Building Materials

June 2021

Stephens

Trey Grooms, Analyst
501-377-2318
tgrooms@stephens.com

Source: Company Presentations

Companies Mentioned in Report

Ticker	Target	Company	Difference to Trading Price	Price as of 6/16/21	Stephens Inc. Rating
AZEK	$ 50.00	The AZEK Company, Inc.	24.0%	$40.33	Equal-Weight
BECN	$ 67.00	Beacon Roofing Supply, Inc.	22.9%	$54.52	Equal-Weight/Volatile
BLD	$ 235.00	TopBuild Corp.	29.2%	$181.90	Equal-Weight/Volatile
BLDR	$ 60.00	Builders FirstSource, Inc.	38.5%	$43.33	Overweight/Volatile
BRK-B		Berkshire Hathaway		$283.11	
		CertainTeed			
DOOR	$ 150.00	Masonite International Corp.	34.1%	$111.83	Overweight
EXP	$ 170.00	Eagle Materials Inc.	17.4%	$144.83	Overweight/Volatile
GFF	$ 33.00	Griffon Corporation	25.4%	$26.32	Overweight
GMS	$ 56.00	Gypsum Management & Supply	31.5%	$42.59	Overweight
IBP	$ 135.00	Installed Building Products	20.1%	$112.42	Equal-Weight/Volatile
		Knauf			
MLM	$ 430.00	Martin Marietta Materials	25.4%	$342.99	Overweight
OC		Owens Corning		$97.07	
POOL	$ 445.00	Pool Corporation	2.9%	$432.52	Equal-Weight
SUM	$ 37.00	Summit Materials, Inc.	7.8%	$34.31	Overweight
TREX	$ 111.00	Trex Company, Inc.	13.9%	$97.44	Equal-Weight/Volatile
USCR	$ 74.00	U.S. Concrete, Inc.	(0.2%)	$74.18	Equal-Weight
VMC	$ 215.00	Vulcan Materials Company	26.2%	$170.38	Overweight

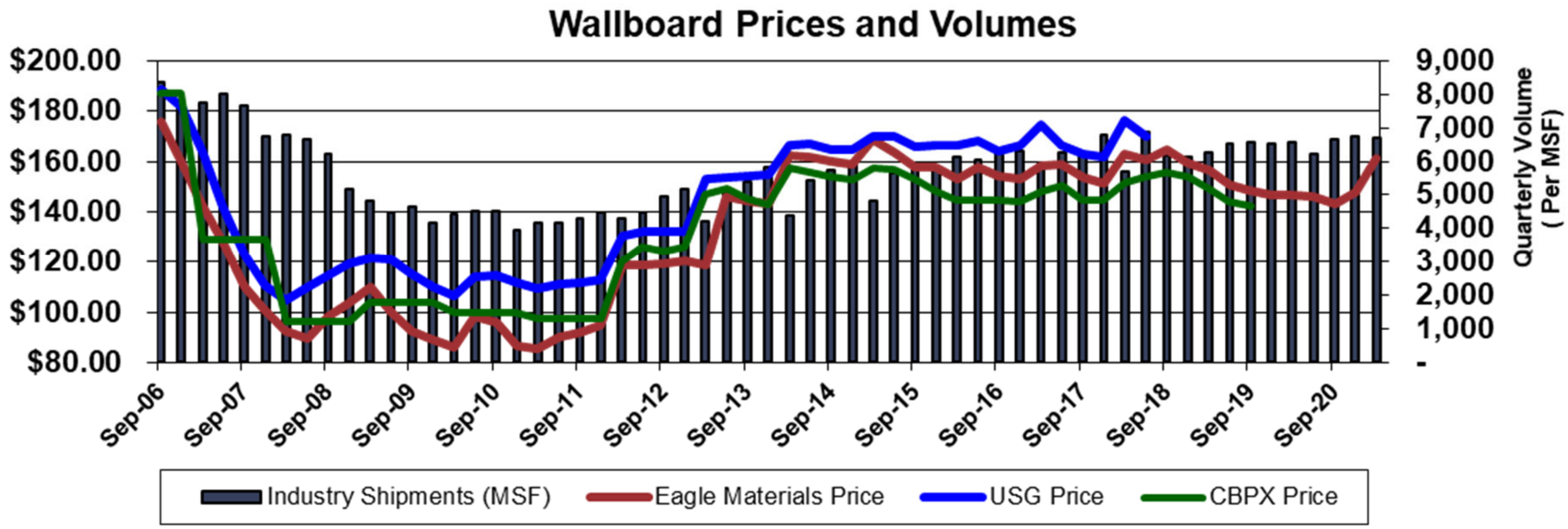
Note: GMS rating & price target have been updated after their earnings call on 6/24/21

Valuation Table

(In Millions, Except for Per Share)

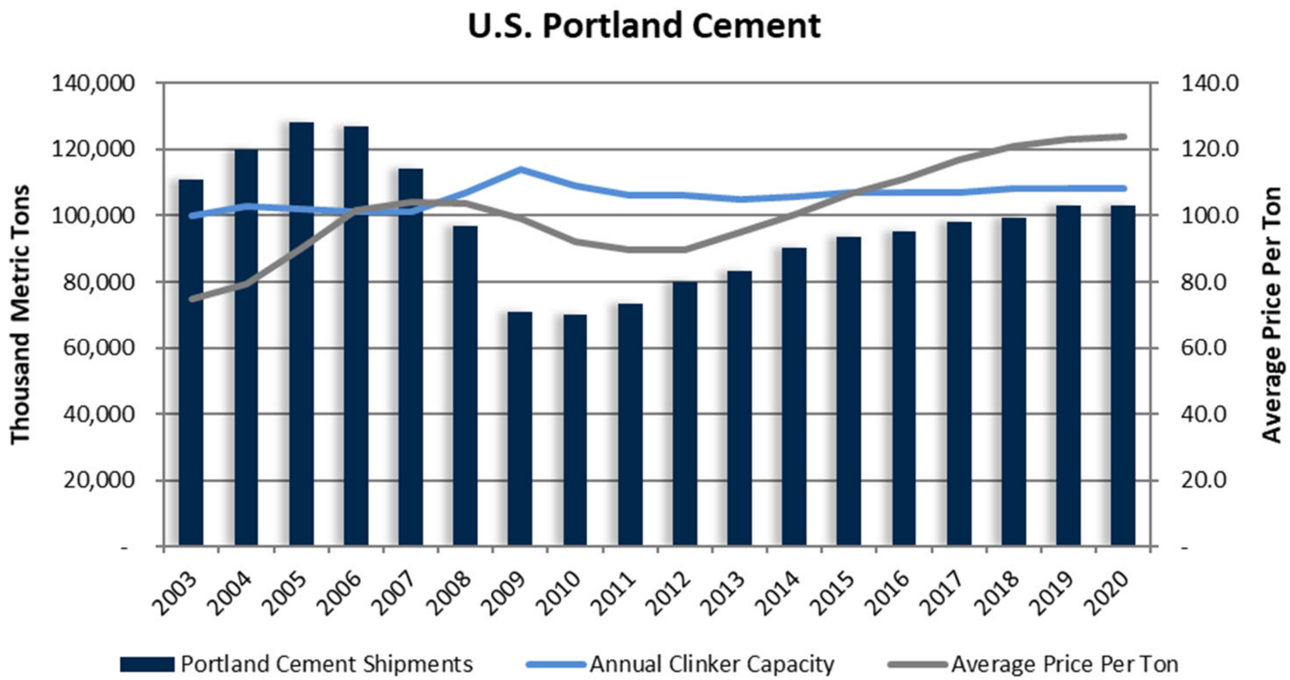
Ticker	Company Name	Stephens Rating	Price as of 6/24/21	Market Cap	Enterprise Value	Calendar 2021E EBITDA	Calendar 2022E EBITDA	Calendar EV / 2021 EBITDA	Calendar EV / 2022 EBITDA	Calendar 2021E Adj. EPS	Calendar 2022E Adj. EPS	Calendar P/E 2021E	Calendar P/E 2022E
Cement, Aggregates and Concrete													
VMC	**Vulcan Materials Co**	**O**	**$175.90**	**$23,467.7**	**$ 25,365.1**	**$ 1,433.0**	**$ 1,581.6**	**17.7x**	**16.0x**	**$5.18**	**$5.96**	**33.9x**	**29.5x**
MLM	**Martin Marietta Materials**	**O**	**358.96**	**22,435.0**	**24,706.7**	**1,499.8**	**1,632.2**	**16.5**	**15.1**	**12.57**	**14.08**	**28.6**	**25.5**
EXP	**Eagle Materials Inc**	**O/V**	**143.41**	**6,061.1**	**6,801.2**	**613.7**	**654.1**	**11.1**	**10.4**	**8.44**	**9.20**	**17.0**	**15.6**
SUM	**Summit Materials, Inc.**	**O**	**36.16**	**4,267.8**	**5,805.9**	**520.6**	**565.1**	**11.2**	**10.3**	**1.10**	**1.41**	**32.8**	**25.7**
USCR	**U.S. Concrete, Inc.**	**E**	**74.31**	**1,248.4**	**1,969.3**	**195.4**	**214.6**	**10.1**	**9.2**	**2.34**	**3.14**	**31.8**	**23.7**
Maximum				$23,467.7	$25,365.1			17.7x	16.0x			33.9x	29.5x
Minimum				1,248.4	1,969.3			10.1	9.2			17.0	15.6
Mean				**$11,496.0**	**$12,929.6**			**13.3x**	**12.2x**			**28.8x**	**24.0x**
Median				**6,061.1**	**6,801.2**			**11.2**	**10.4**			**31.8**	**25.5**
Mean (Excluding Maximum and Minimum)				**10,921.3**	**12,437.9**			**12.9**	**11.9**			**31.0**	**24.9**
Building Materials													
POOL	**Pool Corp**	**E**	**$459.03**	**$18,749.5**	**$ 19,155.6**	**$ 703.8**	**$ 757.7**	**27.2x**	**25.3x**	**$12.00**	**$13.11**	**38.2x**	**35.0x**
TREX	**Trex Company**	**E/V**	**100.76**	**11,689.9**	**11,681.7**	**357.9**	**416.8**	**32.6**	**28.0**	**2.08**	**2.39**	**48.4**	**42.2**
BLDR	**Builders FirstSource, Inc.**	**O/V**	**44.84**	**9,354.7**	**11,007.9**	**1,759.2**	**1,479.8**	**6.3**	**7.4**	**3.96**	**2.91**	**11.3**	**15.4**
AZEK	**The AZEK Company, Inc.**	**E**	**41.91**	**6,569.3**	**6,882.1**	**277.6**	**NA**	**24.8**	**NA**	**1.00**	**NA**	**41.9**	**NA**
BLD	**Topbuild Corp**	**E/V**	**188.15**	**6,247.1**	**6,637.3**	**553.1**	**629.0**	**12.0**	**10.6**	**9.95**	**11.54**	**18.9**	**16.3**
BECN	**Beacon Roofing Supply Inc**	**E/V**	**54.27**	**4,287.3**	**6,139.1**	**583.3**	**NA**	**10.5**	**NA**	**3.86**	**NA**	**14.0**	**NA**
IBP	**Installed Bldg Products Inc**	**E/V**	**116.57**	**3,452.0**	**3,817.9**	**305.6**	**349.9**	**12.5**	**10.9**	**5.74**	**6.74**	**20.3**	**17.3**
DOOR	**Masonite International Corp**	**O**	**111.71**	**2,783.6**	**3,252.1**	**444.0**	**492.5**	**7.3**	**6.6**	**8.42**	**10.14**	**13.3**	**11.0**
GMS	**Gms Inc**	**O**	**45.10**	**1,976.6**	**2,788.1**	**372.2**	**390.3**	**7.5**	**7.1**	**4.18**	**4.44**	**10.8**	**10.1**
GFF	**Griffon Corp**	**O**	**26.11**	**1,390.7**	**2,273.9**	**276.3**	**NA**	**8.2**	**NA**	**1.91**	**NA**	**13.7**	**NA**
Maximum				$18,749.5	$19,155.6			32.6x	28.0x			48.4x	42.2x
Minimum				1,390.7	2,273.9			6.3	6.6			10.8	10.1
Mean				**$6,650.1**	**$7,363.6**			**14.9x**	**13.7x**			**23.1x**	**21.1x**
Median				**5,267.2**	**6,388.2**			**11.3**	**10.6**			**16.5**	**16.3**
Mean (Excluding Maximum and Minimum)				**5,795.1**	**6,525.8**			**13.8**	**12.3**			**21.5**	**19.0**

Wallboard Prices & Volumes



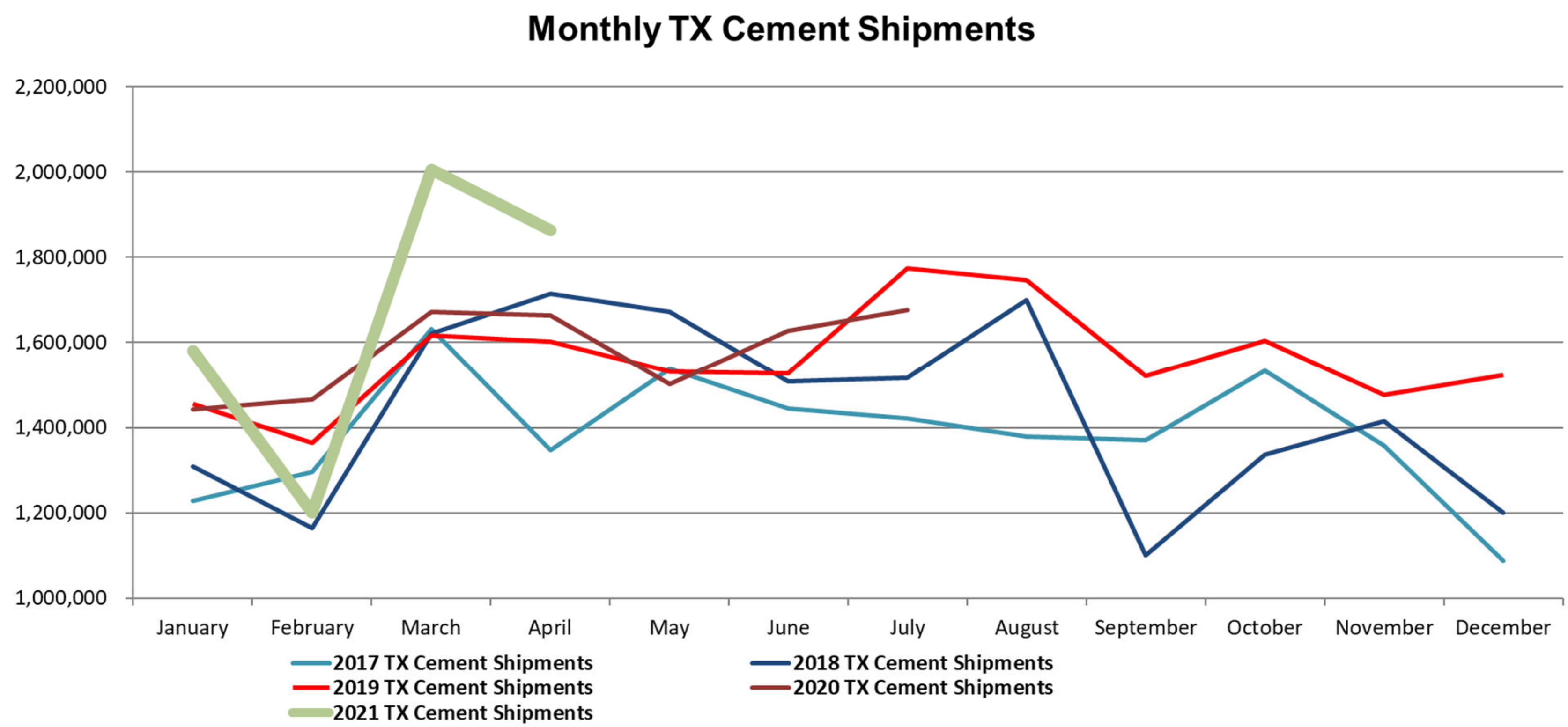
- EXP has seen sequential pricing improvement for the last two quarters as industry price increases gain traction with a healthy single-family demand backdrop.
- Wallboard manufacturers are out with two price increases in 2Q21, each asking for 15% to 20%.
- We expect mid-single-digit volume improvement going forward, largely driven by continued strength in single-family demand and improving non-res demand.
- As volumes improve, we expect industry capacity utilization to reach elevated levels as synthetic gypsum, a raw input material for most wallboard manufacturers excluding EXP, is becoming more difficult to source. As the industry cost curve moves higher, we expect the wallboard industry to continue to see price improvement.

Cement Prices & Volumes



- Most cement producers, including EXP, MLM & SUM, were out with $6-$8 price increases for April, 2021. EXP, MLM, SUM, and others have announced a second price increase this year in certain markets.
- Manufacturers typically announce price increases higher than what is achieved, but we believe the April increase is achieving higher than normal traction given the tightness in most markets.
- There are roughly 99 cement plants in the country and cement capacity is tightening.

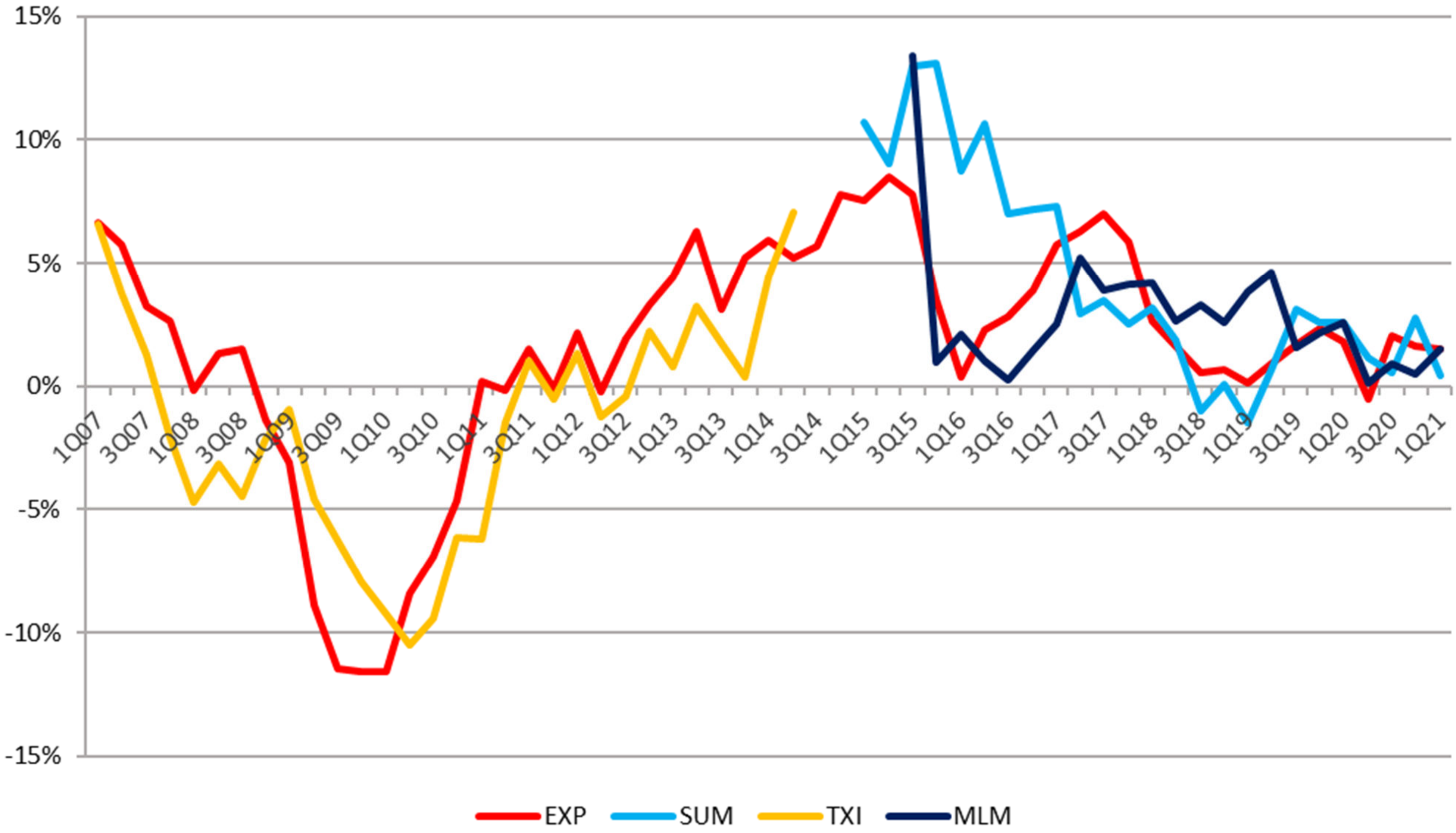
TX Cement Volumes



April Texas cement shipments were up 12.0% yoy on a similar comp to last month and much wetter weather than March. April had the same number of days compared to last year. Sequentially, shipments were down (7.1%) from March. MLM's and EXP's shipments fared worse than the overall state, likely due to wet weather in key markets. Dallas, Austin, San Antonio and Houston all had very high precipitation levels through May (see pg. 22), which likely continued to pressure shipment growth similar to what we saw in April. However, underlying demand remains very strong and cement supply is tight in TX. This wet weather should allow manufacturers to build some inventory and help ease the tightness at least temporarily.

