bps)
East	14.7%	14.6%	(10 bps)
Southeast	16.3%	17.1%	80 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



Non-GAAP Homebuilding Gross Margin Reconciliation

Three Months Ended March 31, 2026

(\$ in thousands)	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	\$ 32,540	14.1 %	\$ 1,174	\$ 33,714	14.6 %	\$ —	\$ 33,714	14.6 %
East	13,250	14.6 %	—	13,250	14.6 %	—	13,250	14.6 %
Southeast	12,914	17.1 %	—	12,914	17.1 %	—	12,914	17.1 %
Corporate & unallocated ^(a)	(11,065)		121	(10,944)		13,087	2,143	
Total homebuilding	\$ 47,639	12.0 %	\$ 1,295	\$ 48,934	12.3 %	\$ 13,087	\$ 62,021	15.6 %

Three Months Ended March 31, 2025

(\$ in thousands)	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	\$ 69,205	19.0 %	\$ 528	\$ 69,733	19.1 %	\$ —	\$ 69,733	19.1 %
East	17,677	14.7 %	—	17,677	14.7 %	—	17,677	14.7 %
Southeast	11,486	16.3 %	—	11,486	16.3 %	—	11,486	16.3 %
Corporate & unallocated ^(a)	(14,236)		—	(14,236)		17,226	2,990	
Total homebuilding	\$ 84,132	15.1 %	\$ 528	\$ 84,660	15.2 %	\$ 17,226	\$ 101,886	18.3 %

^(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

	Three Months Ended March 31,			LTM Ended March 31,		
	2025	2026	26 vs 25	2025	2026	26 vs 25
<i>(\$ in thousands)</i>						
Net income (loss) (GAAP)	\$ 12,778	\$ (904)	\$ (13,682)	\$ 95,184	\$ (3,821)	\$ (99,005)
Expense (benefit) from income taxes	1,390	(17,631)	(19,021)	12,416	(22,263)	(34,679)
Interest amortized to home construction and land sales expenses and capitalized interest impaired	17,758	13,892	(3,866)	72,640	73,013	373
EBIT (Non-GAAP)	31,926	(4,643)	(36,569)	180,240	46,929	(133,311)
Depreciation and amortization	4,647	4,084	(563)	17,763	18,592	829
EBITDA (Non-GAAP)	36,573	(559)	(37,132)	198,003	65,521	(132,482)
Stock-based compensation expense	1,712	1,876	164	7,954	7,143	(811)
Inventory impairments and abandonments ^(a)	528	1,260	732	2,524	14,533	12,009
Adjusted EBITDA (Non-GAAP)	\$ 38,813	\$ 2,577	\$ (36,236)	\$ 208,481	\$ 87,197	\$ (121,284)

^(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."

Non-GAAP Net Debt to Net Capitalization Reconciliation

	Three Months Ended March 31,	
	2025	2026
<i>(\$ in thousands)</i>		
Total debt (GAAP)	\$ 1,082,231	\$ 1,225,996
Stockholders' equity (GAAP)	1,228,067	1,170,780
Total capitalization (GAAP)	\$ 2,310,298	\$ 2,396,776
Total debt to total capitalization ratio (GAAP)	46.8 %	51.2 %
<hr/>		
Total debt (GAAP)	\$ 1,082,231	\$ 1,225,996
Less: cash and cash equivalents (GAAP)	85,082	116,440
Net debt (Non-GAAP)	997,149	1,109,556
Stockholders' equity (GAAP)	1,228,067	1,170,780
Net capitalization (Non-GAAP)	\$ 2,225,216	\$ 2,280,336
Net debt to net capitalization ratio (Non-GAAP)	44.8 %	48.7 %

Beazer Tax Benefits

FY27 – FY29

Cash Taxes

Deferred tax asset shields nearly \$500 million of pretax income from federal taxes; expect minimal cash tax payments
(Use of predominantly energy efficiency credits)^(a)

Energy Efficiency Credits^(b)

No new energy efficiency tax credits generated after June 30, 2026; all existing credits remain in place and available to use for up to 20 years after date generated

GAAP Taxes

>23% & <28%

Note: Actual tax rates and cash taxes will depend on a variety of factors, including but not limited to any available net operating losses, and our financial results

^(a) 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

^(b) Inflation Reduction Act of 2022 credits terminated for closings after June 30, 2026 by the One Big Beautiful Bill Act enacted on July 4, 2025

Deferred Tax Assets

<i>(\$ in millions)</i>	March 31, 2025		March 31, 2026	
Deferred Tax Assets	\$	165.3	\$	205.1
Valuation Allowance	\$	(27.5)	\$	(35.8)
Deferred Tax Liabilities	\$	(5.3)	\$	(9.7)
Net Deferred Tax Assets	\$	132.5	\$	159.6

Net DTA includes ~\$90 million of Energy Tax Credits

As of March 31, 2026, 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 2025 conclusion. Valuation allowance of \$35.8 million as of March 31, 2026 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 2025 Form 10-K for additional detail.



We build homes and communities that inspire sustainable and healthy living.


BEAZER
HOMES
Enjoy the Great Indoors



Advanced
Home
Performance



Curated
Choices



Elevated
Experiences



Community
Impact