Source: Stephens Inc., Company Documents, Office of TX Comptroller

Manufacturer Cement Price (YoY % Change)



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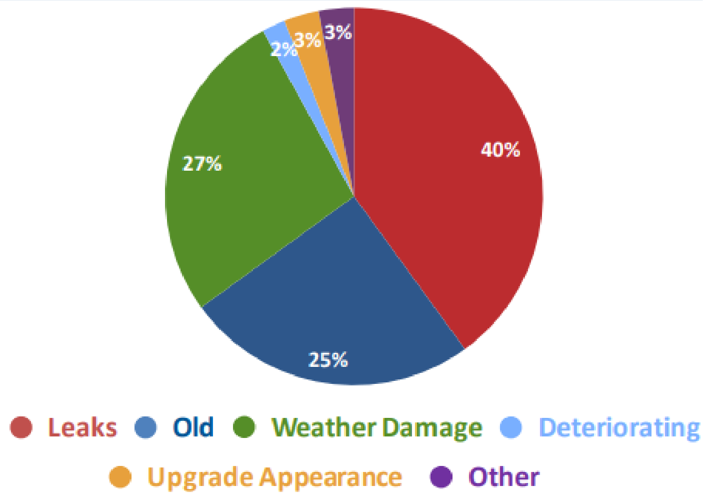
Source: Stephens Inc., Company Documents

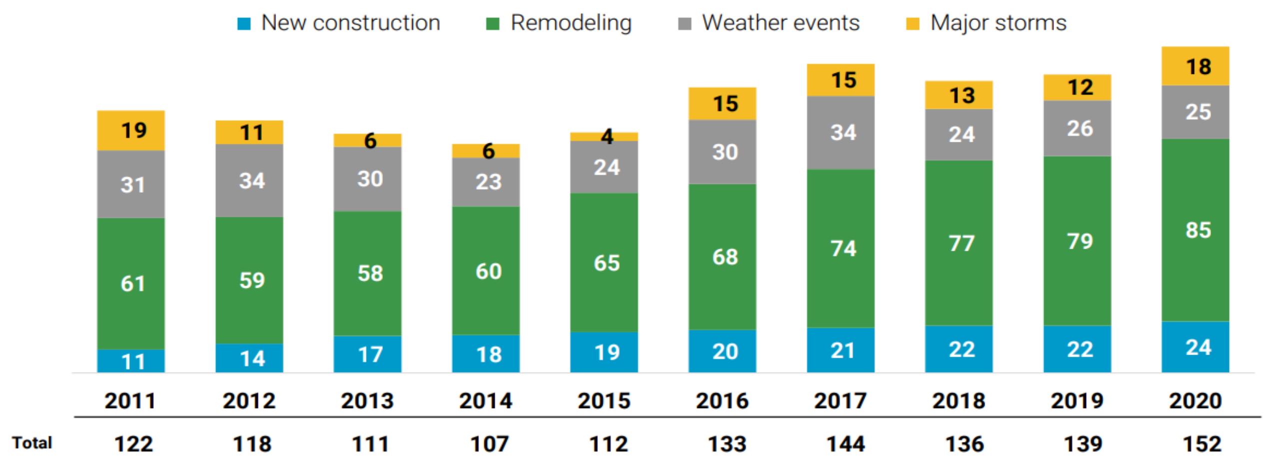
Roofing Industry

Drivers of Re-Roofing Demand



- Median age of housing stock is 39 years as of 2019
- Re-roofing/repair represents ~80% of roofing demand
- 94% of U.S. re-roofing demand is non-discretionary
- Average life-cycle for residential shingles is ~20 years

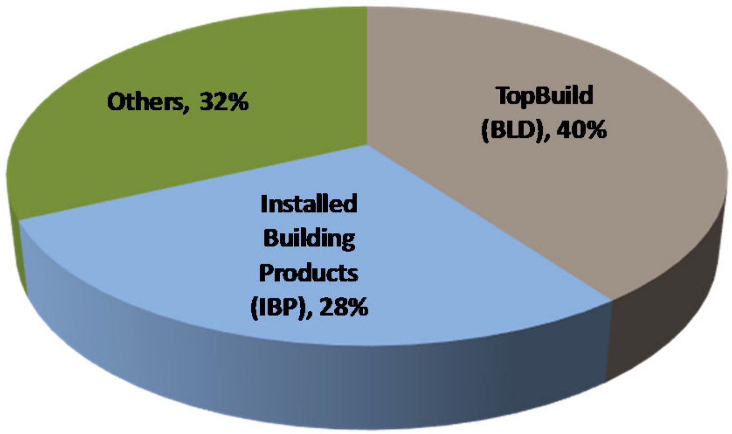
U.S. asphalt shingle market in mm squares



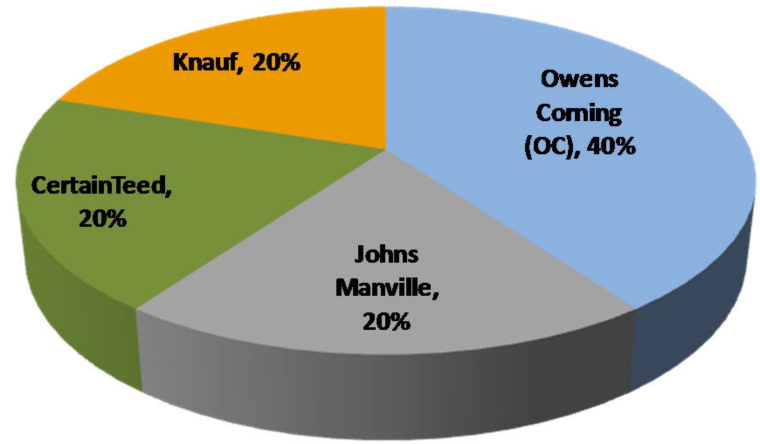
Source: Stephens Inc., Company Documents, Owens Corning, American Community Survey

Insulation Market

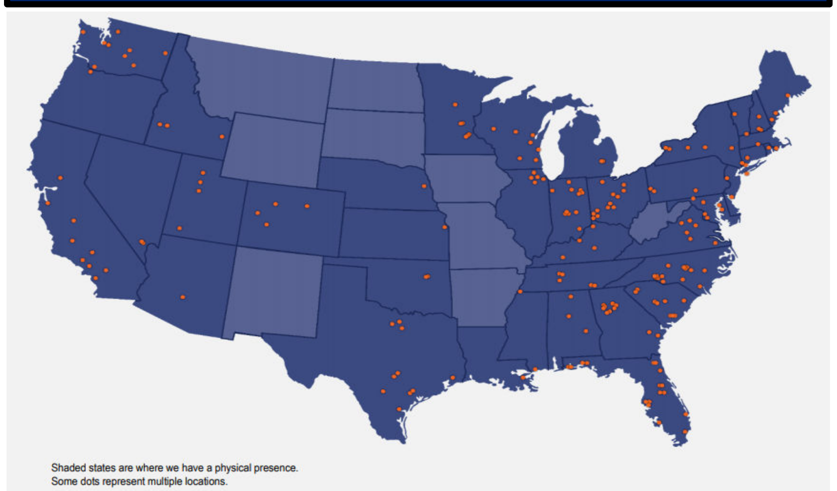
Insulation Installers Market Share



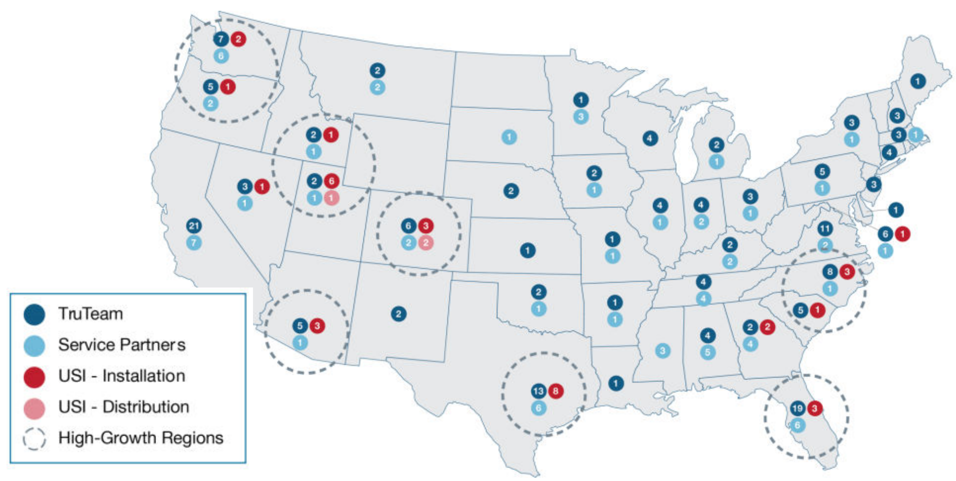
Insulation Manufacturers Market Share



IBP Branch Footprint



BLD Branch Footprint



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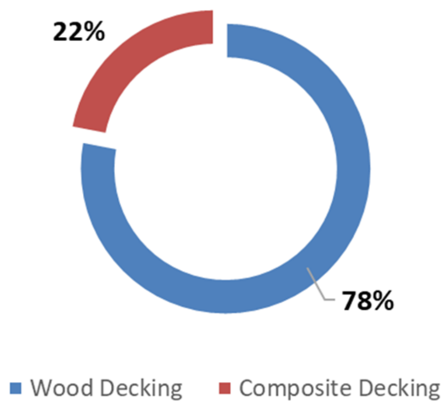
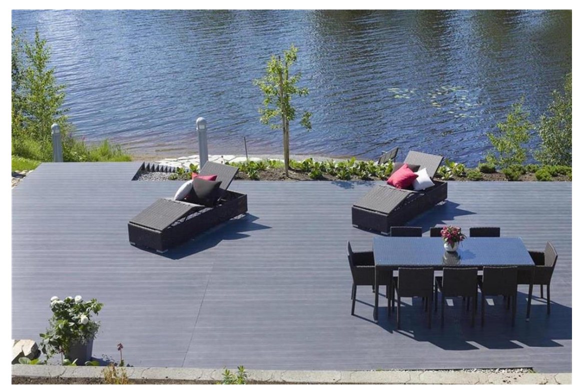
Source: *Stephens Inc., Company Documents*

Alternative Decking Market

- Wood decking currently accounts for ~78% of the overall decking market, leaving the market share of composite decking ~22% of the decking market.
- North American market opportunity:
  - U.S. Residential → $6 billion
  - U.S. Commercial Railing→ $1 billion
- Currently in the early innings of a transition from wood to composite decking as consumers become more cognizant of composite's cost, durability, and other attributes.
- We estimate that composites' share of the decking market could be as high as 35% in 10 years.

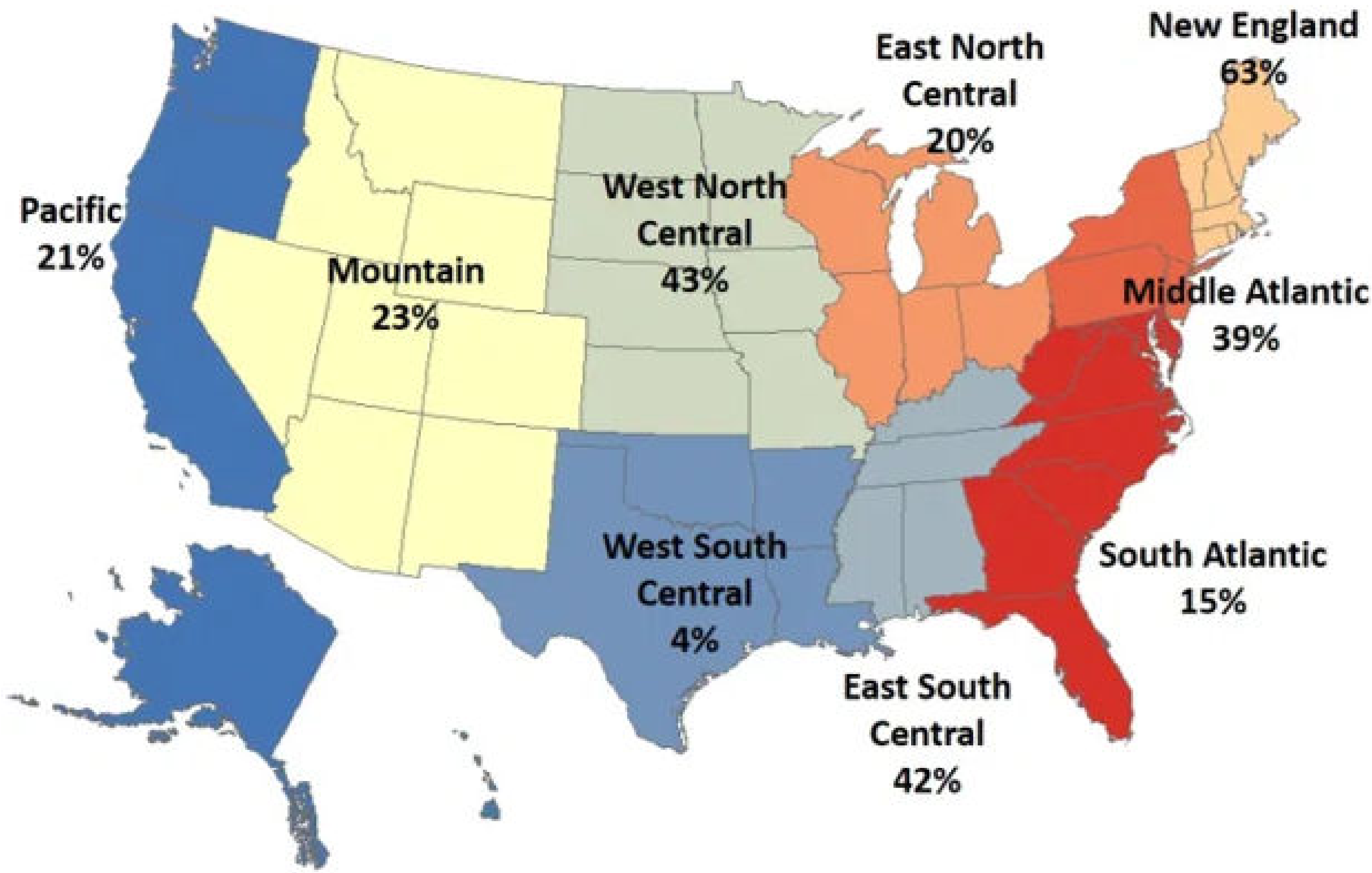
Compared to wood decks, composite decks don't rot, fade, warp or splinter; require seasonal painting, sealing or staining; or become destroyed by termites.



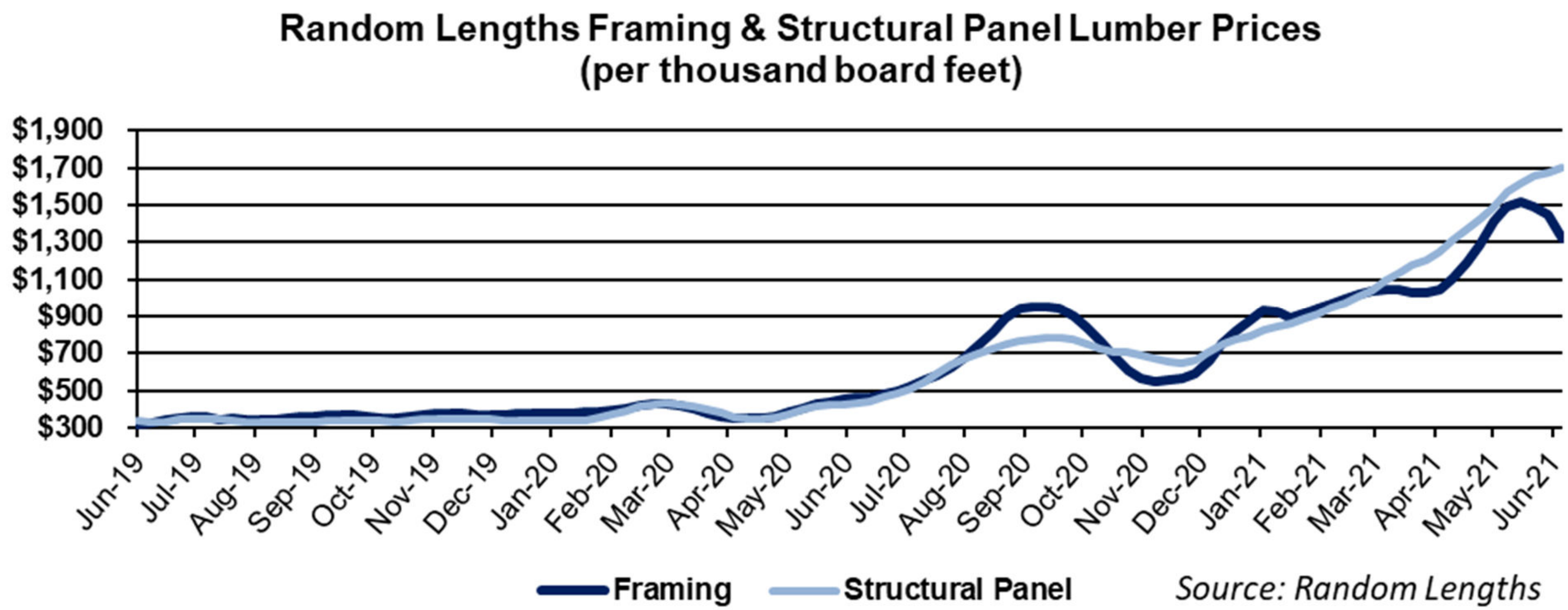


Source: Company Documents

Single-family Homes Started with Decks in 2019



Random Lengths Lumber Price Trends



- Historically, avg. framing lumber and structural panel prices have been in the mid to high $300 levels.
- Holding prices flat for the last 2 weeks of the quarter, 2Q21 avg. framing lumber prices are up 221% y/y and up 35% seq.
- Holding prices flat for the last 2 weeks of the quarter, 2Q21 avg. structural panel prices are up 280% y/y and up 58% seq.
- We expect framing lumber and structural panel prices to return to historical levels in the short-term future.

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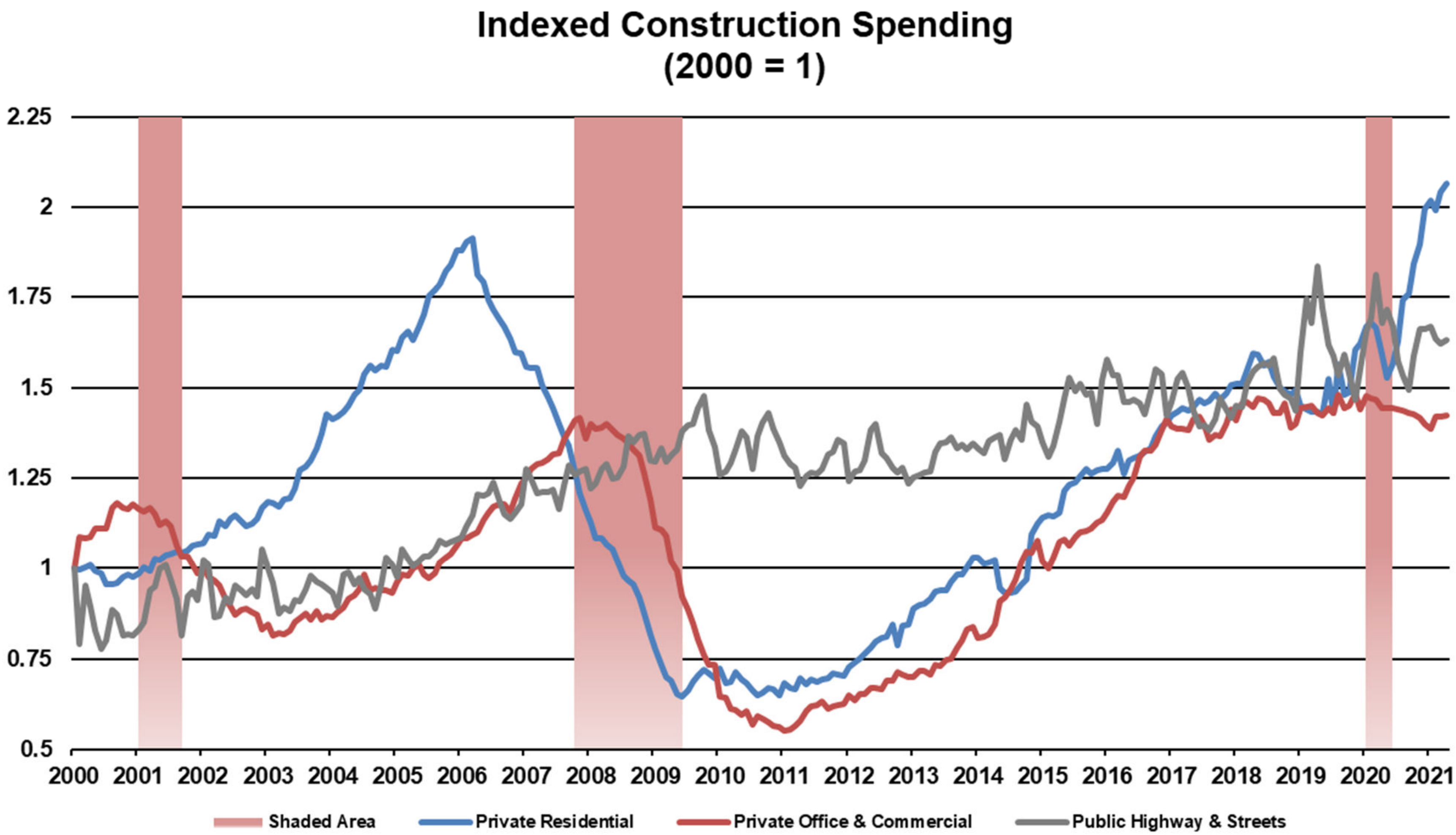
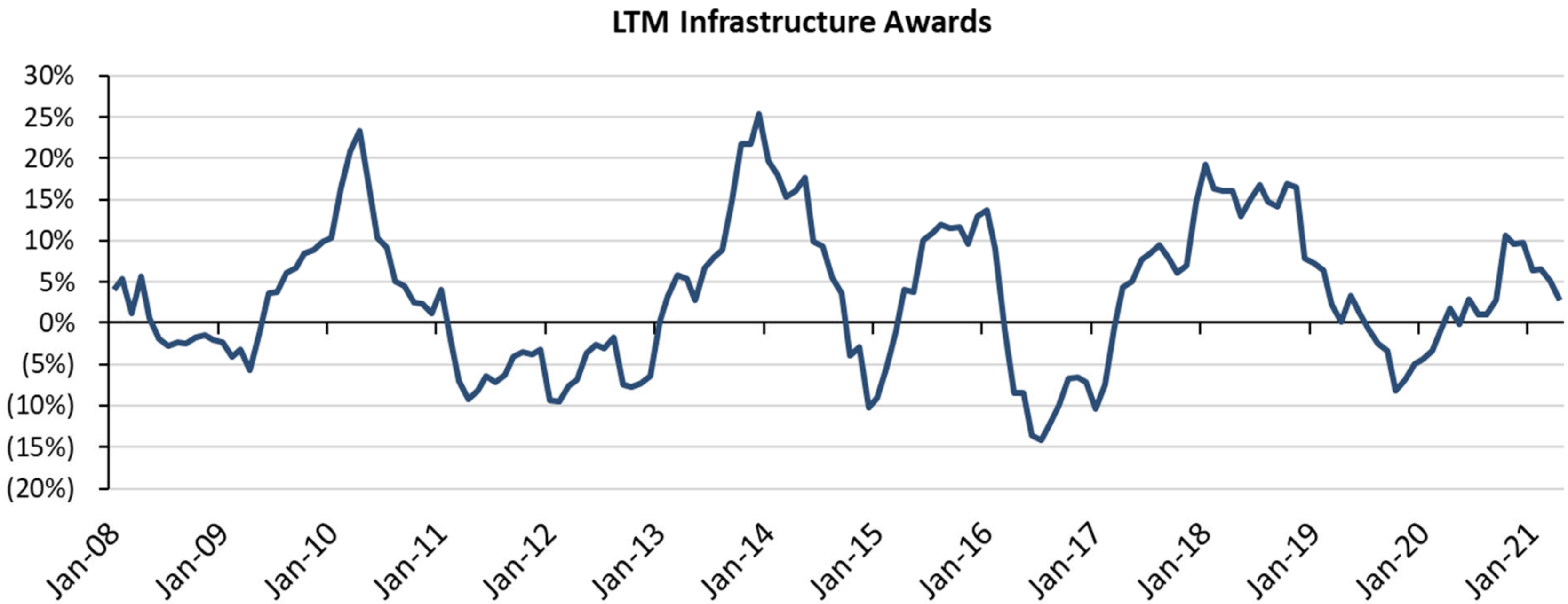
Source: Stephens Inc., Company Documents, Random Lengths Woodwire

Indexed Construction Spending



Source: US Census Bureau, FRED

ARTBA Contract Awards (YOY % Change)



- The ARTBA Contract awards are a forward indicator for infrastructure construction activity and demand for heavy materials.
- The lag time between a contract awarded and heavy materials shipped is typically 8 to 12 months.
- According to ARTBA's April 2021 U.S. Transportation Construction Market Report, LTM "infrastructure" contract awards (highway, bridges & airport) are up 2.8% yoy and LTM highway awards are down (3.9%) yoy

Source: ARTBA, Stephens Inc.

ARTBA Contract Awards - LTM By Company

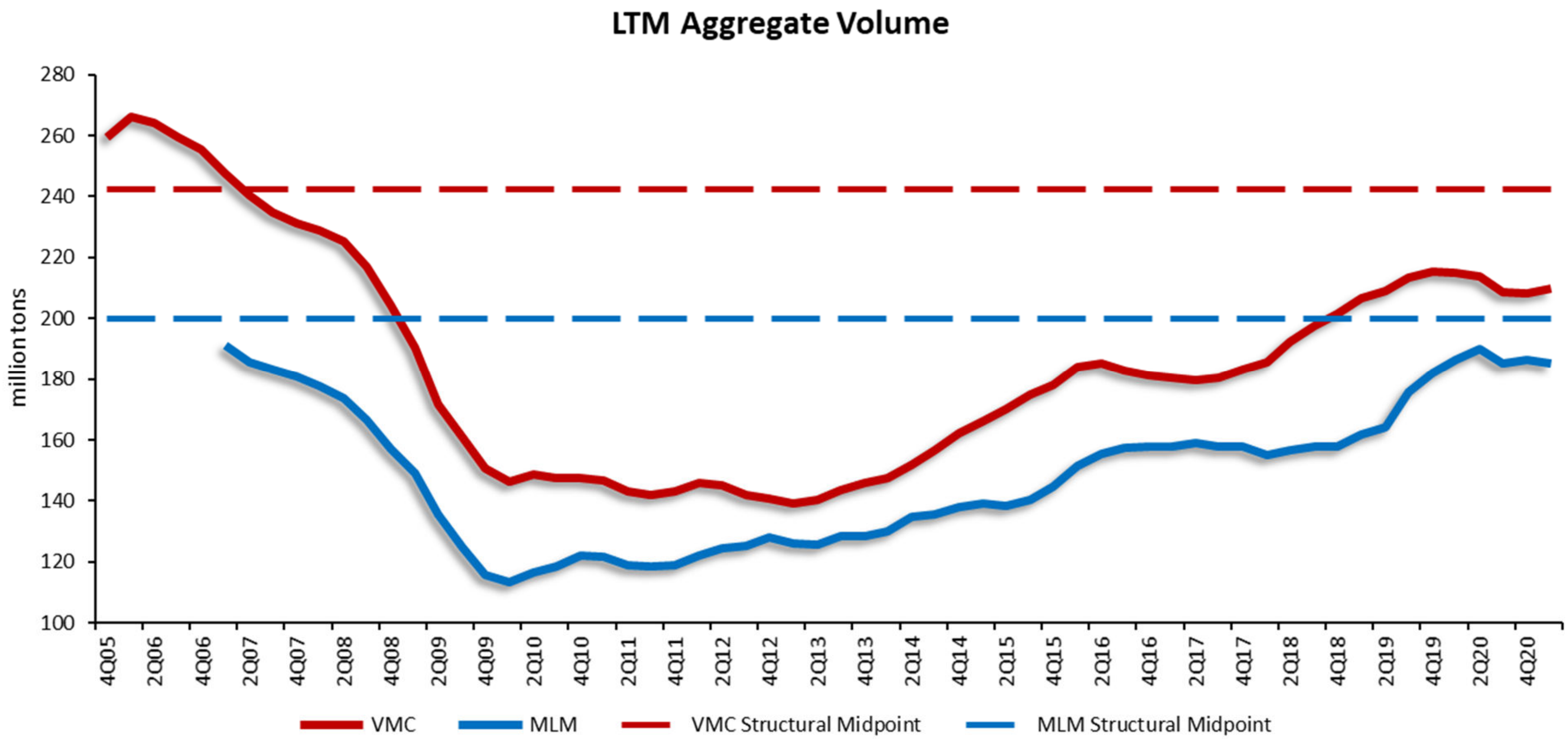
	"Infrastructure" Contract Awards Value *highway, bridge/tunnel & airports, % yoy change*		Highway Contract Awards Value *isolating highway awards, % yoy change*	
Company	**Trailing 12 Months**	**Trailing 18 Months**	**Trailing 12 Months**	**Trailing 18 Months**
VMC States	18.5%	17.2%	(3.1%)	1.1%
SUM States	10.5%	16.5%	1.2%	10.0%
MLM States [(2)]	13.3%	12.5%	8.9%	10.3%
EXP States[(1)]	6.6%	12.5%	8.7%	14.7%
USCR States	0.8%	1.1%	2.0%	3.0%
National Reading	*2.8%*	*5.4%*	*(3.9%)*	*1.5%*

(1) "EXP States" refer solely to EXP's exposure to the cement business (incorporating both "Wholly Owned" & the "TX Lehigh" JV)

(2) "MLM States" does not include exposure to CA or AZ from the recently acquired Lehigh Hanson assets.

Note: contracts awards data referenced above is presented as of 5/25/21

Aggregates Business Cycle



- Structural midpoints are estimated by adjusting for growth in state population and housing units.
- VMC is currently ~14% below its structural midpoint of ~243 million tons and ~21% below its prior peak.
- MLM is ~7% below its structural midpoint of ~200 million tons but nearing its prior peak due largely to acquisitions.

Dodge Momentum Index

DODGE MOMENTUM INDEX

(2000=100, Seasonally Adjusted)

	Apr-21	Mar-21	% Change
Dodge Momentum Index	162.4	149.5	8.6%
Commercial Building	172.2	172.6	-0.2%
Institutional Building	150.3	120.9	24.3%

Source: Dodge Data & Analytics

DODGE MOMENTUM INDEX

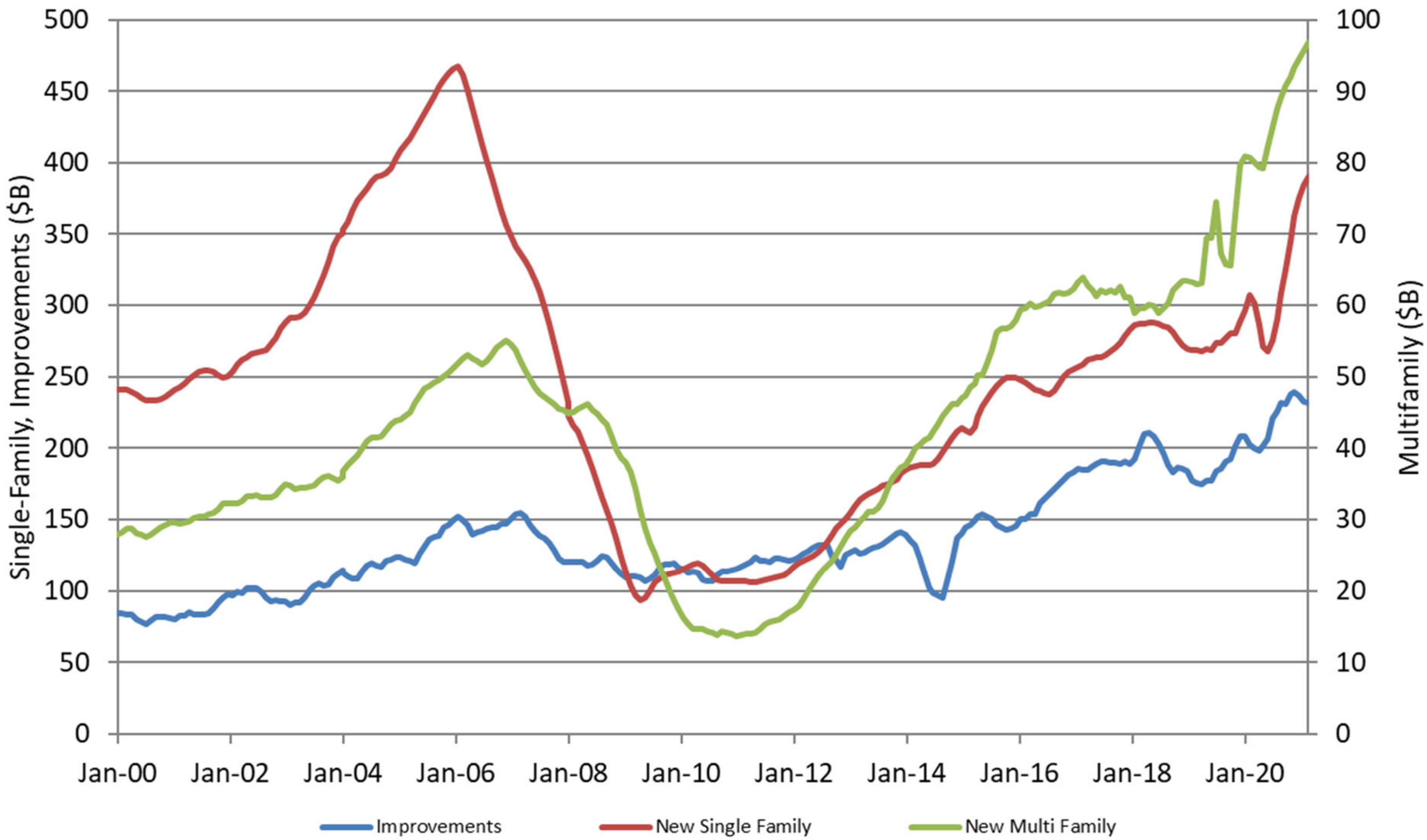
(2000=100, Seasonally Adjusted)

- The Dodge Momentum index is a monthly measure of non-residential construction activity in the United States.
- The index tracks non-residential building contracts that are in planning and has been shown to lead construction spending by 12 months.
- April data highlights a 12 year high with strong indications of an emerging recovery in institutional building.

Source: Dodge Data & Analytics, Stephens Inc.

Construction Spending - Residential

(3-month moving averages)



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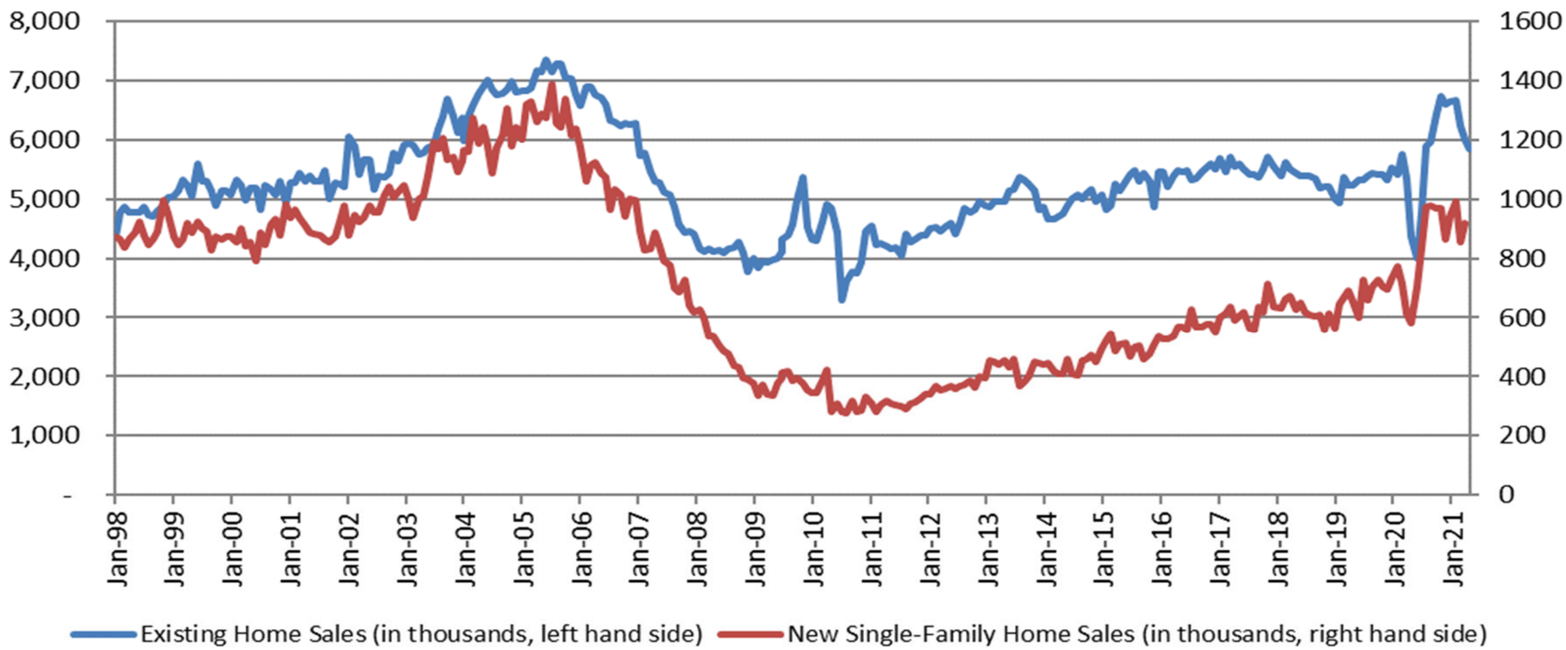
Source: United States Census Bureau

Existing Home Sales



- Total Existing Home Sales were up 22.7% y/y in 2020 after being up 12.2% y/y in 2019.
- Current LTM Total Existing Home Sales are up 33.9% y/y and Single-Family is up 28.9% y/y.
- NAHB forecasts Existing Single-Family Home Sale growth of 5.9% y/y in 2021. For 2022, NAHB forecasts y/y growth of 4.5%.
- Existing Home Sales are primarily a driver of R&R spending.

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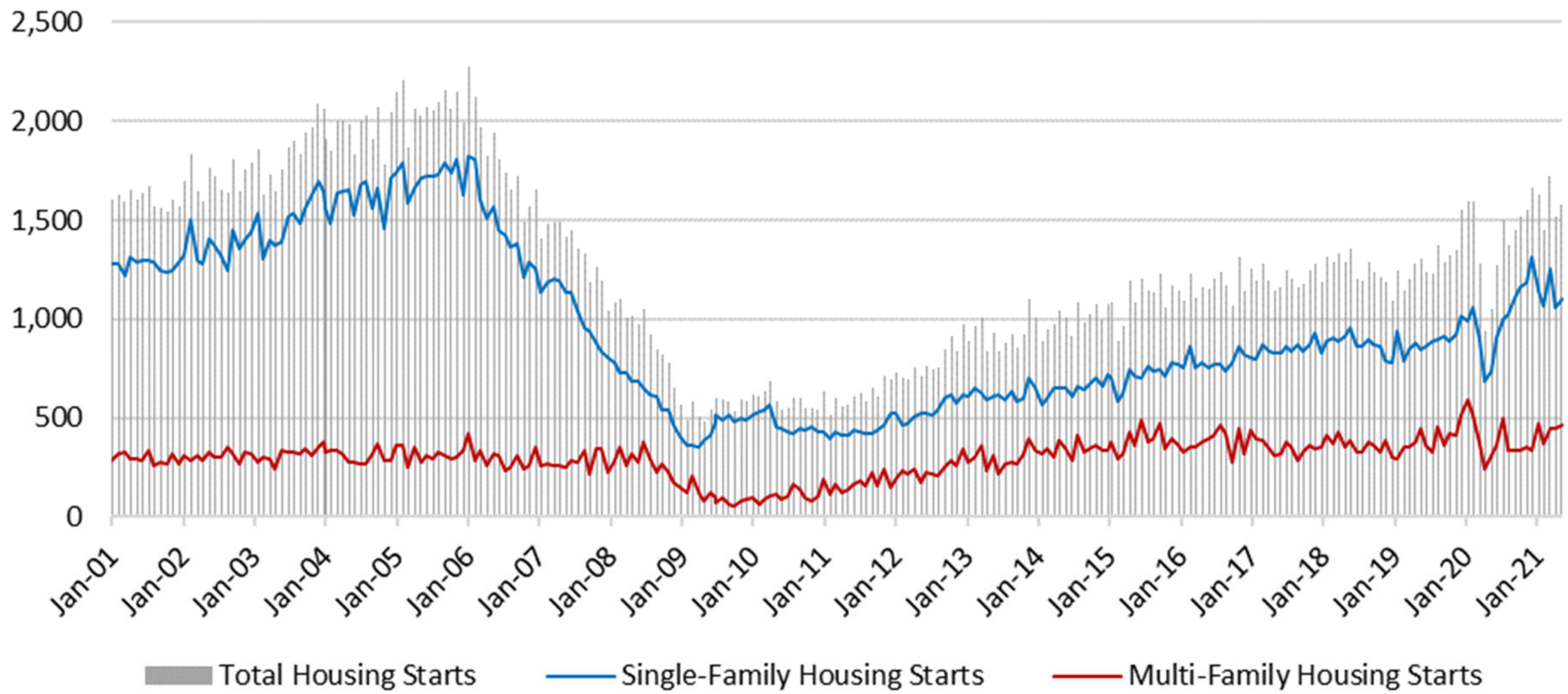
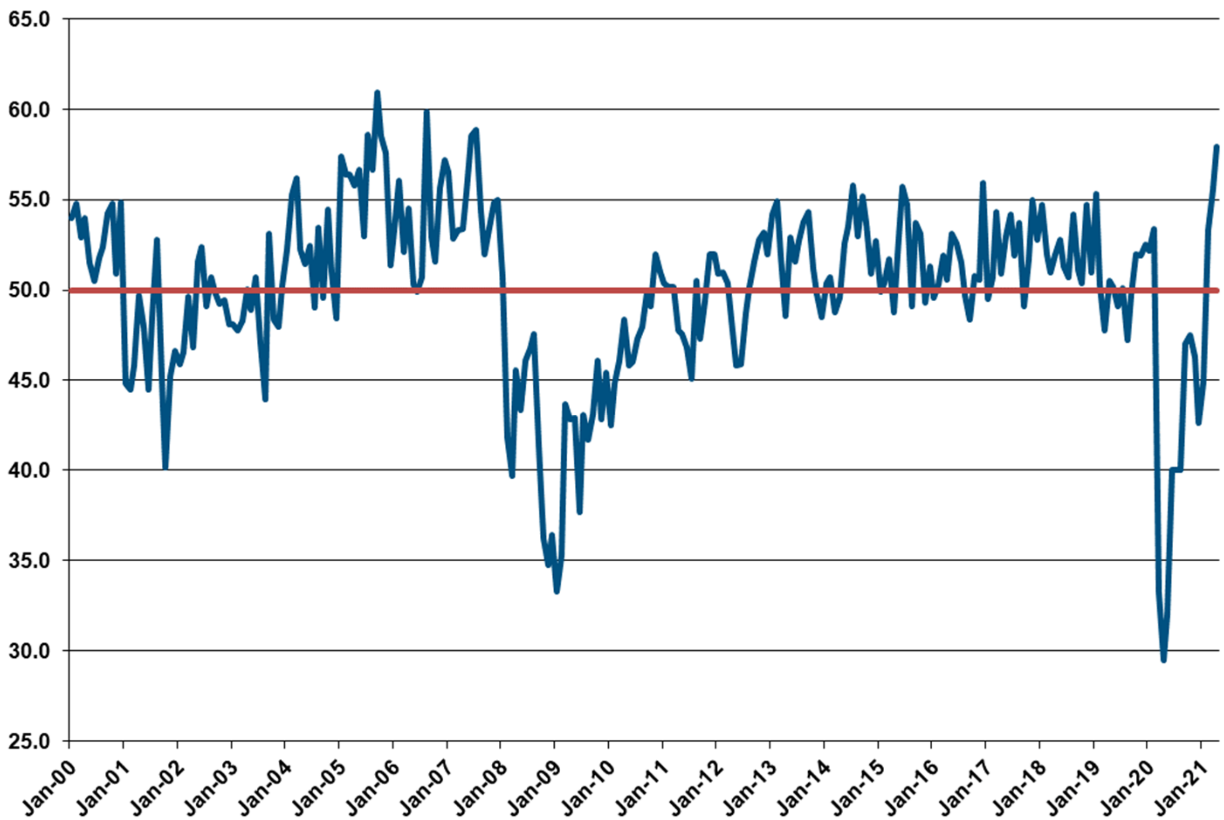
Source: Stephens Inc., National Association of Realtors

New Housing Starts



- On an LTM basis, Total Housing Starts rose ~15.4% thus far in 2021; NAHB forecasts a y/y increase of ~11.1% in 2021.
- On an LTM basis, Single-Family Starts rose ~23.9% thus far in 2021; NAHB forecasts a y/y increase of ~11.0% in 2021.
- On an LTM basis, Multi-Family Starts grew ~52.5% thus far in 2021; NAHB forecasts a y/y increase of ~11.2% in 2021.

Architectural Billings Index (ABI)



- The ABI is an approx. 9 to 12 month leading indicator of future, non-residential construction spending activity.
- The ABI is a seasonally-adjusted index; measures if billings are increasing / decreasing / flat which is represented by the index measure being above 50 / below 50 / at 50.
- The ABI recorded its highest score since the Great Recession for April, displaying a strong rebound in non-res.

Source: Stephens Inc., The American Institute of Architects

State-by-State Geographic Mix

MLM State-by-State	
TX	35%
CO	17%
NC	9%
IA	4%
FL	4%
GA	6%
SC	3%
IN	3%
MO	2%
NE	2%
LA	1%
OK	2%
WY	1%
KY	1%
MN	1%
AR	1%
AL	1%
OH	1%
WV	1%
VA	1%
MD	3%
Other	1%
MLM Total	**100%**

SUM State-by-State	
TX	25%
KS	13%
UT	14%
MO	9%
VA	6%
KY	7%
NC	5%
MN	3%
NV	3%
SC	3%
CO	5%
IA	3%
OK	2%
WI	1%
SUM Total	**100%**

USCR State-by-State	
TX & OK	37%
NY, NJ, DC, PA	33%
CA	30%
USCR Total	**100%**

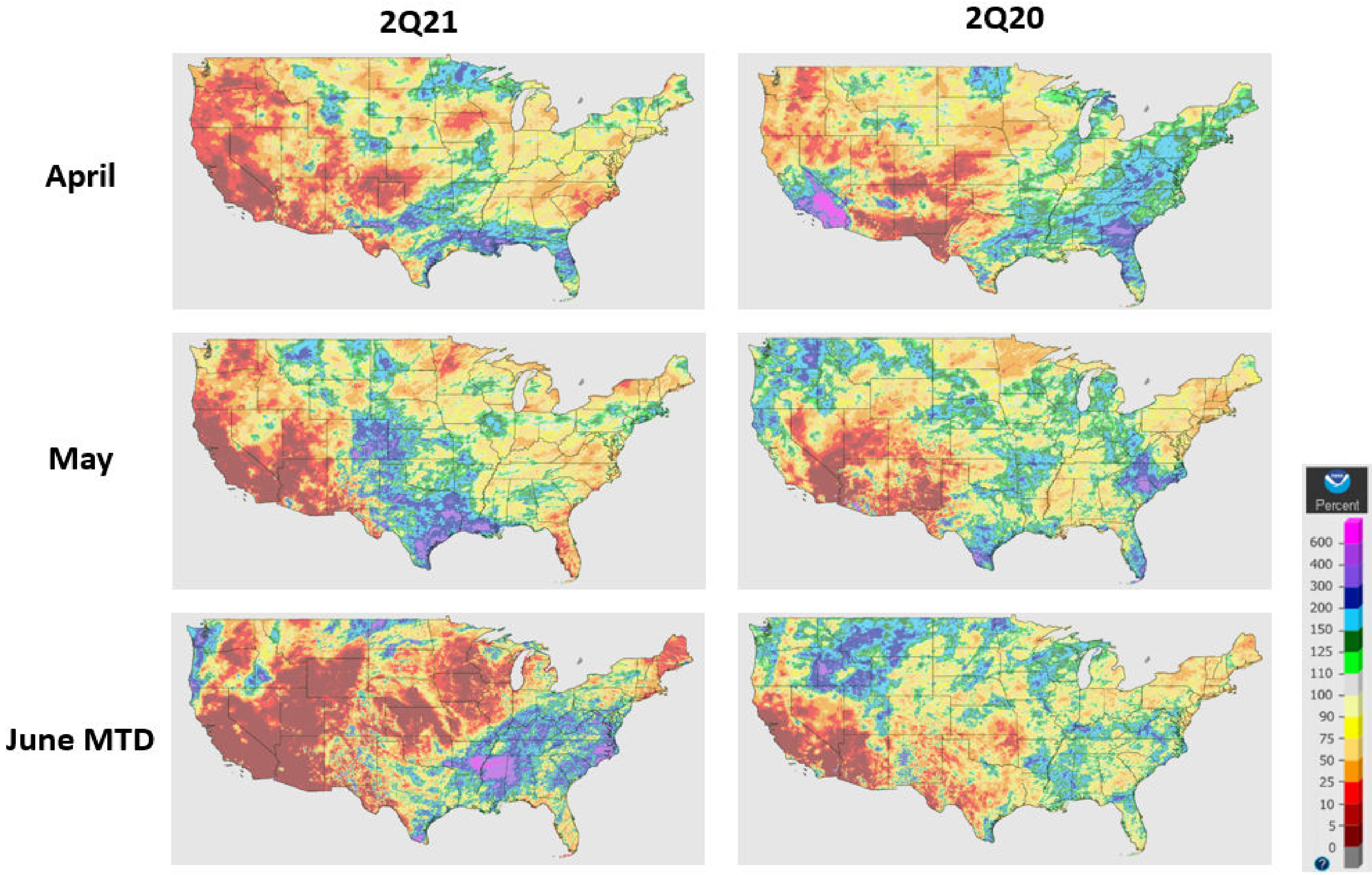
VMC State-by-State	
TX	15%
CA	16%
VA	10%
GA	9%
FL	7%
TN	10%
NC	5%
MD	2%
IL	3%
SC	4%
AL	4%
Other	15%
VMC Total	**100%**

EXP State-by-State	
Illinois	13%
Ohio	20%
Oklahoma	11%
Colorado	10%
Kansas	8%
Missouri	8%
Nevada	4%
California	4%
Texas	9%
Indiana	8%
Kentucky	8%
EXP Total	**100%**

Source: Stephens Inc., Company Documents

Weather Trends Intra-Quarter

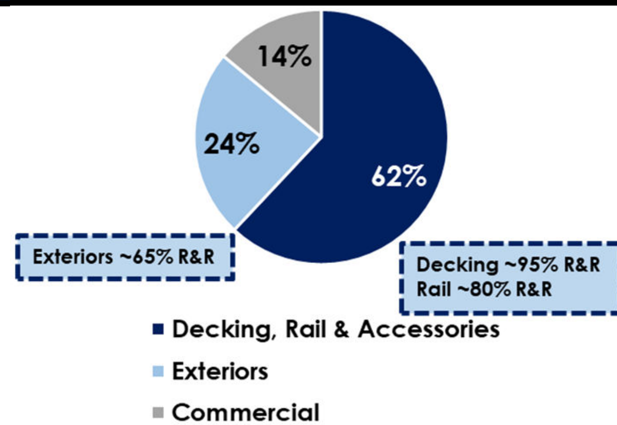
2Q National Percent of Normal Precipitation



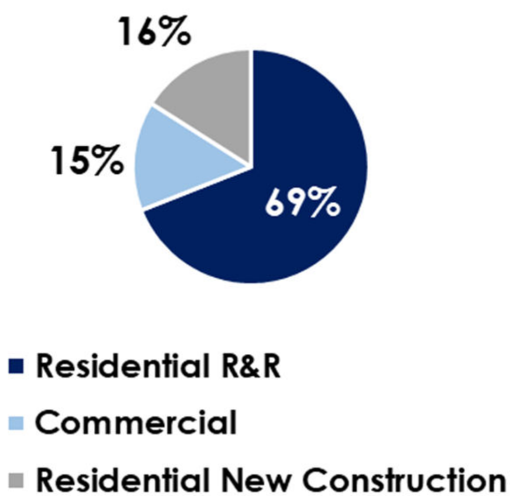
AZEK Company Inc. (AZEK) Snap Shot

- AZEK is a leading manufacturer of wood-alternative decking and railing for residential use.
- AZEK is the second largest player in the composite decking market and distributes through both retail and pro-dealers.
- AZEK sold approximately 2.0 billion linear feet of exteriors.
- Approximately 78% of decks are wood. With conversion to composite decks accelerating, AZEK is seeing secular tailwinds to topline growth.
- AZEK is adding 85% additional capacity by early FY22.
- AZEK also operates a commercial business that sells partitions and plastic products for various end uses. The commercial business makes up approximately 14% of sales and 6% of adj. EBITDA (*ex. unallocated expenses)*.

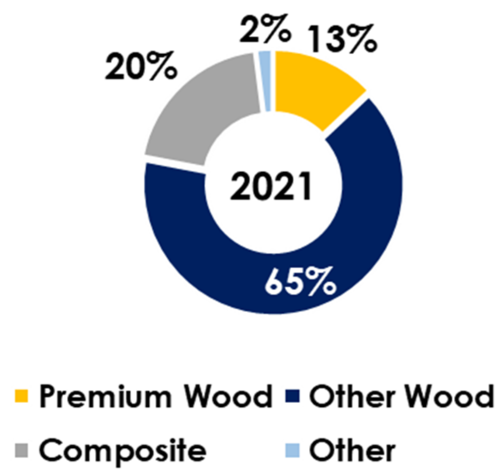
Product Mix



Net Sales by End Market



Decking Material Market Share



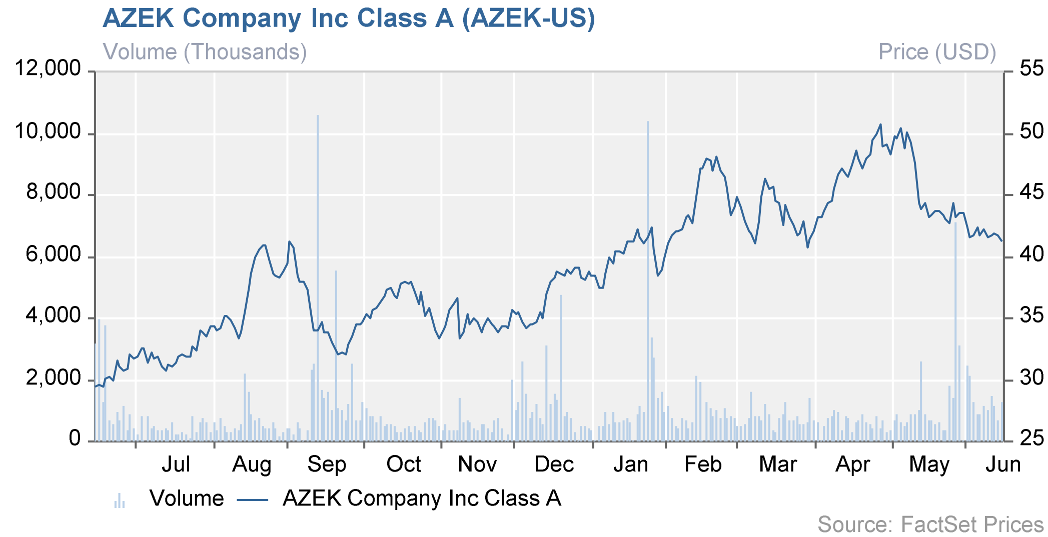
AZEK Current Valuation

(In Millions, Except per Share)

Current Market Valuation		
Stock Price as of 6/16/21	$	40.33
% of 52-Week High		78.6%
52-Week High (5/07/21)	$	51.32
52-Week Low (6/16/20)		28.56
Diluted Shares Outstanding		156.7
Equity Value	**$**	**6,321.6**
Plus: Total Debt (3/31/21)		464.1
Less: Cash (3/31/21)		151.3
Enterprise Value	**$**	**6,634.5**

Current Trading Multiples			
	Revenue	**EBITDA**	**Operating EPS**
2017A	$ 632.6	$ 131.3	$ 0.40
2018A	681.8	150.1	0.55
2019A	794.2	179.6	0.67
2020A	899.3	213.5	0.59
2021E	1,122.6	270.7	0.97
2022E	1,251.3	315.4	1.12
	Enterprise Value/		
	Revenue	**EBITDA**	**P/E**
2017A	10.5x	50.5x	101.9x
2018A	9.7	44.2	73.7
2019A	8.4	36.9	60.4
2020A	7.4	31.1	67.8
2021E	5.9	24.5	41.7
2022E	5.3	21.0	36.1

$ 50.00 Price Target Implied Multiples			
	Enterprise Value/		
	Revenue	**EBITDA**	**P/E**
2017A	12.9x	62.1x	126.3x
2018A	12.0	54.3	91.3
2019A	10.3	45.4	74.8
2020A	9.1	38.2	84.1
2021E	7.3	30.1	51.6
2022E	6.5	25.8	44.8



Balance Sheet Summary

($ in millions)

	As of			
	6/30/20	**9/30/20**	**12/31/20**	**3/31/21**
Summary Balance Sheet				
Cash and Equivalents	$ 215.1	$ 215.0	$ 210.0	$ 151.3
Total Debt	506.7	463.0	463.3	464.1
Stockholder's Equity	1,269.5	1,303.9	1,319.1	1,349.4
Balance Sheet Metrics				
Total Capitalization	$ 1,776.2	$ 1,766.9	$ 1,782.4	$ 1,813.5
Net Debt	291.5	248.0	253.3	312.8
Net Debt to Total Cap	16.4%	14.0%	14.2%	17.2%
Net Debt / LTM EBITDA	1.5x	1.2x	1.1x	1.3x

Source: FactSet Research Systems, Company Documents and Stephens Inc.

AZEK Detailed Income Statement

AZEK

Historical and Projected Income Statement

(USD $) In Millions, except Per Share data

	For the Three Months Ending,				For the Three Months Ending,				For the Twelve Months Ending,				
	12/31/20A	**3/31/21A**	**6/30/21E**	**9/30/21E**	**12/31/21E**	**3/31/22E**	**6/30/22E**	**9/30/22E**	**2018A**	**2019A**	**2020A**	**2021E**	**2022E**
Residential	$ 185.6	$ 262.2	$ 260.8	$ 294.1	$ 213.5	$ 301.5	$ 286.9	$ 323.5	$ 541.9	$ 655.4	$ 771.2	$ 1,002.8	$ 1,125.4
Commercial	26.6	30.9	31.1	31.2	28.0	32.5	32.7	32.8	139.9	138.8	128.0	119.9	125.9
Net sales	**$ 212.3**	**$ 293.1**	**$ 291.9**	**$ 325.4**	**$ 241.5**	**$ 334.0**	**$ 319.5**	**$ 356.3**	**$ 681.8**	**$ 794.2**	**$ 899.3**	**$ 1,122.6**	**$ 1,251.3**
Cost of Sales	139.3	195.3	191.2	206.6	154.5	213.8	201.3	222.7	479.8	541.0	603.2	732.3	792.3
Gross Profit	**$ 73.0**	**$ 97.9**	**$ 100.7**	**$ 118.8**	**$ 86.9**	**$ 120.2**	**$ 118.2**	**$ 133.6**	**$ 202.0**	**$ 253.2**	**$ 296.1**	**$ 390.3**	**$ 459.0**
SG&A	$ 53.0	$ 59.9	$ 59.0	$ 61.8	$ 60.4	$ 67.6	$ 64.0	$ 66.9	$ 144.7	$ 183.6	$ 308.3	$ 233.7	$ 258.8
Non-recurring IPO costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Other expenses	0.2	1.2	-	-	-	-	-	-	5.0	10.6	9.5	1.4	-
Operating Income (loss)	**$ 19.7**	**$ 36.7**	**$ 41.7**	**$ 56.9**	**$ 26.5**	**$ 52.7**	**$ 54.2**	**$ 66.8**	**$ 52.4**	**$ 59.1**	**$ (21.7)**	**$ 155.1**	**$ 200.2**
Interest Expense	6.2	6.5	4.5	4.5	5.4	5.4	5.4	5.4	68.7	83.2	71.2	21.7	21.5
Loss on debt extinguishment	-	-	-	-	-	-	-	-	-	-	37.6	-	-
Pretax Income (loss)	$ 13.5	$ 30.2	$ 37.2	$ 52.4	$ 21.2	$ 47.3	$ 48.9	$ 61.4	$ (16.4)	$ (24.2)	$ (130.5)	$ 133.4	$ 178.7
Income Tax (benefit)	3.4	7.6	9.3	13.1	4.4	12.8	13.2	16.6	(23.1)	(4.0)	(8.3)	33.3	46.9
Net Income	**$ 10.2**	**$ 22.7**	**$ 27.9**	**$ 39.3**	**$ 16.8**	**$ 34.5**	**$ 35.7**	**$ 44.8**	**$ 6.7**	**$ (20.2)**	**$ (122.2)**	**$ 100.1**	**$ 131.8**
GAAP EPS	$ 0.07	$ 0.14	$ 0.18	$ 0.25	$ 0.11	$ 0.22	$ 0.23	$ 0.29	$ 0.06	$ (0.19)	$ (1.00)	$ 0.64	$ 0.84
Operating EPS	**$ 0.15**	**$ 0.25**	**$ 0.25**	**$ 0.32**	**$ 0.18**	**$ 0.29**	**$ 0.29**	**$ 0.35**	**$ 0.55**	**$ 0.67**	**$ 0.59**	**$ 0.97**	**$ 1.12**
Diluted Shares Outstanding	156.0	156.7	156.7	156.7	156.7	156.7	156.7	156.7	108.2	108.2	122.1	156.6	156.7
D&A	$ 24.3	$ 25.2	$ 25.2	$ 25.2	$ 27.2	$ 27.2	$ 27.2	$ 27.2	$ 77.7	$ 93.9	$ 99.8	$ 100.0	$ 109.0
EBITDA	$ 44.0	$ 62.0	$ 67.0	$ 82.2	$ 53.8	$ 79.9	$ 81.5	$ 94.0	$ 130.0	$ 153.0	$ 78.0	$ 255.2	$ 309.2
Adjusted EBITDA	**$ 48.5**	**$ 71.5**	**$ 67.8**	**$ 83.0**	**$ 55.3**	**$ 81.5**	**$ 83.0**	**$ 95.6**	**$ 150.1**	**$ 179.6**	**$ 213.5**	**$ 270.7**	**$ 315.4**
YOY Growth:													
Residential	36.8%	24.7%	35.4%	26.4%	15.0%	15.0%	10.0%	10.0%	7.9%	20.9%	17.7%	30.0%	12.2%
Commercial	(12.3%)	(12.5%)	0.0%	0.0%	5.0%	5.0%	5.0%	5.0%	7.1%	(0.8%)	(7.7%)	(6.4%)	5.0%
Net sales	**27.8%**	**19.4%**	**30.5%**	**23.3%**	**13.7%**	**13.9%**	**9.5%**	**9.5%**	**7.8%**	**16.5%**	**13.2%**	**24.8%**	**11.5%**
Gross Profit	42.3%	23.3%	34.1%	31.6%	19.1%	22.9%	17.4%	12.5%	19.6%	25.3%	16.9%	31.8%	17.6%
Adjusted EBITDA	**43.3%**	**28.1%**	**17.2%**	**25.6%**	**14.2%**	**13.9%**	**22.5%**	**15.2%**	**14.3%**	**19.7%**	**18.9%**	**26.8%**	**16.5%**
Margins:													
Gross Margin	34.4%	33.4%	34.5%	36.5%	36.0%	36.0%	37.0%	37.5%	29.6%	31.9%	32.9%	34.8%	36.7%
SG&A Margin	25.0%	20.4%	20.2%	19.0%	25.0%	20.2%	20.0%	18.8%	21.2%	23.1%	34.3%	20.8%	20.7%
EBIT Margin	9.3%	12.5%	14.3%	17.5%	11.0%	15.8%	17.0%	18.7%	7.7%	7.4%	(2.4%)	13.8%	16.0%
Adj. EBITDA Margin	**22.8%**	**24.4%**	**23.2%**	**25.5%**	**22.9%**	**24.4%**	**26.0%**	**26.8%**	**22.0%**	**22.6%**	**23.7%**	**24.1%**	**25.2%**

Notes:

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Adjusted EBITDA adds back asset impairment costs, business transformation costs, capital structure transaction costs, acquisition costs, and other.

Non-recurring IPO costs includes deferred incentive compensation for management.

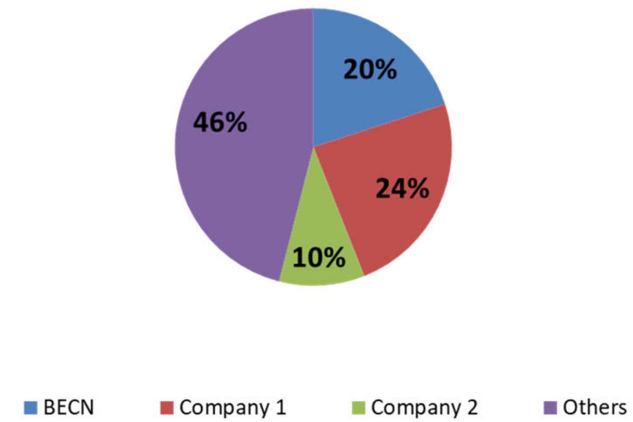
Other expenses include impariment of goodwill, impariment of PP&E, other general expenses and loss on disposal of PP&E.

Source: Company documents & Stephens Inc. estimates

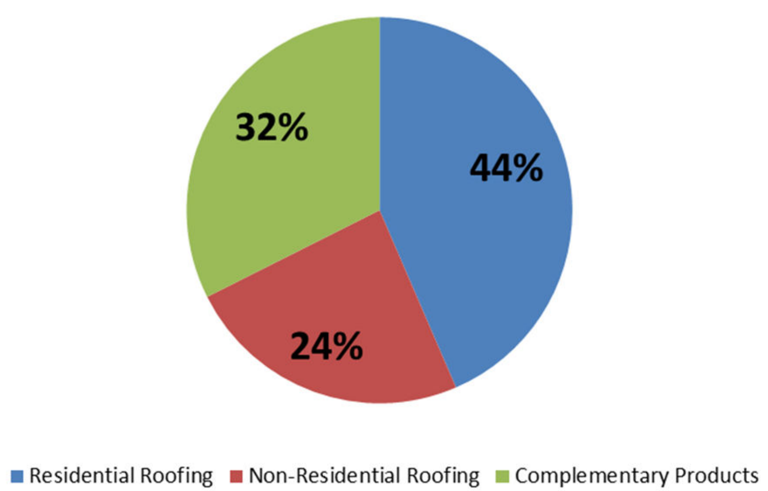
Beacon Roofing (BECN) Snap Shot

- BECN is a leading distributor of residential and non-residential roofing materials in many key MSAs throughout the U.S. and Canada.
- Over 400 branches across all 50 U.S. states and 6 Canadian provinces.
- Serving nearly 90K+ customers with a broad product offering up to 140K SKU's.
- End-market demand fueled by repair versus new construction (approx. 75-80% R&R).
- Growth platform includes greenfields and M&A.
- At 20% market share, BECN is the 2nd largest player in the $28 billion roofing industry.

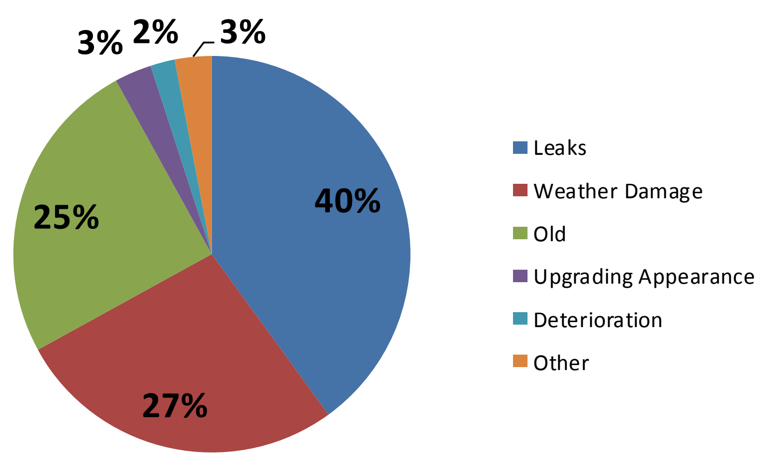
$28 Billion Roofing Industry Market Share



Revenue By Segment (FY20)



Drivers of Re-Roofing Demand



BECN Current Valuation

(In Millions, Except per Share)

Pro Forma Market Valuation

Stock Price as of 6/16/21	$	54.52
% of 52-Week High		*89.5%*
52-Week High (5/06/21)	$	60.93
52-Week Low (5/14/20)		24.56
Diluted Shares Outstanding		79.0
Equity Value	**$**	**4,307.1**
Plus: Debt (3/31/21)		2,471.1
Less: Cash (3/31/21)		(619.3)
Enterprise Value	**$**	**6,158.9**

Implied Trading Multiples

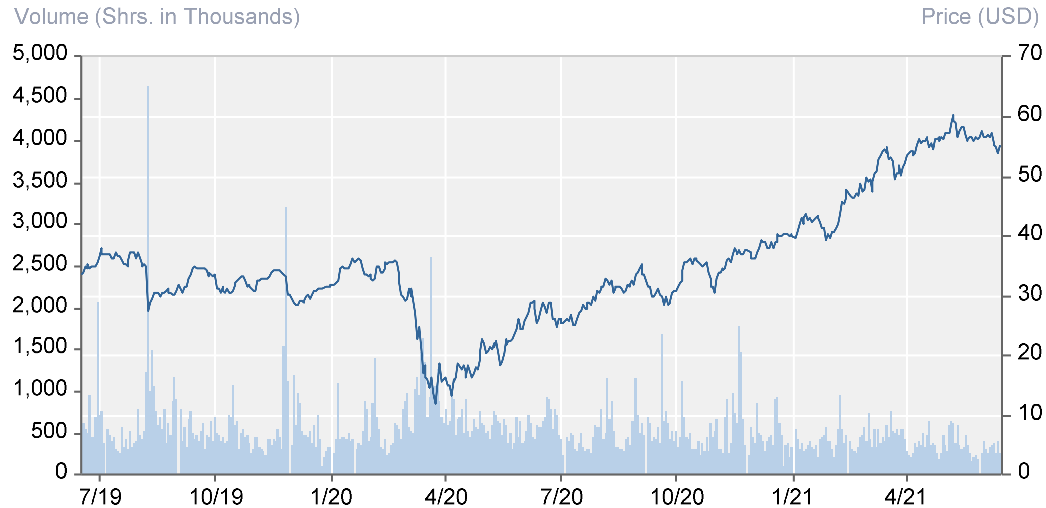
	Revenue	EBITDA	Operating EPS
2017A	$ 4,376.7	$ 364.4	NM
2018A	6,418.3	483.6	$ 2.70
2019A	7,105.2	476.0	2.24
2020A	6,943.9	471.6	2.42
2021E	6,611.6	575.1	3.71
2022E	6,856.1	617.6	4.33

	Enterprise Value/		
	Revenue	**EBITDA**	**P/E**
2017A	1.4x	16.9x	NM
2018A	1.0	12.7	20.2x
2019A	0.9	12.9	24.4
2020A	0.9	13.1	22.6
2021E	0.9	10.7	14.7
2022E	0.9	10.0	12.6

$ 67.00 Price Target Implied Multiples

	Enterprise Value/		
	Revenue	**EBITDA**	**P/E**
2017A	1.6x	18.9x	NM
2018A	1.1	14.2	24.8x
2019A	1.0	14.5	29.9
2020A	1.0	14.6	27.7
2021E	1.0	12.0	18.1
2022E	1.0	11.1	15.5

Beacon Roofing Supply, Inc.



Balance Sheet Summary

($ in Millions)

	As of			
	6/30/20	**9/30/20**	**12/31/20**	**3/31/21**
Summary Balance Sheet				
Cash and Equivalents	$ 1,018.4	$ 624.6	$ 461.4	$ 619.3
Total Debt	3,796.5	3,205.0	3,209.1	2,471.1
Stockholders' Equity	1,686.7	1,760.9	1,544.8	1,553.3
Balance Sheet Metrics				
Total Cap	$ 5,483.3	$ 4,965.9	$ 4,753.9	$ 4,024.4
Net Debt	2,778.1	2,580.4	2,747.7	1,851.8
Net Debt to Total Cap	50.7%	52.0%	57.8%	46.0%
Net Debt / LTM EBITDA	6.2x	5.5x	5.3x	3.3x

Source: FactSet Research Systems, Company Documents and Stephens Inc.

BECN Detailed Income Statement

Beacon Roofing Supply Inc.
Historical and Projected Income Statement
(Dollars in Millions, Except for Per Share)

	For the Three Months Ending,				For the Three Months Ending,				For the Twelve Months Ending September 30,				
	12/31/20A	3/31/21A	6/30/21E	9/30/21E	12/31/21E	3/31/22E	6/30/22E	9/30/22E	F2018A	F2019A	F2020A	F2021E	F2022E
BECN Net Sales:													
Residential Roofing Products	$ 844.8	$ 695.0	$ 945.8	$ 976.4	$ 895.5	$ 736.7	$ 974.2	$ 1,005.7	$ 2,802.4	$ 3,091.6	$ 3,099.1	$ 3,462.0	$ 3,612.1
Non-Residential Roofing Products	398.3	329.7	473.6	536.4	402.3	339.6	487.8	552.5	1,637.6	1,710.8	1,646.8	1,738.0	1,782.2
Complementary Building Products	333.4	293.3	385.8	399.1	350.1	299.2	393.6	419.0	1978.3	2302.8	2198.0	1411.6	1461.8
Total Net Sales	$ 1,576.5	$ 1,318.0	$ 1,805.2	$ 1,911.9	$ 1,647.8	$ 1,375.5	$ 1,855.5	$ 1,977.2	$ 6,418.3	$ 7,105.2	$ 6,943.9	$ 6,611.6	$ 6,856.1
Cost of products sold	1,176.8	985.2	1,339.5	1,420.5	1,227.6	1,024.7	1,373.1	1,463.1	4,825.0	5,368.6	5,244.7	4,922.0	5,088.6
Total Gross Profit	399.7	332.8	465.8	491.4	420.2	350.7	482.4	514.1	1,593.3	1,736.6	1,699.2	1,689.6	1,767.5
Total Operating Expenses	304.6	310.0	334.0	363.3	314.3	316.6	334.0	365.8	1,388.7	1,588.8	1,664.2	1,311.8	1,330.7
Operating Income	95.1	22.8	131.8	128.1	105.9	34.1	148.4	148.3	204.6	147.8	35.1	377.8	436.8
Total Interest Expense	30.0	28.6	31.1	31.1	30.0	28.6	31.1	31.1	136.5	158.5	128.0	120.8	120.8
Income before income taxes	65.1	(15.3)	100.7	97.0	75.9	5.5	117.3	117.2	68.1	(10.8)	(107.6)	247.5	316.0
Income tax expense	17.7	(4.8)	27.2	26.2	20.5	1.5	31.7	31.6	(30.5)	(0.2)	(26.7)	66.3	85.3
GAAP Net Income	$ 47.4	$ (10.5)	$ 73.5	$ 70.8	$ 55.4	$ 4.0	$ 85.7	$ 85.5	$ 98.6	$ (10.6)	$ (80.9)	$ 181.2	$ 230.7
Net Income attrib. to Common Shareholders	41.4	(12.3)	67.5	64.8	49.4	(2.0)	79.7	79.5	72.9	(37.3)	(113.0)	161.4	206.7
"Adjusted" Net Income	**$ 71.0**	**$ 22.1**	**$ 101.3**	**$ 98.6**	**$ 83.2**	**$ 31.8**	**$ 113.5**	**$ 113.3**	**$ 206.7**	**$ 176.2**	**$ 190.0**	**$ 293.0**	**$ 341.9**
Diluted GAAP Earnings Per Share	$ 0.59	$ (0.18)	$ 0.98	$ 0.94	$ 0.72	$ (0.03)	$ 1.15	$ 1.15	$ 1.05	$ (0.54)	$ (1.64)	$ 2.33	$ 3.00
"Adjusted" EPS	**$ 0.90**	**$ 0.28**	**$ 1.28**	**$ 1.25**	**$ 1.05**	**$ 0.40**	**$ 1.44**	**$ 1.43**	**$ 2.70**	**$ 2.24**	**$ 2.42**	**$ 3.71**	**$ 4.33**
Diluted Shares Outstanding	70.0	69.6	69.0	69.0	69.0	69.0	69.0	69.0	69.2	68.8	69.0	69.4	69.0
"Adjusted" Diluted Shares Outstanding	79.0	79.0	79.0	79.0	79.0	79.0	79.0	79.0	76.4	78.7	78.7	79.0	79.0
EBIT	95.1	22.8	131.8	128.1	105.9	34.1	148.4	148.3	204.6	147.8	35.1	377.8	436.8
EBIT Margin	6.0%	1.7%	7.3%	6.7%	6.4%	2.5%	8.0%	7.5%	3.2%	2.1%	0.5%	5.7%	6.4%
Total Depreciation & Amortization	39.4	42.2	40.2	40.2	40.2	40.2	40.2	40.2	201.5	277.8	391.1	162.0	160.8
Adjusted EBITDA	**$ 142.9**	**$ 74.4**	**$ 180.5**	**$ 177.3**	**$ 151.1**	**$ 79.3**	**$ 193.6**	**$ 193.5**	**$ 483.6**	**$ 476.0**	**$ 471.6**	**$ 575.1**	**$ 617.6**
Adjusted EBITDA Margin	9.1%	5.6%	10.0%	9.3%	9.2%	5.8%	10.4%	9.8%	7.5%	6.7%	6.8%	8.7%	9.0%
YOY Growth:													
Total Revenue	-5.9%	-9.6%	0.7%	-5.2%	4.5%	4.4%	2.8%	3.4%	46.6%	10.7%	-2.3%	-4.8%	3.7%
Gross Profit	-2.7%	-2.8%	7.8%	-4.4%	5.1%	5.4%	3.6%	4.6%	48.1%	9.0%	-2.1%	-0.6%	4.6%
Organic Gross Profit	-0.7%	-0.4%	10.0%	-4.4%	5.1%	5.4%	3.6%	4.6%	45.9%	7.7%	-1.0%	0.9%	4.6%
Adjusted EBITDA	51.5%	91.5%	22.3%	-7.1%	5.8%	6.6%	7.3%	9.1%	32.7%	-1.6%	-0.9%	22.0%	7.4%
Operating EPS	148.6%	NM	44.9%	-5.5%	17.2%	44.0%	12.0%	15.0%	24.2%	-17.3%	7.9%	53.6%	16.7%
BECN Segment Revenue Organic Growth YOY:													
Residential Roofing Products	21.2%	18.7%	24.0%	13.0%	6.0%	6.0%	3.0%	3.0%	14.7%	9.9%	0.2%	19.0%	4.3%
Non-Residential Roofing Products	-3.3%	-4.1%	5.0%	5.0%	1.0%	3.0%	3.0%	3.0%	26.3%	4.1%	-3.7%	1.2%	2.5%
Complementary Building Products	8.8%	9.4%	15.0%	5.0%	5.0%	2.0%	2.0%	5.0%	172.1%	17.3%	-4.5%	9.4%	3.6%
Margins:													
Total Gross Margin	25.4%	25.3%	25.8%	25.7%	25.5%	25.5%	26.0%	26.0%	24.8%	24.4%	24.5%	25.6%	25.8%
Total Adjusted EBITDA Margin	9.1%	5.6%	10.0%	9.3%	9.2%	5.8%	10.4%	9.8%	7.5%	6.7%	6.8%	8.7%	9.0%

Source: Company documents and Stephens Inc. Estimates

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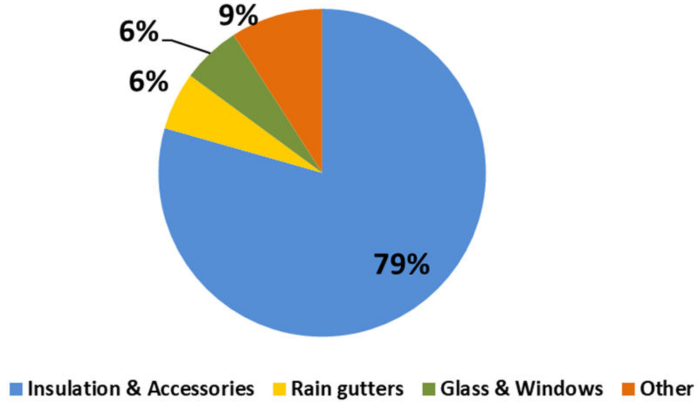
Note: "Adjusted EPS" projections are calculated based on the non-adjusted diluted shares outstanding for the given period.
Some year-over-year comparisons may not be meaningful for FY21 due to the sale of the Interiors business. FY21 "BECN Segment Revenue Organic Growth YOY" is based on FY20 organic revenue excluding sales from the Interiors business.

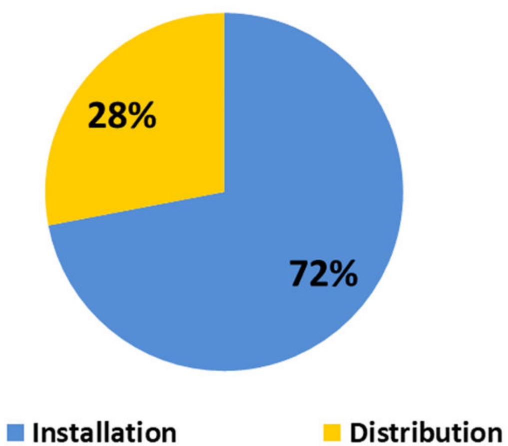
TopBuild (BLD) Snap Shot

- BLD is the largest residential insulation installer and distributor in the U.S – 2x the size of largest competitor.
- National install base of 200+ locations and 75+ distribution centers.
- Due to their scale, BLD is able to provide value to: 1) insulation manufacturers through efficient distribution and to 2) homebuilders through better purchasing, logistics, and installation.
- BLD is focused on structurally increasing their exposure to higher-margin commercial insulation work. The market potential is sizable and the largest player today has just a single-digit % share.
- Acquisitions is currently BLD's number one capital allocation priority.

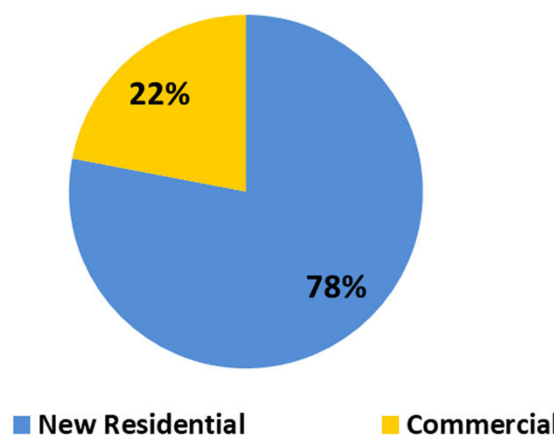
Revenue by Product



Revenue By Segment



End Market Exposure



Stephens

Source: Company Documents and Stephens Inc.

BLD Current Valuation

(In Millions, Except per Share)

Current Market Valuation		
Stock Price as of 6/16/21	$	181.90
% of 52-Week High		*77.2%*
52-Week High	$	235.50
52-Week Low	$	104.52
Diluted Shares Outstanding		33.2
Equity Value	**$**	**6,039.5**
Plus: Total Debt (3/31/21)		709.9
Less: Cash & Equivalents (3/31/21)		(319.6)
Enterprise Value	**$**	**6,429.8**

Current Trading Multiples

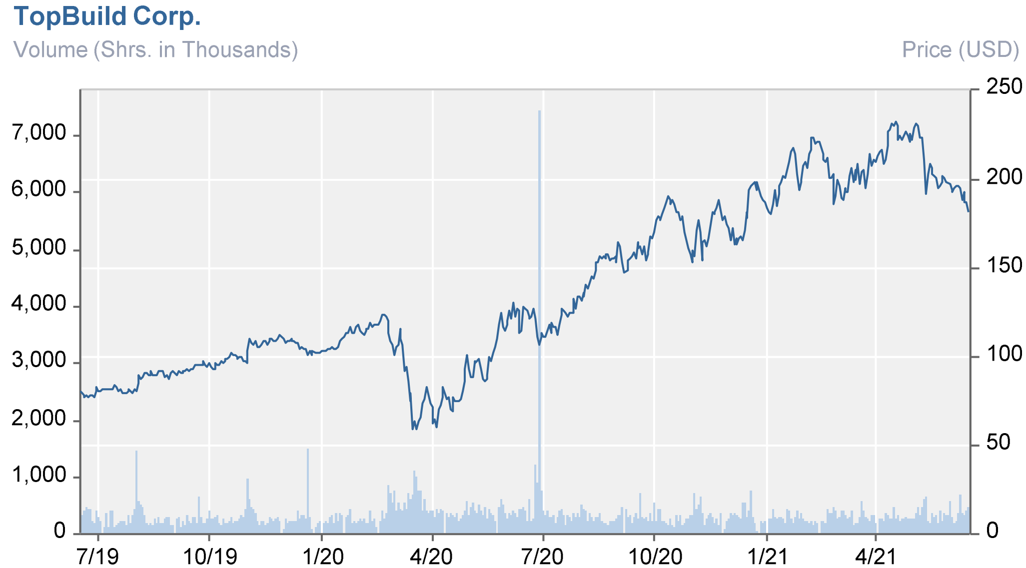
	Revenue	Adj. EBITDA	Operating EPS
2018A	$ 2,384.2	$ 283.3	$ 4.19
2019A	2,624.1	359.2	5.50
2020A	2,718.0	436.7	7.28
2021E	3,277.1	553.1	9.95
2022E	3,617.9	629.0	11.54

	Enterprise Value/ Revenue	Enterprise Value/ EBITDA	P/E
2018A	2.7x	22.7x	43.4x
2019A	2.5	17.9	33.1
2020A	2.4	14.7	25.0
2021E	2.0	11.6	18.3
2022E	1.8	10.2	15.8

$235.00 Price Target Implied Multiples

	Revenue	EBITDA	EPS
2018A	$ 2,384.2	$ 283.3	$ 4.19
2019A	2,624.1	359.2	5.50
2020A	2,718.0	436.7	7.28
2021E	3,277.1	553.1	9.95
2022E	3,617.9	629.0	11.54

	Enterprise Value/ Revenue	Enterprise Value/ EBITDA	P/E
2018A	3.3x	28.0x	56.1x
2019A	3.0	22.1	42.8
2020A	2.9	18.2	32.3
2021E	2.4	14.4	23.6
2022E	2.2	12.6	20.4



Balance Sheet Summary

($ in millions)

	As of 6/30/20	9/30/20	12/31/20	3/31/21
Summary Balance Sheet				
Cash and Equivalents	$ 258.8	$ 315.3	$ 330.0	$ 319.6
Total Debt	717.5	712.1	706.7	709.9
Stockholder's Equity	1,217.7	1,281.6	1,348.8	1,396.4
Balance Sheet Metrics				
Total Capitalization	$ 1,935.1	$ 1,993.7	$ 2,055.5	$ 2,106.3
Net Debt	458.7	396.8	376.7	390.3
Net Debt to Total Cap	23.7%	19.9%	18.3%	18.5%
Net Debt / LTM EBITDA	1.2x	1.0x	0.9x	0.8x

Stephens

Source: FactSet Research Systems, Company Documents and Stephens Inc.

BLD Detailed Income Statement

TopBuild Corp. (BLD)
Historical and Projected Income Statement
(Dollars in Millions, Except for Per Share)

	For the Three Months Ending,				For the Three Months Ending,				For The Year Ended December 31,				
	3/31/20A	6/30/20A	9/30/20A	12/31/20A	3/31/21A	6/30/21E	9/30/21E	12/31/21E	2018A	2019A	2020A	2021E	2022E
TruTeam (Installation)	475.9	466.6	492.2	508.8	532.8	590.2	630.9	629.3	1,681.0	1,906.7	1,943.5	2,383.1	2,656.0
Service Partners (Distribution)	214.2	216.3	244.1	251.5	251.6	258.8	274.1	284.3	820.3	862.1	926.2	1,068.9	1,152.3
Intercompany eliminations	(36.9)	(36.8)	(39.1)	(38.9)	(41.6)	(42.4)	(45.3)	(45.7)	(117.0)	(144.8)	(151.6)	(174.9)	(190.4)
Total Net Sales	**$ 653.2**	**$ 646.1**	**$ 697.2**	**$ 721.5**	**$ 742.8**	**$ 806.5**	**$ 859.8**	**$ 867.9**	**$ 2,384.2**	**$ 2,624.1**	**$ 2,718.0**	**$ 3,277.1**	**$ 3,617.9**
Cost of Sales	481.3	468.0	498.9	523.5	545.0	573.9	606.1	608.6	1,808.1	1,942.9	1,971.7	2,333.7	2,558.9
Gross Profit	**$ 172.0**	**$ 178.1**	**$ 198.3**	**$ 198.0**	**$ 197.8**	**$ 232.6**	**$ 253.7**	**$ 259.3**	**$ 576.2**	**$ 681.3**	**$ 746.4**	**$ 943.4**	**$ 1,059.0**
SG&A	102.0	97.6	96.8	94.9	101.9	123.0	120.4	125.9	367.2	391.7	391.3	471.1	512.7
Signficant Legal Settlement	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Income (as reported)	**$ 70.0**	**$ 80.5**	**$ 101.5**	**$ 103.1**	**$ 95.9**	**$ 109.6**	**$ 133.3**	**$ 133.5**	**$ 209.0**	**$ 289.5**	**$ 355.0**	**$ 472.3**	**$ 546.3**
Installation	*60.4*	*69.6*	*83.1*	*81.7*	*73.6*	*92.7*	*110.4*	*107.0*	*197.0*	*253.2*	*294.8*	*383.7*	*445.0*
Distribution	*24.7*	*24.2*	*32.8*	*33.7*	*35.4*	*31.8*	*38.9*	*40.7*	*78.7*	*90.4*	*115.3*	*146.8*	*163.5*
Corportate expense	*(9.2)*	*(7.4)*	*(8.0)*	*(6.2)*	*(6.5)*	*(7.6)*	*(8.3)*	*(6.4)*	*(45.9)*	*(30.2)*	*(30.8)*	*(28.8)*	*(29.6)*
Intercompany eliminations and others	*(5.8)*	*(6.0)*	*(6.4)*	*(6.1)*	*(6.6)*	*(7.3)*	*(7.7)*	*(7.8)*	*(20.9)*	*(23.9)*	*(24.3)*	*(29.4)*	*(32.6)*
Interest Expense	8.7	8.3	7.7	7.7	6.6	5.3	5.3	5.3	28.7	37.8	32.5	22.5	21.2
Other Expense / (Income), net	(0.2)	(0.1)	(0.1)	(0.1)	13.8	-	-	-	(0.5)	(2.1)	(0.5)	13.8	-
Income before Taxes	**61.5**	**72.3**	**93.9**	**95.4**	**75.5**	**104.3**	**128.0**	**128.2**	**180.7**	**253.8**	**323.1**	**436.0**	**525.1**
Provision for Income Taxes	10.7	16.8	23.9	24.7	15.7	28.2	34.6	34.6	46.1	62.8	76.1	113.0	136.5
Net Income from Continuing Ops	**50.8**	**55.5**	**70.0**	**70.8**	**59.8**	**76.2**	**93.5**	**93.6**	**134.7**	**191.0**	**247.0**	**323.0**	**388.6**
Loss (income) from discontinued ops, net	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Income (Loss)	**$ 50.8**	**$ 55.5**	**$ 70.0**	**$ 70.8**	**$ 59.8**	**$ 76.2**	**$ 93.5**	**$ 93.6**	**$ 134.7**	**$ 191.0**	**$ 247.0**	**$ 323.0**	**$ 388.6**
GAAP Earnings Per Share	**$ 1.51**	**$ 1.67**	**$ 2.11**	**$ 2.13**	**$ 1.80**	**$ 2.29**	**$ 2.81**	**$ 2.82**	**$ 3.78**	**$ 5.56**	**$ 7.42**	**$ 9.73**	**$ 11.70**
Adjusted Earnings Per Share	**$ 1.37**	**$ 1.68**	**$ 2.10**	**$ 2.15**	**$ 2.02**	**$ 2.29**	**$ 2.81**	**$ 2.82**	**$ 4.19**	**$ 5.50**	**$ 7.28**	**$ 9.95**	**$ 11.54**
Diluted Shares Outstanding	33.6	33.2	33.2	33.2	33.2	33.2	33.2	33.2	35.6	34.4	33.3	33.2	33.2
Adjusted EBITDA	**$ 88.4**	**$ 107.8**	**$ 119.2**	**$ 121.5**	**$ 115.8**	**$ 133.1**	**$ 152.3**	**$ 151.8**	**$ 283.3**	**$ 359.2**	**$ 436.7**	**$ 553.1**	**$ 629.0**
YOY Growth													
TruTeam (Installation)	*5.9%*	*(3.4%)*	*(1.2%)*	*6.9%*	*12.0%*	*26.5%*	*28.2%*	*23.7%*	*31.2%*	*13.4%*	*1.9%*	*22.6%*	*11.5%*
Service Partners (Distribution)	*4.8%*	*1.3%*	*10.5%*	*12.7%*	*17.4%*	*19.6%*	*12.3%*	*13.0%*	*14.0%*	*5.1%*	*7.4%*	*15.4%*	*7.8%*
Total Net Sales	***5.5%***	***(2.1%)***	***2.2%***	***8.9%***	***13.7%***	***24.8%***	***23.3%***	***20.3%***	***25.1%***	***10.1%***	***3.6%***	***20.6%***	***10.4%***
Gross Profit	*10.4%*	*1.8%*	*10.6%*	*15.6%*	*15.0%*	*30.6%*	*27.9%*	*31.0%*	*24.9%*	*18.2%*	*9.6%*	*26.4%*	*12.3%*
Adjusted EBITDA	*18.5%*	*14.5%*	*21.6%*	*31.2%*	*31.1%*	*23.5%*	*27.8%*	*25.0%*	*43.4%*	*26.8%*	*21.6%*	*26.6%*	*13.7%*
Operating EPS	*29.4%*	*17.1%*	*36.6%*	*45.4%*	*48.0%*	*36.6%*	*34.3%*	*31.2%*	*51.1%*	*31.2%*	*32.5%*	*36.6%*	*16.1%*
Adjusted Segment EBIT Margins													
Installation	*12.7%*	*15.2%*	*17.0%*	*16.1%*	*13.9%*	*15.7%*	*17.5%*	*17.0%*	*11.8%*	*13.3%*	*15.3%*	*16.1%*	*16.8%*
Distribution	*11.5%*	*11.6%*	*13.4%*	*13.4%*	*14.1%*	*12.3%*	*14.2%*	*14.3%*	*9.6%*	*10.5%*	*12.5%*	*13.7%*	*14.2%*
Company Margins													
Gross Margin	*26.3%*	*27.6%*	*28.4%*	*27.4%*	*26.6%*	*28.8%*	*29.5%*	*29.9%*	*24.2%*	*26.0%*	*27.5%*	*28.8%*	*29.3%*
Adjusted EBITDA	*13.5%*	*16.7%*	*17.1%*	*16.8%*	*15.6%*	*16.5%*	*17.7%*	*17.5%*	*11.9%*	*13.7%*	*16.1%*	*16.9%*	*17.4%*
Adjusted EBIT Margin	*10.8%*	*12.9%*	*14.6%*	*14.4%*	*13.1%*	*13.6%*	*15.5%*	*15.4%*	*9.8%*	*11.2%*	*13.2%*	*14.5%*	*15.1%*
Net Margin	*7.8%*	*8.6%*	*10.0%*	*9.8%*	*8.1%*	*9.4%*	*10.9%*	*10.8%*	*5.6%*	*7.3%*	*9.1%*	*9.9%*	*10.7%*

Source: Company documents and Stephens Inc. estimates *Trey Grooms 501-377-2318*
Note: The USI acquisition is included going forward beginning in 2Q18. Adjusted EBITDA and Adjusted EPS exclude one-time items.

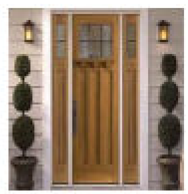
Builders FirstSource (BLDR) Snap Shot

2020 results.

Lumber and Lumber Sheet Goods
- $4,446.1 mil. of Sales (35% of Total)
- (e.g., dimensional lumber, plywood, OSB)

Manufactured Product
- $2,361.7 mil. of Sales (19% of Total)
- (e.g., roof/floor trusses, wall panels, and stairs)

Windows, Doors & Millwork
- $2,852.0 mil. of Sales (22% of Total)
- (e.g., light manufacturing, mainly assembly/distribution)

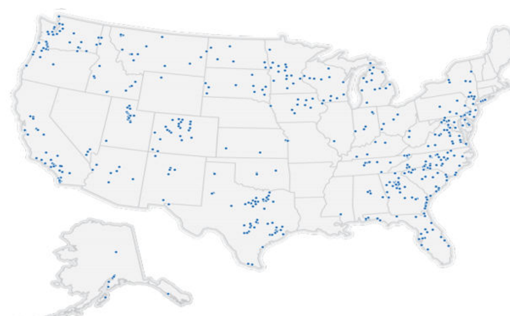


Siding, Metal & Concrete
- $773.7 mil. of Sales (6% of Total)
- (e.g., vinyl, composite & wood siding, other exteriors)

Gypsum, Roofing & Insulation
- $514.6 mil. of Sales (4% of Sales)
- (e.g., wallboard, metal studs/trims, ceilings, joint treatments & finishes, etc.)

Other Building Products and Services
- $1,818.0 mil. of Sales (14% of Total)
- (e.g. cabinets, hardware, turn-key framing, shell construction, design and installation services)

- ➢ 550 locations, 40 states, >26,000 team members.
- ➢ 77% SF new res, 16% R&R, 7% multi-family new res.



BLDR Current Valuation

(In Millions, Except per Share)

Pro-Forma Market Valuation

Stock Price as of 6/16/21	$	43.33
% of 52-Week High		*80.3%*
52-Week High	$	53.99
52-Week Low		19.03
Diluted Shares Outstanding		208.6
Equity Value	**$**	**9,039.7**
Plus: Total Debt (3/31/21)		1,672.2
Less: Cash and Equivalents (3/31/21)		(19.0)
Enterprise Value	**$**	**10,692.9**

Current Trading Multiples

	Revenue	Adj. EBITDA	Operating EPS
2017A	$ 7,034.6	$ 419.0	$ 1.27
2018A	7,724.8	501.4	1.90
2019A	7,280.4	516.0	2.09
2020A	8,558.9	700.4	3.10
2021E	17,517.9	1,759.2	3.96
2022E	15,782.0	1,479.8	2.91

	Enterprise Value/ Revenue	Enterprise Value/ EBITDA	P/E
2017A	1.5x	25.5x	34.0x
2018A	1.4	21.3	22.8
2019A	1.5	20.7	20.7
2020A	1.2	15.3	14.0
2021E	0.6	6.1	10.9
2022E	0.7	7.2	14.9

$ 60.00 Price Target Implied Multiples

	Enterprise Value/ Revenue	Enterprise Value/ EBITDA	P/E
2017A	1.9x	31.8x	47.1x
2018A	1.7	26.6	31.6
2019A	1.8	25.8	28.6
2020A	1.6	19.0	19.4
2021E	0.8	7.6	15.2
2022E	0.8	9.0	20.6

Balance Sheet Summary

($ in millions)

	As of 6/30/20	9/30/20	12/31/20	3/31/21
Summary Balance Sheet				
Cash and Equivalents	$ 638.9	$ 627.1	$ 423.8	$ 19.0
Total Debt	1,957.7	1,958.2	1,624.2	1,672.2
Stockholder's Equity	1,966.0	2,110.4	1,152.8	4,983.9
Balance Sheet Metrics				
Total Capitalization	$3,923.7	$4,068.6	$2,777.0	$6,656.2
Net Debt	1,318.7	1,331.1	1,200.4	1,653.2
Net Debt to Total Cap	33.6%	32.7%	43.2%	24.8%
Net Debt / LTM EBITDA	1.6x	1.5x	1.1x	1.2x

BLDR Detailed Income Statement

Builders FirstSource, Inc.

Historical and Projected Income Statement

(Dollars in Millions, Except for Per Share)

	For the Three Months Ending,				For the Three Months Ending,				For the Year Ending, December 31,				
	3/31/20A	6/30/20A	9/30/20A	12/31/20A	3/31/21A	6/30/21E	9/30/21E	12/31/21E	2018A	2019A	2020A	2021E	2022E
Total Sales	**$ 1,787.0**	**$ 1,945.6**	**$ 2,295.5**	**$ 2,530.8**	**$ 4,173.8**	**$ 4,742.4**	**$ 4,772.9**	**$ 3,828.8**	**$ 7,724.8**	**$ 7,280.4**	**$ 8,558.9**	**$ 17,517.9**	**$ 15,782.0**
Cost of Sales	1,321.6	1,428.3	1,724.8	1,861.6	3,104.2	3,524.3	3,547.0	2,820.2	5,801.9	5,303.6	6,336.3	12,995.8	11,469.5
Gross Profit	465.4	517.3	570.7	669.2	1,069.6	1,218.1	1,225.9	1,008.7	1,922.9	1,976.8	2,222.6	4,522.2	4,312.4
SG&A	375.1	359.6	401.5	426.0	687.3	761.5	767.4	634.8	1,456.1	1,484.5	1,562.2	2,850.9	2,852.6
Depreciation & Amortization	29.4	28.5	29.4	29.3	134.3	136.0	136.0	136.0	97.9	100.0	116.6	542.3	548.1
Stock Option Expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Facility Closures Expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Income	60.9	129.3	139.8	213.9	248.0	320.6	322.5	237.9	369.0	392.3	543.9	1,129.0	911.7
Interest Expense,Net	51.9	26.8	28.0	28.9	31.8	27.0	27.0	27.0	108.2	109.6	135.7	112.8	114.0
Other Income	-	-	-	-	-	-	-	-	-	-	-	-	-
Income before Taxes	9.0	102.4	111.7	185.0	216.1	293.6	295.5	210.9	260.8	282.8	408.2	1,016.1	797.7
Provision for Income Taxes	0.2	23.5	25.8	45.1	43.5	74.6	75.1	53.6	55.6	60.9	94.6	246.7	191.5
Net Income	$ 8.8	$ 78.9	$ 85.9	$ 139.9	$ 172.6	$ 219.0	$ 220.4	$ 157.3	$ 205.2	$ 221.8	$ 313.5	$ 769.4	$ 606.3
"Adjusted" Net Income	$ 40.2	$ 79.2	$ 96.7	$ 149.0	$ 229.0	$ 219.0	$ 220.4	$ 157.3	$ 221.1	$ 245.1	$ 365.1	$ 825.8	$ 606.3
Earnings Per Share	$ 0.07	$ 0.67	$ 0.73	$ 1.18	$ 0.83	$ 1.05	$ 1.06	$ 0.75	$ 1.76	$ 1.90	$ 2.66	$ 3.69	$ 2.91
Adjusted Earnings Per Share	**$ 0.34**	**$ 0.67**	**$ 0.82**	**$ 1.26**	**$ 1.10**	**$ 1.05**	**$ 1.06**	**$ 0.75**	**$ 1.90**	**$ 2.09**	**$ 3.10**	**$ 3.96**	**$ 2.91**
Diluted Shares Outstanding	117.5	117.5	118.0	118.6	208.6	208.6	208.6	208.6	116.7	117.0	117.9	208.6	208.6
Adjusted EBITDA	**$ 97.0**	**$ 161.9**	**$ 184.3**	**$ 257.1**	**$ 455.2**	**$ 461.6**	**$ 463.5**	**$ 378.9**	**$ 501.4**	**$ 516.0**	**$ 700.4**	**$ 1,759.2**	**$ 1,479.8**
YOY Growth:													
Total Revenue	9.5%	2.2%	15.9%	43.5%	54.1%	62.1%	41.0%	1.7%	9.8%	-5.8%	17.6%	37.2%	-9.9%
Gross Profit	5.3%	0.0%	5.5%	40.4%	52.1%	58.2%	45.3%	3.5%	11.3%	2.8%	12.4%	37.3%	-4.6%
Adj. EBITDA	-3.8%	11.2%	15.0%	135.3%	186.8%	83.0%	63.5%	0.3%	19.7%	2.9%	35.7%	64.1%	-15.9%
Margins:													
Gross Margin	26.0%	26.6%	24.9%	26.4%	25.6%	25.7%	25.7%	26.3%	24.9%	27.2%	26.0%	25.8%	27.3%
EBITDA	5.4%	8.3%	8.0%	10.2%	10.9%	9.7%	9.7%	9.9%	6.5%	7.1%	8.2%	10.0%	9.4%
EBIT	3.4%	6.6%	6.1%	8.5%	5.9%	6.8%	6.8%	6.2%	4.8%	5.4%	6.4%	6.4%	5.8%
Net Margin	0.5%	4.1%	3.7%	5.5%	4.1%	4.6%	4.6%	4.1%	2.7%	3.0%	3.7%	4.4%	3.8%

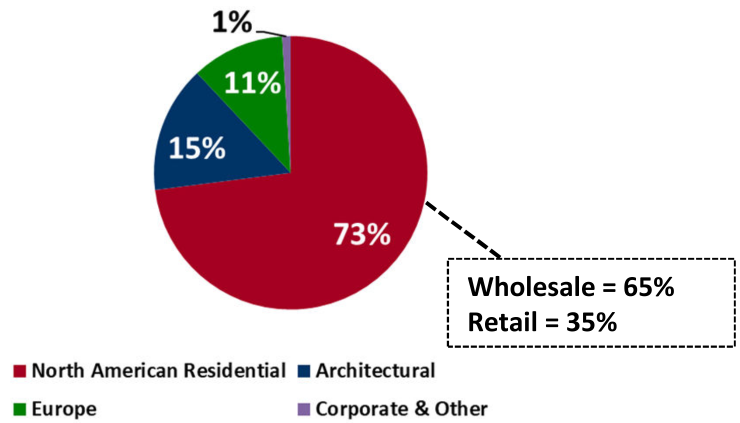
Source: Company documents and Stephens Inc. estimates.

Trey Grooms (501) 377-2318

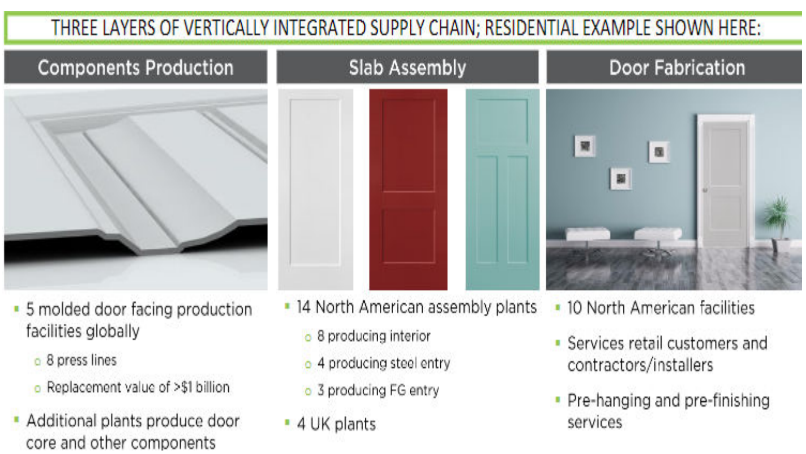
Masonite International (DOOR) Snap Shot

- DOOR is a leading global designer, manufacturer, marketer and distributor of interior and exterior doors.
- They are one of the few vertically integrated door manufacturers in the world.
- Established #1 or #2 positions in all targeted product categories in North America.
- DOOR serves 7,600 customers in 60 countries.
- From 2015 to 2020, achieved approximately 4% and 12% CAGR in net sales and adj. EBITDA, respectively.
- 2025 Centennial Plan – accomplish ≈$4B in net sales, attain sector leading ROIC, and achieve adj. EBITDA margins >20%.

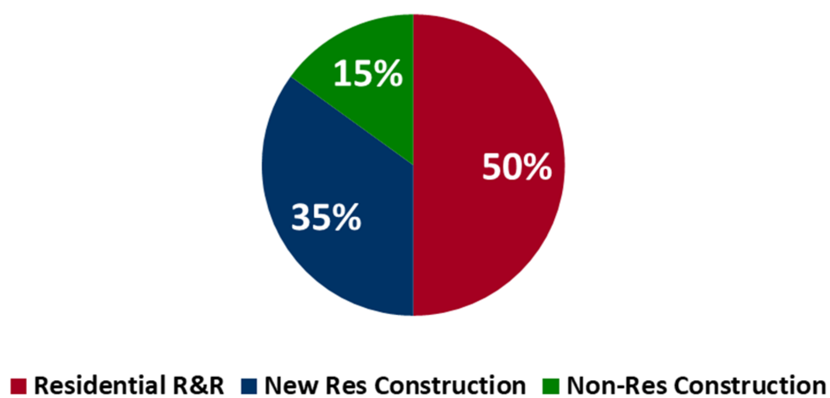
Net Sales by Segment



Vertical Integration



End Market Exposure



DOOR Current Valuation

(In Millions, Except per Share)

Current Market Valuation

Stock Price as of 6/16/21	$ 111.83
% of 52-Week High	*84.6%*
52-Week High (4/29/21)	$ 132.22
52-Week Low (5/14/20)	63.06
Diluted Shares Outstanding	24.9
Equity Value	**$ 2,786.6**
Plus: Total Debt (3/31/21)	791.6
Less: Cash (3/31/21)	(323.2)
Enterprise Value	**$ 3,255.1**

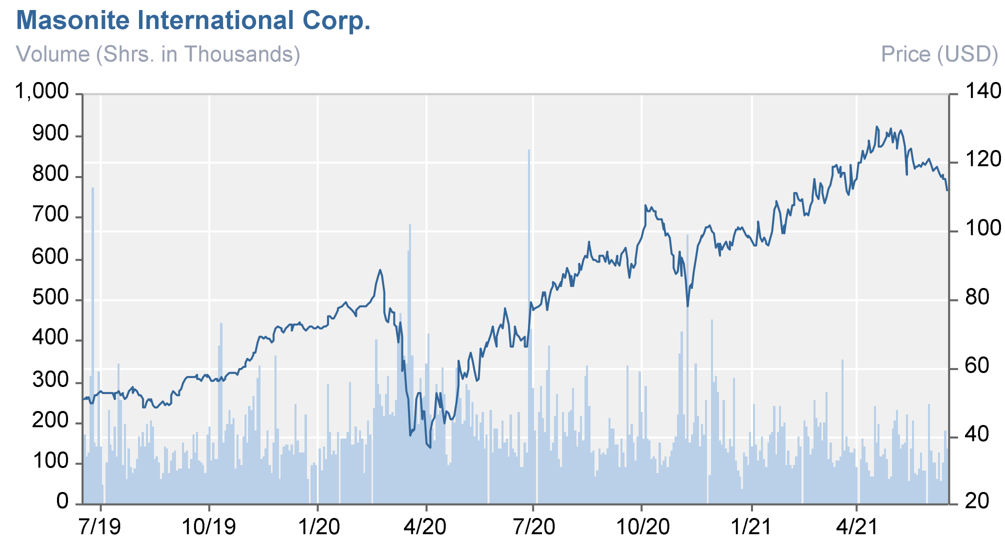
Implied Trading Multiples

	Revenue	EBITDA	Operating EPS
2017A	$ 2,032.9	$ 255.3	$ 3.33
2018A	2,170.1	267.9	3.68
2019A	2,176.7	283.4	3.66
2020A	2,257.1	363.7	6.15
2021E	2,589.2	444.0	8.42
2022E	2,736.3	492.5	10.14

	Enterprise Value/		
	Revenue	EBITDA	P/E
2017A	1.6x	12.7x	33.6x
2018A	1.5	12.1	30.4
2019A	1.5	11.5	30.5
2020A	1.4	8.9	18.2
2021E	1.3	7.3	13.3
2022E	1.2	6.6	11.0

$ 150.00 Price Target Implied Multiples

	Enterprise Value/		
	Revenue	EBITDA	P/E
2017A	2.0x	15.7x	45.0x
2018A	1.8	14.9	40.7
2019A	1.8	14.1	40.9
2020A	1.8	11.0	24.4
2021E	1.5	9.0	17.8
2022E	1.5	8.1	14.8



Balance Sheet Summary

($ in millions)

	As of			
	6/30/20	9/30/20	12/31/20	3/31/21
Summary Balance Sheet				
Cash and Equivalents	$ 197.5	$ 300.8	$ 364.7	$ 323.2
Total Debt	791.5	791.9	792.2	791.6
Stockholder's Equity	646.2	645.5	695.1	737.2
Balance Sheet Metrics				
Total Capitalization	$ 1,437.8	$ 1,437.4	$ 1,487.4	$ 1,528.8
Net Debt	594.0	491.1	427.6	468.4
Net Debt to Total Cap	41.3%	34.2%	28.7%	30.6%
Net Debt / LTM EBITDA	1.9x	1.4x	1.2x	1.2x

DOOR Detailed Income Statement

Masonite International Corp. (DOOR)

Historical and Projected Income Statement

(Dollars in Millions, Except for Per Share)

	For the Three Months Ending,				For the Three Months Ending,				For the Twelve Months Ending,				
	3/31/20A	6/30/20A	9/30/20A	12/31/20A	3/31/21A	6/30/21E	9/30/21E	12/31/21E	2018A	2019A	2020A	2021E	2022E
North American Residential	383.9	381.2	420.5	452.6	476.5	514.9	495.0	486.4	1,454.9	1,465.8	1,638.2	1,972.8	2,090.2
Europe	70.7	29.9	74.3	83.2	88.5	46.1	79.5	89.0	368.9	321.7	258.1	303.1	321.3
Architectural	91.2	85.6	86.7	77.3	75.0	72.4	73.3	65.4	323.6	365.3	340.8	286.0	297.5
Corporate & Other	5.4	3.0	6.2	5.4	6.3	7.0	7.0	7.0	22.7	23.9	20.0	27.3	27.3
Total Net Sales	$ 551.2	$ 499.7	$ 587.7	$ 618.5	$ 646.3	$ 640.4	$ 654.8	$ 647.7	$ 2,170.1	$ 2,176.7	$ 2,257.1	$ 2,589.2	$ 2,736.3
Cost of Sales	416.9	363.3	427.3	477.0	487.7	470.7	471.4	479.3	1,734.8	1,699.0	1,684.6	1,909.1	1,990.2
Gross Profit	134.3	136.4	160.3	141.5	158.6	169.7	183.3	168.4	435.3	477.7	572.5	680.1	746.1
SG&A	80.3	73.4	118.4	94.7	83.6	83.0	88.4	94.7	266.2	310.6	366.8	349.7	369.7
Restructuring Costs	1.9	1.1	1.9	3.3	1.6	10.0	-	-	1.6	9.8	8.2	11.6	-
Other	-	2.1	51.5	-	-	-	-	-	5.2	28.0	53.6	-	-
Operating Income	52.0	59.7	(11.4)	43.6	73.4	76.7	94.9	73.7	162.2	129.3	143.9	318.7	376.3
Interest Expense,Net	11.3	11.8	11.8	11.9	11.9	11.8	11.8	11.9	39.0	46.5	46.8	47.5	47.5
Other Expense	0.0	(1.4)	(2.0)	(1.9)	(1.3)	(1.4)	(2.0)	(1.9)	2.3	16.5	(5.2)	(6.6)	(6.6)
Income before Taxes	40.7	49.3	(21.3)	33.6	62.8	66.3	85.1	63.7	120.9	66.3	102.3	277.9	335.5
Provision for Income Taxes	9.6	14.7	(0.8)	5.1	14.6	15.4	19.8	14.8	23.8	17.3	28.6	64.7	78.1
Net Income from Cont. Ops.	**$ 31.0**	**$ 34.7**	**$ (20.5)**	**$ 28.5**	**$ 48.1**	**$ 50.9**	**$ 65.3**	**$ 48.9**	**$ 97.1**	**$ 49.0**	**$ 73.7**	**$ 213.2**	**$ 257.4**
Income (loss) from discontinued ops	-	-	-	-	-	-	-	-	(0.5)	(0.8)	-	-	-
Net Income (loss)	$ 31.0	$ 34.7	$ (20.5)	$ 28.5	$ 48.1	$ 50.9	$ 65.3	$ 48.9	$ 96.5	$ 48.2	$ 73.7	$ 213.2	$ 257.4
Income (loss) to non-controlling interest	1.2	0.7	1.3	1.6	1.2	1.2	1.2	1.2	3.8	3.6	4.7	4.7	4.7
Net Income (loss)	**$ 29.9**	**$ 34.0**	**$ (21.8)**	**$ 26.9**	**$ 47.0**	**$ 49.7**	**$ 64.1**	**$ 47.7**	**$ 92.7**	**$ 44.6**	**$ 69.0**	**$ 208.5**	**$ 252.7**
GAAP Diluted Earnings Per Share	$ 1.19	$ 1.38	$ (0.87)	$ 1.08	$ 1.89	$ 1.99	$ 2.57	$ 1.91	$ 3.33	$ 1.75	$ 2.77	$ 8.37	$ 10.14
Operating Earnings Per Share	**$ 1.24**	**$ 1.50**	**$ 2.16**	**$ 1.26**	**$ 1.93**	**$ 1.99**	**$ 2.57**	**$ 1.91**	**$ 3.68**	**$ 3.66**	**$ 6.15**	**$ 8.42**	**$ 10.14**
Common Shares Outstanding	24.9	24.5	24.5	24.5	24.5	24.5	24.5	24.5	27.4	25.1	24.6	24.5	24.5
Diluted Shares Outstanding	25.2	24.7	24.9	24.9	24.9	24.9	24.9	24.9	27.8	25.5	24.9	24.9	24.9
D&A	$ 22.5	$ 22.8	$ 23.4	$ 23.1	$ 23.2	$ 23.2	$ 23.9	$ 23.6	$ 87.7	$ 99.8	$ 91.8	$ 93.9	$ 95.8
Tax Rate	23.7%	29.8%	3.8%	15.2%	23.3%	23.3%	23.3%	23.3%	19.7%	26.1%	28.0%	23.3%	23.3%
Adjusted EBITDA	**$ 81.5**	**$ 91.9**	**$ 109.0**	**$ 81.3**	**$ 102.0**	**$ 113.7**	**$ 125.1**	**$ 103.2**	**$ 267.9**	**$ 283.4**	**$ 363.7**	**$ 444.0**	**$ 492.5**
YOY Growth:													
North American Residential	8.5%	0.4%	12.5%	26.2%	24.1%	35.1%	17.7%	7.5%	1.8%	0.7%	11.8%	20.4%	6.0%
Europe	-16.1%	-63.1%	-2.2%	3.5%	25.2%	54.1%	7.0%	7.0%	26.4%	-12.8%	-19.8%	17.4%	6.0%
Architectural	6.5%	-11.9%	-10.2%	-10.1%	-17.8%	-15.5%	-15.5%	-15.5%	12.2%	12.9%	-6.7%	-16.1%	4.0%
Corporate & Other	-19.1%	-42.5%	6.2%	-12.8%	16.7%	136.6%	13.8%	28.7%	-3.9%	5.2%	-16.4%	36.9%	0.0%
Total Net Sales	**3.9%**	**-11.2%**	**6.4%**	**16.4%**	**17.3%**	**28.2%**	**11.4%**	**4.7%**	**6.7%**	**0.3%**	**3.7%**	**14.7%**	**5.7%**
Gross Profit	19.8%	5.8%	27.6%	27.5%	18.1%	24.5%	14.4%	19.0%	7.0%	9.7%	19.9%	18.8%	9.7%
Operating Income	245.9%	29.0%	-124.9%	98.6%	41.1%	28.4%	-929.7%	69.1%	2.2%	-20.3%	11.3%	121.5%	18.1%
Adjusted EBITDA	24.5%	15.2%	43.7%	30.4%	25.2%	23.7%	14.8%	27.0%	4.9%	5.8%	28.3%	22.1%	10.9%
Margins:													
Gross Margin	24.4%	27.3%	27.3%	22.9%	24.5%	26.5%	28.0%	26.0%	20.1%	21.9%	25.4%	26.3%	27.3%
SG&A Margin	14.6%	14.7%	20.1%	15.3%	12.9%	13.0%	13.5%	14.6%	12.3%	14.3%	16.2%	13.5%	13.5%
Adjusted EBITDA	**14.8%**	**18.4%**	**18.5%**	**13.1%**	**15.8%**	**17.7%**	**19.1%**	**15.9%**	**12.3%**	**13.0%**	**16.1%**	**17.1%**	**18.0%**
EBIT	9.4%	12.0%	-1.9%	7.0%	11.4%	12.0%	14.5%	11.4%	7.5%	5.9%	6.4%	12.3%	13.8%

Source: Stephens Inc. estimates & Company documents

Trey Grooms (501) 377-2318

Eagle Materials (EXP) Snap Shot

Fiscal Year 2021 results.

Gypsum Wallboard

- ~$539 mil. in sales
- **~33% Total Revs**
- ~$167 mil. of EBIT

Demand Mix:

New Residential:	25%
New Non-residential:	25%
Repair & Remodel:	45%
Manufactured Housing:	5%

Paperboard

- ~$96 mil. in Sales
- **~6% Total Revs**
- ~$25 mil. of EBIT

Concrete & Aggregates

- ~$169 mil. in Sales
- **~10% Total Revs**
- ~$19 mil. of EBIT

Cement

- ~$819 mil. in Sales
- **~51% Total Revs**
- ~$197 mil. of EBIT

Demand Mix:
Residential: 15%
Non-Residential: 25%
Public Works: 55%
Other: 5%

EXP Current Valuation

(In Millions, Except per Share)

Current Market Valuation		
Stock Price as of 6/16/21	$	144.83
% of 52-Week High		*94.2%*
52-Week High (5/14/21)	$	153.71
52-Week Low (5/18/20)		66.91
Diluted Shares Outstanding		42.3
Equity Value	**$**	**6,121.1**
Plus: Total Debt (3/31/21)		1,008.6
Less: Cash and Equivalents (3/31/21)		(268.5)
Enterprise Value	**$**	**6,861.2**

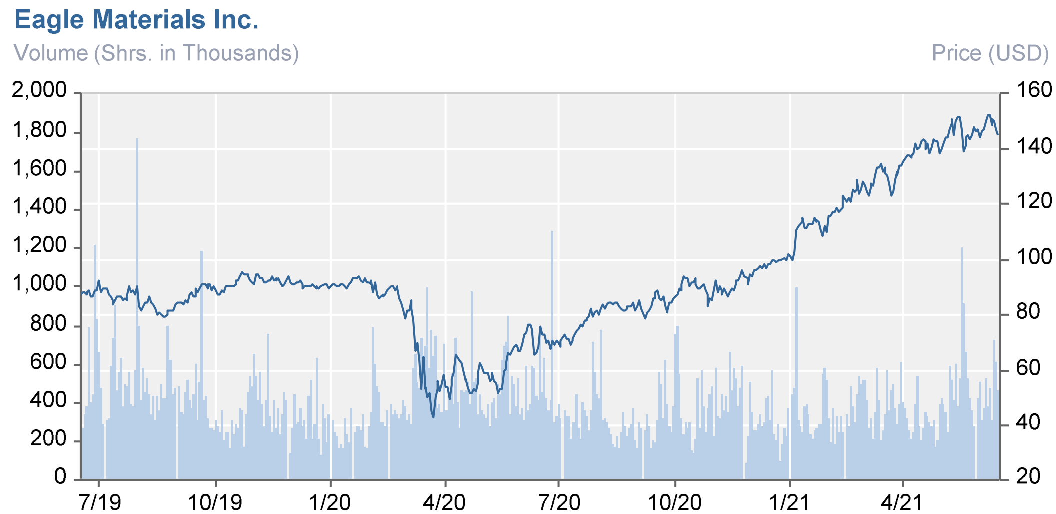
Current Trading Multiples

	Revenue	EBITDA	Operating EPS
2018A	$ 1,386.5	$ 469.9	$ 4.83
2019A	1,393.2	460.8	5.05
2020A	1,450.8	468.6	5.57
2021A	1,622.6	571.0	7.10
2022E	1,737.8	609.1	8.35
2023E	1,839.9	662.7	9.36

	Enterprise Value/ Revenue	Enterprise Value/ EBITDA	P/E
2018A	4.9x	14.6x	30.0x
2019A	4.9	14.9	28.7
2020A	4.7	14.6	26.0
2021A	4.2	12.0	20.4
2022E	3.9	11.3	17.3
2023E	3.7	10.4	15.5

$ 170 Price Target Implied Multiples

	Enterprise Value/ Revenue	Enterprise Value/ EBITDA	P/E
2018A	5.4x	16.0x	35.2x
2019A	5.4	16.3	33.6
2020A	5.2	16.1	30.5
2021A	4.6	13.2	23.9
2022E	4.3	12.4	20.3
2023E	4.1	11.4	18.2



Balance Sheet Summary

($ in millions)

	As of 6/30/20	9/30/20	12/31/20	3/31/21
Summary Balance Sheet				
Cash and Equivalents	$ 199.4	$ 205.9	$ 147.8	$ 268.5
Total Debt	1,492.1	1,252.7	1,008.3	1,008.6
Stockholder's Equity	1,068.0	1,168.0	1,261.2	1,359.0
Balance Sheet Metrics				
Total Capitalization	$ 2,560.0	$ 2,420.7	$ 2,269.5	$ 2,367.6
Net Debt	1,292.6	1,046.9	860.6	740.1
Net Debt to Total Cap	50.5%	43.2%	37.9%	31.3%
Net Debt / LTM EBITDA	2.6x	2.0x	1.6x	1.3x

EXP Detailed Income Statement

Eagle Materials Inc.
Historical & Projected Income Statement
(in 000s) March Fiscal Year-end

	For the Three Months Ending,				For the Three Months Ending,				For the Fiscal Year Ended,				
	1Q21A	**2Q21A**	**3Q21A**	**4Q21A**	**1Q22E**	**2Q22E**	**3Q22E**	**4Q22E**	**2019A**	**2020A**	**2021A**	**2022E**	**2023E**
Revenue:	*6/30/20*	*9/30/20*	*12/31/20*	*3/31/21*	*6/30/21*	*9/30/21*	*12/31/21*	*3/31/22*					
Gypsum Wallboard	$ 130,150	$ 131,210	$ 135,658	$ 141,991	$ 150,664	$ 155,782	$ 154,226	$ 157,381	$ 532,712	$ 508,145	$ 539,009	$ 618,053	$ 674,369
Cement	230,080	244,602	201,741	142,080	236,982	251,940	207,793	146,342	537,858	616,967	818,503	843,058	877,033
Paperboard	22,675	25,572	23,738	24,422	23,933	27,154	25,606	25,961	100,933	97,648	96,407	102,654	107,827
Concrete and Aggregates	44,084	46,300	43,530	34,809	41,574	50,049	45,695	36,678	138,751	181,273	168,723	173,996	180,623
Oil and Gas (Frac Sand)	-	-	-	-	-	-	-	-	72,659	46,781	-	-	-
Other	-	-	-	-	-	-	-	-	10,328	-	-	-	-
Total Revenue	**$ 426,989**	**$ 447,684**	**$ 404,667**	**$ 343,302**	**$ 453,153**	**$ 484,925**	**$ 433,321**	**$ 366,362**	**$ 1,393,241**	**$ 1,450,814**	**$ 1,622,642**	**$ 1,737,760**	**$ 1,839,852**
Operating Income:													
Gypsum Wallboard	$ 41,325	$ 37,606	$ 40,792	$ 47,613	$ 52,496	$ 55,204	$ 54,285	$ 57,833	$ 180,831	$ 154,614	$ 167,336	$ 219,818	$ 251,117
Cement	52,659	69,336	60,351	14,170	55,869	73,028	64,084	17,822	126,217	138,745	196,516	210,802	225,544
Paperboard	2,895	10,652	7,161	4,741	7,320	8,859	7,837	7,983	35,349	34,979	25,449	31,998	37,346
Concrete and Aggregates	5,418	5,255	5,075	3,306	5,713	7,525	6,203	4,763	12,866	17,558	19,054	24,205	26,291
Oil and Gas (Frac) Sand	-	-	-	-	-	-	-	-	(29,077)	(14,634)	-	-	-
Other	-	-	-	-	-	-	-	-	(219,883)	-	-	-	-
Other Non-Operating Income	(309)	(90)	2,297	18,376	-	-	-	-	2,412	(25)	20,274	-	-
Corporate General and Administrative	(17,789)	(11,109)	(11,327)	(9,286)	(12,500)	(12,500)	(12,500)	(12,500)	(37,371)	(65,410)	(49,511)	(50,000)	(52,000)
Other One-Time Items	51,973	-	-	-	-	-	-	-	(1,800)	(224,267)	51,973	-	-
Operating Income (Loss)	**$ 136,172**	**$ 111,650**	**$ 104,349**	**$ 78,920**	**$ 108,897**	**$ 132,117**	**$ 119,908**	**$ 75,901**	**$ 69,544**	**$ 41,560**	**$ 431,091**	**$ 436,823**	**$ 488,298**
Net Interest and Other Expense (Income)	14,041	12,556	9,360	8,463	8,463	8,463	8,463	8,463	28,374	38,421	44,420	33,852	33,852
Equity in Earnings	7,796	10,577	10,083	8,985	9,036	12,064	11,529	11,361	38,565	42,585	37,441	43,990	46,042
Net Income Before Taxes	129,927	109,671	105,072	79,442	109,470	135,718	122,974	78,799	79,735	45,724	424,112	446,961	500,488
Income Tax Expense	32,836	19,800	23,879	13,431	22,989	28,501	25,825	16,548	10,875	(25,170)	89,946	93,862	105,103
Net Income	**$ 97,091**	**$ 89,871**	**$ 81,193**	**$ 66,011**	**$ 86,482**	**$ 107,217**	**$ 97,150**	**$ 62,251**	**$ 68,860**	**$ 70,894**	**$ 334,166**	**$ 353,099**	**$ 395,386**
Earnings Per Share	**$ 2.34**	**$ 2.16**	**$ 1.94**	**$ 1.56**	**$ 2.05**	**$ 2.54**	**$ 2.30**	**$ 1.47**	**$ 1.47**	**$ 1.68**	**$ 7.99**	**$ 8.35**	**$ 9.36**
Operating Earnings Per Share	**$ 1.59**	**$ 2.02**	**$ 1.94**	**$ 1.56**	**$ 2.05**	**$ 2.54**	**$ 2.30**	**$ 1.47**	**$ 5.05**	**$ 5.57**	**$ 7.10**	**$ 8.35**	**$ 9.36**
Average Shares Outstanding (Diluted)	41,563	41,649	41,835	42,264	42,264	42,264	42,264	42,264	46,871	42,285	41,828	42,264	42,264
Effective Tax Rate	25.3%	18.1%	22.7%	16.9%	21.0%	21.0%	21.0%	21.0%	13.6%	(55.0%)	21.2%	21.0%	21.0%
EBITDA	**$ 138,846**	**$ 157,904**	**$ 150,294**	**$ 123,949**	**$ 150,013**	**$ 176,261**	**$ 163,517**	**$ 119,342**	**$ 460,809**	**$ 468,610**	**$ 570,993**	**$ 609,133**	**$ 662,660**
Wallboard													
Price	**$ 146.28**	**$ 143.41**	**$ 147.87**	**$ 161.07**	**$ 164.07**	**$ 166.07**	**$ 166.07**	**$ 171.05**	**$ 160.30**	**$ 148.03**	**$ 149.62**	**$ 166.81**	**$ 176.18**
YOY % Change	(3.1%)	(3.2%)	1.0%	9.9%	12.2%	15.8%	12.3%	6.2%	2.6%	(7.7%)	1.1%	11.5%	5.6%
Volume (MMSF)	**704**	**720**	**727**	**706**	**739**	**756**	**749**	**741**	**2,651**	**2,694**	**2,857**	**2,985**	**3,105**
YOY % Change	6.7%	5.7%	8.7%	3.2%	5.0%	5.0%	3.0%	5.0%	3.8%	1.6%	6.1%	4.5%	4.0%
Cement													
Price	**$ 109.10**	**$ 111.59**	**$ 111.91**	**$ 112.77**	**$ 112.73**	**$ 115.29**	**$ 115.64**	**$ 116.53**	**$ 108.15**	**$ 109.96**	**$ 111.19**	**$ 114.89**	**$ 118.59**
YOY % Change	(0.5%)	2.0%	1.7%	1.5%	3.3%	3.3%	3.3%	3.3%	0.8%	1.7%	1.1%	3.3%	3.2%
Volume (Million Tons)	**2,085**	**2,180**	**1,842**	**1,359**	**2,096**	**2,192**	**1,853**	**1,380**	**5,340**	**5,931**	**7,466**	**7,521**	**7,596**
YOY % Change	34.5%	22.6%	28.0%	16.8%	0.5%	0.5%	0.6%	1.6%	(0.5%)	11.1%	25.9%	0.7%	1.0%
% Growth (Year-Over-Year)													
Gypsum Wallboard Revenue	3%	2%	8%	11%	16%	19%	14%	11%	8%	(5%)	6%	15%	9%
Cement Revenue	41%	28%	36%	24%	3%	3%	3%	3%	2%	15%	33%	3%	4%
Paperboard Revenue	(12%)	(1%)	5%	4%	6%	6%	8%	6%	(9%)	(3%)	(1%)	6%	5%
Concrete and Aggregates Revenue	12%	(17%)	(7%)	(12%)	(6%)	8%	5%	5%	(11%)	31%	(7%)	3%	4%
Total Revenue	15%	8%	16%	9%	6%	8%	7%	7%	0%	4%	12%	7%	6%
Adj. EBITDA	29%	14%	27%	20%	8%	12%	9%	(4%)	(2%)	2%	22%	7%	9%
Operating EPS	41%	14%	29%	22%	29%	26%	18%	(6%)	5%	10%	27%	18%	12%
Margin Analysis:													
EBITDA Margin	33%	35%	37%	36%	33%	36%	38%	33%	33%	32%	35%	35%	36%
Gypsum Wallboard Operating Margin	32%	29%	30%	34%	35%	35%	35%	37%	34%	30%	31%	36%	37%
Cement Operating Margin	23%	28%	30%	10%	24%	29%	31%	12%	23%	22%	24%	25%	26%
Paperboard Operating Margin	13%	42%	30%	19%	31%	33%	31%	31%	35%	36%	26%	31%	35%
Concrete and Aggregates Operating Margin	12%	11%	12%	9%	14%	15%	14%	13%	9%	10%	11%	14%	15%
Total Operating Margin	32%	25%	26%	23%	24%	27%	28%	21%	5%	3%	27%	25%	27%

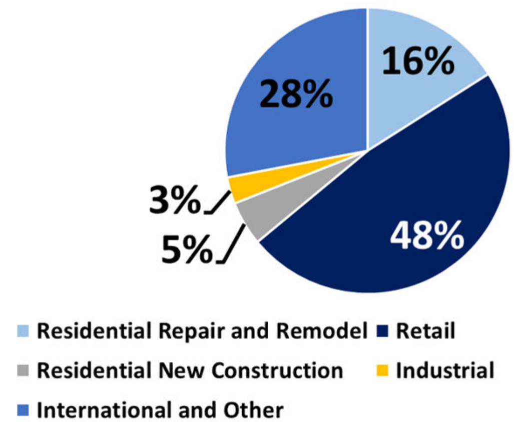
Source: Company documents and Stephens Inc. estimates.

Trey Grooms 501-377-2318

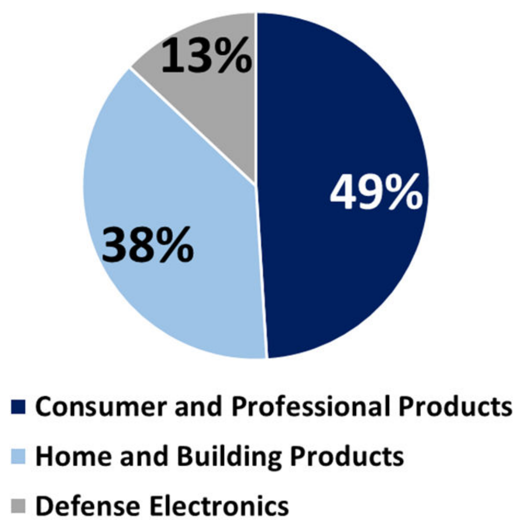
Griffon Corp. (GFF) Snap Shot

- GFF is a diversified management and holding company which operates through three segments – home and building products (HBP), consumer and professional products (CPP), and defense electronics.
- HBP – Clopay Corporation was founded in 1964. They have a network of ~2,500 professional dealers and are currently investing in technology and capacity to drive growth.
- CPP – The AMES Companies was established in 1774. Many of their products have 100+ year legacies. Their success stems from strong, long-term customer relationships and exceptional design, manufacturing, and logistics capabilities
- HBP and CPP segments both lead in every core product category in their respective areas.

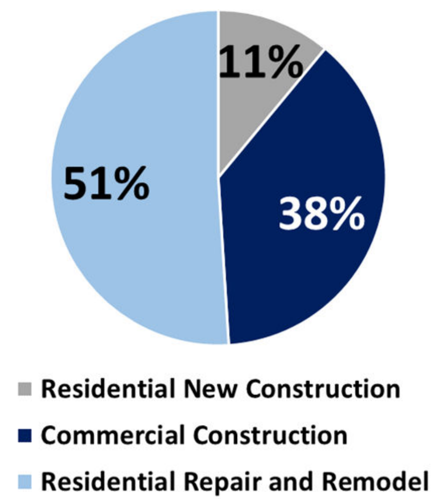
End Market Exposure - CPP



Revenue by Segment



End Market Exposure - HBP



Stephens

Source: Company Documents and Stephens Inc.

GFF Current Valuation

(In Millions, Except per Share)

Current Market Valuation		
Stock Price as of 6/16/21	$	26.32
% of 52-Week High		90.2%
52-Week High (3/16/21)	$	29.19
52-Week Low (5/14/20)		16.71
Diluted Shares Outstanding		53.3
Equity Value	**$**	**1,401.9**
Plus: Total Debt (As of 3/31/21)		1,058.8
Less: Cash (As of 3/31/21)		175.6
Enterprise Value	**$**	**2,285.1**

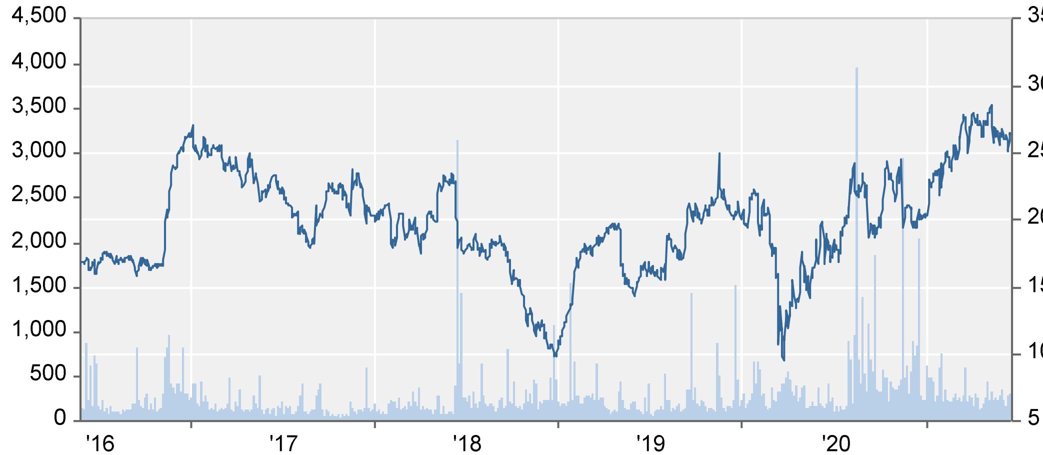
Current Trading Multiples

	Revenue	EBITDA	Operating EPS
2018A	$1,977.9	$ 167.8	$ 0.76
2019A	2,209.3	199.6	1.08
2020A	2,407.5	235.9	1.62
2021E	2,501.6	273.4	1.89
2022E	2,598.9	294.2	2.12

	Enterprise Value/ Revenue	Enterprise Value/ EBITDA	P/E
2018A	1.2x	13.6x	34.8x
2019A	1.0	11.4	24.3
2020A	0.9	9.7	16.2
2021E	0.9	8.4	13.9
2022E	0.9	7.8	12.4

$ 33.00 Price Target Implied Multiples

	Enterprise Value/ Revenue	Enterprise Value/ EBITDA	P/E
2018A	1.3x	15.7x	43.6x
2019A	1.2	13.2	30.5
2020A	1.1	11.2	20.3
2021E	1.1	9.7	17.5
2022E	1.0	9.0	15.6



Balance Sheet Summary

($ in millions)

	As of 6/30/20	As of 9/30/20	As of 12/31/20	As of 3/31/21
Summary Balance Sheet				
Cash and Equivalents	$ 72.0	$ 218.1	$ 233.8	$ 175.6
Total Debt	1,132.6	1,047.0	1,048.6	1,058.8
Stockholder's Equity	508.5	700.2	740.0	764.4
Balance Sheet Metrics				
Total Capitalization	$ 1,641.1	$ 1,747.1	$ 1,788.6	$ 1,823.2
Net Debt	1,060.6	828.9	814.8	883.2
Net Debt to Total Cap	64.6%	47.4%	45.6%	48.4%
Net Debt / LTM EBITDA	4.6x	3.5x	3.2x	3.2x

GFF Detailed Income Statement

Griffon Corporation (GFF)
Historical and Projected Income Statement
(Dollars in Millions, Except per Share data)

	For the Three Months Ending,				For the Three Months Ending,				For the Twelve Months Ending,				
	12/31/20A	**3/31/21A**	**6/30/21E**	**9/30/21E**	**12/31/21E**	**3/31/22E**	**6/30/22E**	**9/30/22E**	**2018A**	**2019A**	**2020A**	**2021E**	**2022E**
Consumer and Professional Products	$ 291.0	$ 331.9	$ 317.4	$ 279.6	$ 291.0	$ 331.9	$ 342.8	$ 293.6	$ 953.6	$ 1,000.6	$ 1,139.2	$ 1,219.9	$ 1,259.3
Home and Building Products	250.5	242.8	236.7	244.1	263.0	252.5	248.5	258.7	698.0	873.6	927.3	974.1	1,022.8
Defense Electronics	67.8	60.2	72.3	107.4	69.8	62.0	74.4	110.6	326.3	335.0	341.0	307.6	316.8
Net Sales	**$ 609.3**	**$ 634.8**	**$ 626.4**	**$ 631.1**	**$ 623.8**	**$ 646.3**	**$ 665.8**	**$ 662.9**	**$ 1,977.9**	**$ 2,209.3**	**$ 2,407.5**	**$ 2,501.6**	**$ 2,598.9**
Cost of goods and services	439.1	464.5	464.7	468.7	434.9	457.5	471.2	474.6	1,448.4	1,614.0	1,766.1	1,837.0	1,838.2
Gross Profit	**$ 170.2**	**$ 170.3**	**$ 161.7**	**$ 162.4**	**$ 188.9**	**$ 188.8**	**$ 194.6**	**$ 188.3**	**$ 529.6**	**$ 595.3**	**$ 641.4**	**$ 664.6**	**$ 760.7**
SG&A	121.6	126.8	112.7	113.6	127.9	132.5	136.5	135.9	433.1	460.0	486.4	474.7	532.8
Operating income	**$ 48.6**	**$ 43.5**	**$ 49.0**	**$ 48.8**	**$ 61.0**	**$ 56.3**	**$ 58.1**	**$ 52.4**	**$ 96.4**	**$ 135.3**	**$ 155.0**	**$ 189.9**	**$ 227.9**
Interest expense	(15.7)	(15.8)	(15.8)	(15.8)	(15.8)	(15.8)	(15.8)	(15.8)	(65.6)	(68.1)	(66.5)	(63.0)	(63.0)
Interest income	0.0	0.3	0.3	0.3	0.3	0.3	0.3	0.3	1.7	0.8	0.8	1.0	1.2
Other, net	6.2	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	1.2	4.2	(6.5)	5.9	(0.4)
Total other expense	$ (9.4)	$ (15.6)	$ (15.5)	$ (15.5)	$ (15.5)	$ (15.5)	$ (15.5)	$ (15.5)	$ (62.6)	$ (63.1)	$ (72.3)	$ (56.2)	$ (62.2)
Income before taxes from continuing operations	39.2	27.9	33.4	33.3	45.5	40.8	42.5	36.9	33.8	72.2	82.8	133.7	165.7
Provision for income taxes	9.7	10.7	10.7	10.6	14.6	13.1	13.6	11.8	0.6	26.6	29.3	41.8	53.0
Income from continuing operations	$ 29.5	$ 17.1	$ 22.7	$ 22.6	$ 30.9	$ 27.7	$ 28.9	$ 25.1	$ 33.3	$ 45.6	$ 53.4	$ 92.0	$ 112.7
Income from discontinued operations	-	-	-	-	-	-	-	-	92.4	(8.3)	-	-	-
Net income	**$ 29.5**	**$ 17.1**	**$ 22.7**	**$ 22.6**	**$ 30.9**	**$ 27.7**	**$ 28.9**	**$ 25.1**	**$ 125.7**	**$ 37.3**	**$ 53.4**	**$ 92.0**	**$ 112.7**
GAAP EPS	$ 0.55	$ 0.32	$ 0.43	$ 0.42	$ 0.58	$ 0.52	$ 0.54	$ 0.47	$ 2.96	$ 0.87	$ 1.19	$ 1.73	$ 2.12
Operating EPS	**$ 0.56**	**$ 0.48**	**$ 0.43**	**$ 0.42**	**$ 0.58**	**$ 0.52**	**$ 0.54**	**$ 0.47**	**$ 0.76**	**$ 1.08**	**$ 1.62**	**$ 1.89**	**$ 2.12**
Diluted Shares Outstanding	53.2	53.3	53.3	53.3	53.3	53.3	53.3	53.3	42.4	42.9	45.0	53.2	53.3
Adjusted EBITDA	**$ 74.6**	**$ 67.8**	**$ 65.5**	**$ 65.4**	**$ 77.6**	**$ 72.9**	**$ 74.7**	**$ 69.0**	**$ 167.8**	**$ 199.6**	**$ 235.9**	**$ 273.4**	**$ 294.2**
Unallocated amounts, exlcuding depreciation	$ 12.0	$ 11.9	$ 11.8	$ 11.8	$ 12.5	$ 12.9	$ 13.3	$ 13.3	$ 45.8	$ 46.3	$ 47.0	$ 47.4	$ 52.0
Segment Adj. EBITDA:													
Consumer and Professional Products	$ 32.7	$ 37.4	$ 30.6	$ 22.4	$ 33.7	$ 38.0	$ 38.1	$ 23.6	$ -	$ 90.7	$ 104.1	$ 123.1	$ 133.5
Home and Building Products	48.4	40.1	40.2	43.3	51.4	43.1	43.3	46.9	177.4	120.2	153.6	172.0	184.7
Defense Electronics	5.6	2.2	6.3	11.3	4.8	4.6	6.5	11.6	36.1	35.1	25.2	25.5	27.5
Segment Adj. EBITDA	**$ 86.7**	**$ 79.7**	**$ 77.1**	**$ 77.0**	**$ 89.9**	**$ 85.7**	**$ 87.8**	**$ 82.1**	**$ 213.5**	**$ 245.9**	**$ 282.9**	**$ 320.5**	**$ 345.6**
YOY Growth:													
Consumer and Professional Products	20.7%	20.7%	(3.5%)	(5.0%)	0.0%	0.0%	8.0%	5.0%	74.9%	4.9%	13.9%	7.1%	3.2%
Home and Building Products	3.8%	15.7%	8.0%	(5.0%)	5.0%	4.0%	5.0%	6.0%	22.9%	25.2%	6.1%	5.0%	5.0%
Defense Electronics	2.7%	(26.3%)	(13.9%)	(1.9%)	3.0%	3.0%	3.0%	3.0%	(20.7%)	2.7%	1.8%	(9.8%)	3.0%
Net Sales	**11.1%**	**12.1%**	**(0.9%)**	**(4.5%)**	**2.4%**	**1.8%**	**6.3%**	**5.0%**	**5.9%**	**11.7%**	**9.0%**	**3.9%**	**3.9%**
Operating Income	51.3%	70.1%	(4.9%)	6.5%	25.6%	29.6%	18.6%	7.4%	5.5%	40.2%	14.6%	22.5%	20.0%
Adjusted EBITDA	**35.3%**	**41.3%**	**(5.6%)**	**3.3%**	**4.0%**	**7.6%**	**13.9%**	**5.5%**	**16.9%**	**19.0%**	**18.2%**	**15.9%**	**7.6%**
YOY Growth for Segment Adj. EBITDA:													
Consumer and Professional Products	49.2%	49.5%	(17.7%)	12.0%	3.0%	1.6%	24.7%	5.6%	NM	NM	14.8%	18.3%	8.4%
Home and Building Products	18.8%	30.8%	2.4%	0.7%	6.3%	7.6%	7.5%	8.3%	39.9%	(32.3%)	27.9%	11.9%	7.4%
Defense Electronics	24.8%	(47.7%)	54.0%	(8.5%)	(13.6%)	106.9%	1.7%	2.3%	(21.5%)	(2.7%)	(28.1%)	1.0%	7.8%
Segment Adj. EBITDA	**29.2%**	**33.0%**	**(4.2%)**	**2.2%**	**3.8%**	**7.5%**	**13.8%**	**6.7%**	**0.5%**	**15.2%**	**15.0%**	**13.3%**	**7.8%**
Margins:													
Gross margin	27.9%	26.8%	25.8%	25.7%	30.3%	29.2%	29.2%	28.4%	26.8%	26.9%	26.6%	26.6%	29.3%
EBIT margin	8.0%	6.9%	7.8%	7.7%	9.8%	8.7%	8.7%	7.9%	4.9%	6.1%	6.4%	7.6%	8.8%
Adjusted EBITDA margin	**12.3%**	**10.7%**	**10.5%**	**10.4%**	**12.4%**	**11.3%**	**11.2%**	**10.4%**	**8.5%**	**9.0%**	**9.8%**	**10.9%**	**11.3%**
Margins for Segment Adj. EBITDA:													
Consumer and Professional Products	11.2%	11.3%	9.6%	8.0%	11.6%	11.5%	11.1%	8.1%	NM	9.1%	9.1%	10.1%	10.6%
Home and Building Products	19.3%	16.5%	17.0%	17.7%	19.5%	17.1%	17.4%	18.1%	25.4%	13.8%	16.6%	17.7%	18.1%
Defense Electronics	8.2%	3.7%	8.8%	10.5%	6.9%	7.4%	8.7%	10.5%	11.1%	10.5%	7.4%	8.3%	8.7%
Segment Adj. EBITDA	**14.2%**	**12.6%**	**12.3%**	**12.2%**	**14.4%**	**13.3%**	**13.2%**	**12.4%**	**10.8%**	**11.1%**	**11.8%**	**12.8%**	**13.3%**

Source: Company documents & Stephens Inc. estimates

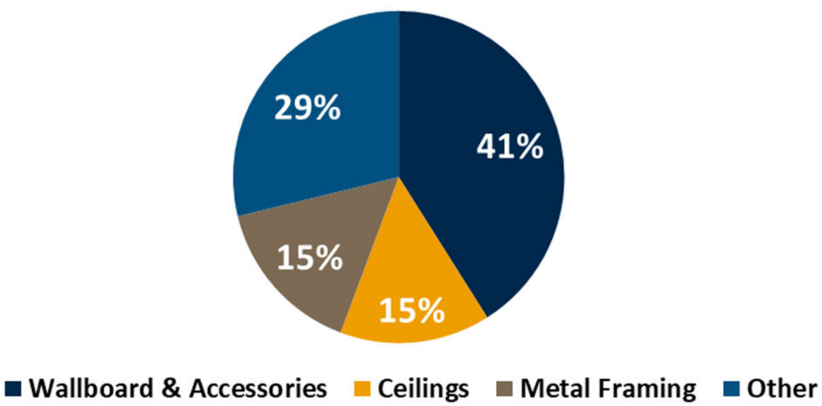
Trey Grooms (501) 377-2318

Gypsum Management & Supply (GMS) Snap Shot

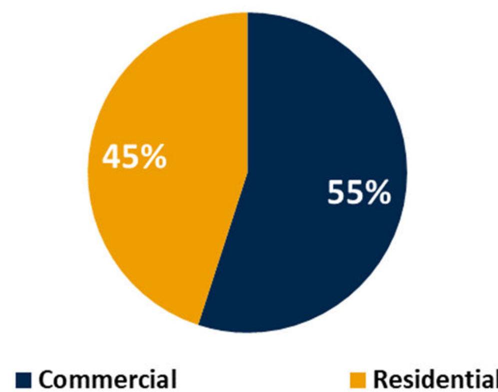
- Gypsum Management & Supply (GMS) is a leading North American distributor of wallboard and suspended ceilings systems in new construction and repair & remodel applications for the residential and non-residential end markets.
- Leading market positions in both wallboard distribution (at ~15% share) and ceilings distribution (at ~17% share) in North America.
- Has grown from a single location when it was founded in 1971 to 265 branches across the US and Canada through a combination of both organic growth, greenfield expansions, and acquisitions.
- Serves as critical link between suppliers and a highly fragmented customer base of over 20,000 contractor customers.
- Provides interior contractors with ceiling tile and grid, wallboard, steel framing, fasteners, safety products, insulation, tools, and joint compound, among other needs through its broad product offering of 20,000+ SKUs.

GMS serves as a "one-stop-shop" for the interior contractor

Net Sales by Product (FY20)



Net Sales by End Market



Stephens

Source: Company Documents and Stephens Inc.

GMS Current Valuation

(In Millions, Except per Share)

Current Market Valuation		
Stock Price as of 6/24/21	$	45.10
% of 52-Week High		*95.7%*
52-Week High (5/10/21)	$	47.11
52-Week Low (9/21/20)		21.41
Diluted Shares Outstanding		43.8
Equity Value	**$**	**1,976.6**
Plus: Total Debt (4/30/21)		978.4
Less: Cash and Equivalents (4/30/21)		(167.0)
Enterprise Value	**$**	**2,788.1**

Stand Alone Current Trading Multiples

	Revenue	EBITDA	Operating EPS
2017A	$ 2,319.2	$ 188.2	$ 1.71
2018A	2,511.5	199.3	1.91
2019A	3,116.0	295.7	2.82
2020A	3,241.3	299.8	2.98
2021A	3,298.8	319.4	3.54
2022E	3,785.9	376.1	4.20

	Enterprise Value/		Operating
	Revenue	EBITDA	P/E
2017A	1.2x	14.8x	26.3x
2018A	1.1	14.0	23.6
2019A	0.9	9.4	16.0
2020A	0.9	9.3	15.1
2021A	0.8	8.7	12.7
2022E	0.7	7.4	10.7

$ 56.00 Price Target Implied Multiples

	Enterprise Value/		Operating
	Revenue	EBITDA	P/E
2017A	1.3x	16.4x	32.7x
2018A	1.2	15.5	29.2
2019A	1.0	10.5	19.9
2020A	1.0	10.3	18.8
2021A	0.9	9.7	15.8
2022E	0.8	8.2	13.3

Balance Sheet Summary

($ in millions)

	As of			
	7/31/20	10/31/20	1/31/21	4/30/21
Summary Balance Sheet				
Cash and Equivalents	$ 139.7	$ 118.2	$ 150.6	$ 167.0
Total Debt	1,044.5	996.0	994.2	978.4
Stockholder's Equity	681.9	717.9	761.0	822.5
Balance Sheet Metrics				
Total Capitalization	$ 1,726.4	$ 1,713.9	$ 1,755.2	$ 1,800.9
Net Debt	904.8	877.9	843.6	811.4
Net Debt to Total Cap	52.4%	51.2%	48.1%	45.1%
Net Debt / LTM EBITDA	3.0x	3.0x	2.9x	2.5x

Stephens

Source: FactSet Research Systems, Company Documents and Stephens Inc.

GMS Detailed Income Statement

GMS Inc.

Historical and Projected Income Statement

(Dollars in Millions, Except Per Share)

	For the Three Months Ending,				For the Three Months Ending,				For the Fiscal Year Ending,				
	7/31/20A	10/31/20A	1/31/21A	4/30/21A	7/31/21E	10/31/21E	1/31/22E	4/30/22E	2019A	2020A	2021A	2022E	2023E
Sales:													
Wallboard	$ 328.0	$ 330.5	$ 311.1	$ 376.9	$ 407.0	$ 412.8	$ 385.4	$ 417.8	$ 1,272.1	$ 1,329.8	$ 1,346.6	$ 1,623.0	$ 1,683.4
Ceilings	113.7	111.3	101.9	121.3	127.0	125.0	116.2	130.8	451.7	475.8	448.2	499.0	528.7
Steel Framing	110.5	111.3	104.0	143.3	138.7	133.0	114.6	132.8	506.8	502.1	469.0	519.1	503.4
Other Products	250.4	259.8	234.2	290.7	311.5	291.9	265.0	276.4	885.5	933.6	1,035.1	1,144.8	1,155.2
GMS Net sales	**$ 802.6**	**$ 812.9**	**$ 751.2**	**$ 932.2**	**$ 984.3**	**$ 962.6**	**$ 881.2**	**$ 957.8**	**$ 3,116.0**	**$ 3,241.3**	**$ 3,298.8**	**$ 3,785.9**	**$ 3,870.8**
COGS	542.1	547.8	507.9	638.4	674.2	659.4	599.2	651.3	2,111.9	2,178.1	2,236.1	2,584.1	2,612.8
Gross profit	260.5	265.1	243.3	293.9	310.0	303.2	282.0	306.5	1,004.1	1,063.2	1,062.7	1,201.7	1,258.0
SG&A Expense (ex-D&A)	183.1	188.4	184.8	207.3	209.2	207.0	213.7	210.7	739.5	784.1	763.6	840.5	884.2
D&A Expense	27.1	27.2	25.6	28.2	29.4	29.4	29.4	29.4	117.5	116.5	108.1	117.7	117.7
GMS Operating Income	$ 50.2	$ 49.5	$ 32.9	$ 58.3	$ 71.5	$ 66.8	$ 38.9	$ 66.4	$ 147.2	$ 99.5	$ 190.9	$ 243.5	$ 256.2
Interest Expense	14.1	13.5	13.5	12.7	14.4	13.8	13.8	13.0	73.7	67.7	53.8	55.0	55.0
Change in fair value of financial instruments	-	-	-	-	-	-	-	-	6.4	-	-	-	-
Other expense (income)	(0.7)	(0.8)	(2.4)	3.9	-	-	(2.4)	3.9	(2.9)	(14.5)	0.1	1.5	1.5
Income Before Taxes	$ 36.8	$ 36.7	$ 21.8	$ 41.7	$ 57.1	$ 53.0	$ 27.5	$ 49.4	$ 70.0	$ 46.3	$ 137.1	$ 187.0	$ 199.6
Provision for income taxes	9.6	8.3	5.7	7.9	14.0	13.0	6.7	12.1	14.0	22.9	31.5	45.8	48.9
Net Income	$ 27.2	$ 28.5	$ 16.1	$ 33.7	$ 43.1	$ 40.0	$ 20.8	$ 37.3	$ 56.0	$ 23.4	$ 105.6	$ 141.2	$ 150.7
Diluted Earnings Per Share	$ 0.63	$ 0.66	$ 0.37	$ 0.77	$ 0.98	$ 0.91	$ 0.47	$ 0.85	$ 1.32	$ 0.55	$ 2.44	$ 3.22	$ 3.44
Adjusted EPS	$ 0.94	$ 0.93	$ 0.60	$ 1.07	$ 1.23	$ 1.17	$ 0.72	$ 1.09	$ 2.82	$ 2.98	$ 3.54	$ 4.20	$ 4.42
Fully diluted shares outstanding	43.0	43.2	43.4	43.8	43.8	43.8	43.8	43.8	42.4	42.4	43.3	43.8	43.8
Book Tax Rate	26.1%	22.5%	26.1%	19.1%	24.5%	24.5%	24.5%	24.5%	20.0%	49.5%	23.0%	24.5%	24.5%
Adjusted EBITDA	**83.1**	**82.5**	**62.6**	**91.2**	**105.2**	**100.8**	**75.0**	**95.2**	**295.7**	**299.8**	**319.4**	**376.1**	**388.7**
YOY Growth:													
Wallboard	-4.0%	-5.7%	-1.0%	16.6%	24.1%	24.9%	23.9%	10.9%	14.6%	4.5%	1.3%	20.5%	3.7%
Ceilings	-11.9%	-9.4%	-9.6%	9.1%	11.7%	12.3%	14.1%	7.9%	16.6%	5.3%	-5.8%	11.3%	5.9%
Steel Framing	-16.2%	-18.3%	-12.5%	24.2%	25.6%	19.5%	10.2%	-7.3%	23.1%	-0.9%	-6.6%	10.7%	-3.0%
Other Products	2.3%	2.9%	8.7%	31.4%	24.4%	12.4%	13.2%	-4.9%	46.9%	5.4%	10.9%	10.6%	0.9%
GMS Net sales	**-5.3%**	**-5.7%**	**-1.3%**	**20.9%**	**22.6%**	**18.4%**	**17.3%**	**2.7%**	**24.1%**	**4.0%**	**1.8%**	**14.8%**	**2.2%**
Margins:													
Gross Margin	32.5%	32.6%	32.4%	31.5%	31.5%	31.5%	32.0%	32.0%	32.2%	32.8%	32.2%	31.7%	32.5%
Adj. EBITDA Margin	10.3%	10.2%	8.3%	9.8%	10.7%	10.5%	8.5%	9.9%	9.5%	9.2%	9.7%	9.9%	10.0%
EBIT Margin	6.3%	6.1%	4.4%	6.3%	7.3%	6.9%	4.4%	6.9%	4.7%	3.1%	5.8%	6.4%	6.6%
Net Margin	3.4%	3.5%	2.1%	3.6%	4.4%	4.2%	2.4%	3.9%	1.8%	0.7%	3.2%	3.7%	3.9%
Wallboard Price & Volume													
Wallboard Price ($'s per '000 sq. feet)	$ 311.0	$ 308.0	$ 312.0	$ 329.0	$ 338.0	$ 340.0	$ 340.0	$ 340.0	$ 324.8	$ 317.5	$ 315.0	$ 339.5	$ 340.0
yoy growth	(3.1%)	(3.1%)	(1.6%)	4.8%	8.7%	10.4%	9.0%	3.3%	3.8%	-2.2%	-0.8%	7.8%	0.1%
Wallboard Volume (msf)	1,054.0	1,073.0	997.0	1,147.0	1,204.1	1,214.0	1,133.5	1,228.9	3,915.0	4,189.0	4,271.0	4,780.5	4,951.2
yoy growth	(0.9%)	(2.7%)	0.4%	11.5%	14.2%	13.1%	13.7%	7.1%	10.4%	7.0%	2.0%	11.9%	3.6%

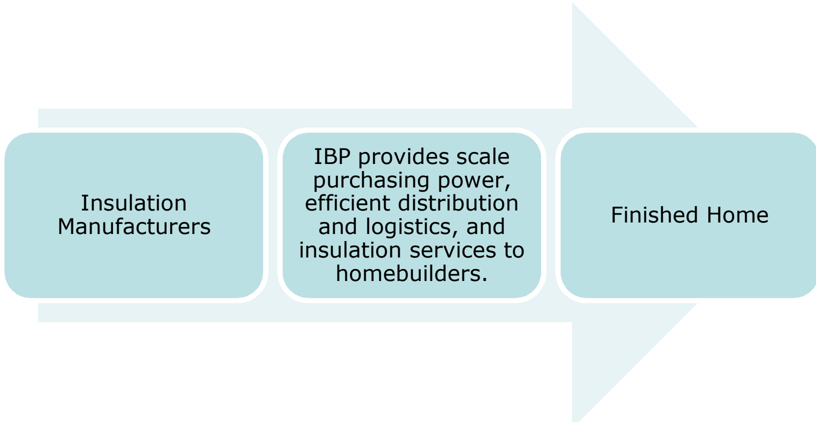
Source: Company documents and Stephens Inc. estimates.

Trey Grooms 501-377-2318

Note: "Adjusted EPS" adds back one time items and assumes a 24.5% tax rate.

Installed Building Products (IBP) Snap Shot

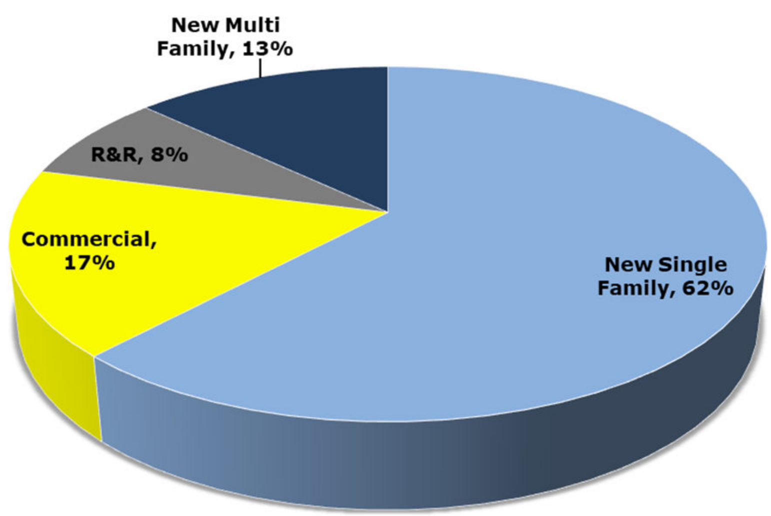
Providing Value Through the Channel



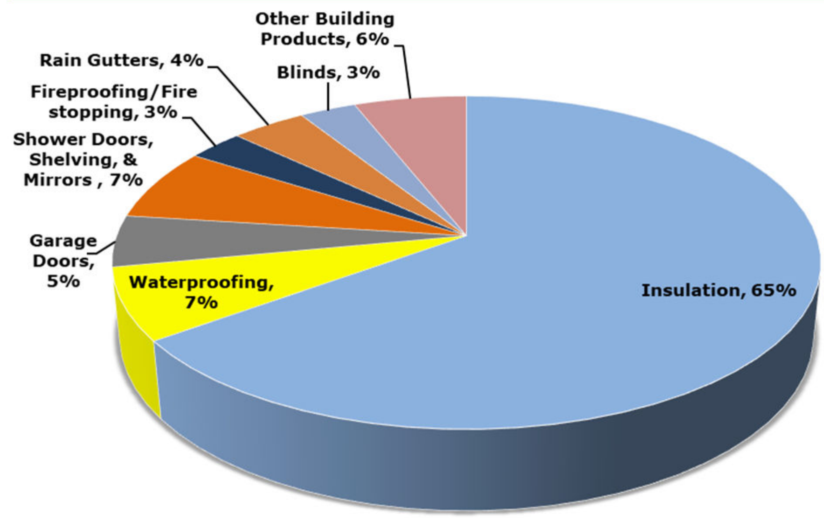
Key Step in the Construction Process

- While insulation installation is by no means sexy, it is a low % of total build cost (average cost $2,500 - $3,000 per start), labor-intensive key step for homebuilders. With its scale, and by sourcing directly from the manufacturers, IBP is able to capture much more margin than the typical distributor margin, while cost-effectively supplying home builders.
- Homebuilder field superintendents are paid to complete jobs on time and it costs builders for lost work time. Furthermore, drywall is hung immediately after the insulation inspection and regional/custom builders typically receive a draw on their construction loans after the drywall is hung, so timely and effective insulation installation is critical.

Net Revenue by End Market



Net Revenue by Product



Stephens

Source: Company Documents and Stephens Inc.

IBP Current Valuation

(In Millions, Except per Share)

Current Market Valuation		
Stock Price as of 6/16/21	$	112.42
% of 52-Week High		*80.0%*
52-Week High	$	140.58
52-Week Low		63.89
Diluted Shares Outstanding		29.6
Equity Value	**$**	**3,329.1**
Plus: Total Debt (3/31/21)		573.2
Less: Cash and Equivalents (3/31/21)		(207.3)
Enterprise Value	**$**	**3,695.0**

Current Trading Multiples

	Revenue	Adj. EBITDA	Operating EPS
2017A	$ 1,132.9	$ 141.1	$ 2.03
2018A	1,336.4	164.4	2.66
2019A	1,511.6	196.8	3.29
2020A	1,653.2	245.6	4.34
2021E	1,949.9	305.6	5.74
2022E	2,148.6	349.9	6.74

	Enterprise Value/ Revenue	Enterprise Value/ EBITDA	P/E
2017A	3.3x	26.2x	NM
2018A	2.8	22.5	NM
2019A	2.4	18.8	34.1x
2020A	2.2	15.0	25.9
2021E	1.9	12.1	19.6
2022E	1.7	10.6	16.7

$135.00 Price Target Implied Multiples

	Revenue	EBITDA	EPS
2017A	$ 1,132.9	$ 141.1	$ 2.03
2018A	1,336.4	164.4	2.66
2019A	1,511.6	196.8	3.29
2020A	1,653.2	245.6	4.34
2021E	1,949.9	305.6	5.74
2022E	2,148.6	349.9	6.74

	Enterprise Value/ Revenue	Enterprise Value/ EBITDA	P/E
2017A	3.7x	NM	NM
2018A	3.2	NM	NM
2019A	2.8	NM	41.0x
2020A	2.6	17.3x	31.1
2021E	2.2	13.9	23.5
2022E	2.0	12.1	20.0

Balance Sheet Summary

($ in millions)

	As of 6/30/20	9/30/20	12/31/20	3/31/21
Summary Balance Sheet				
Cash and Equivalents	$ 252.5	$ 267.5	$ 231.5	$ 207.3
Total Debt	574.6	573.4	569.8	573.2
Stockholder's Equity	272.7	304.2	319.2	340.5
Balance Sheet Metrics				
Total Capitalization	$ 847.3	$ 877.6	$ 889.0	$ 913.7
Net Debt	322.1	306.0	338.3	365.8
Net Debt to Total Cap	38.0%	34.9%	38.1%	40.0%
Net Debt / LTM EBITDA	1.4x	1.3x	1.4x	1.5x

Source: FactSet Research Systems, Company Documents and Stephens Inc.

IBP Detailed Income Statement

Installed Building Products, Inc.
Historical and Projected Income Statement
(Dollars in Millions, Except for Per Share)

	For the Three Months Ending,				For the Three Months Ending,				For the Fiscal Year Ending, December 31,				
	3/31/20A	6/30/20A	9/30/20A	12/31/20A	3/31/21A	6/30/21E	9/30/21E	12/31/21E	2018A	2019A	2020A	2021E	2022E
Total Net Revenue	$ 397.3	$ 393.9	$ 420.5	$ 441.5	$ 437.1	$ 477.3	$ 509.7	$ 525.9	$ 1,336.4	$1,511.6	$1,653.2	$1,949.9	$2,148.6
Cost of Sales	281.1	266.8	288.8	306.5	311.6	321.2	344.1	357.6	964.8	1,076.8	1,143.3	1,334.5	1,455.1
Gross Profit	$ 116.3	$ 127.1	$ 131.6	$ 134.9	$ 125.4	$ 156.1	$ 165.7	$ 168.3	$ 371.6	$ 434.8	$ 510.0	$ 615.4	$ 693.5
Selling	20.4	19.0	20.8	21.4	20.9	23.0	25.3	25.5	67.1	75.0	81.6	94.7	103.6
Admistrative	60.2	59.1	58.2	60.5	65.1	69.2	69.8	71.5	185.9	214.1	238.0	275.6	304.1
Amortization	6.7	6.7	7.0	8.2	8.4	8.5	8.6	8.7	25.4	24.5	28.5	34.1	35.5
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Income	$ 29.0	$ 42.3	$ 45.6	$ 44.9	$ 31.1	$ 55.4	$ 62.0	$ 62.6	$ 93.2	$ 121.2	$ 161.9	$ 211.1	$ 250.3
Interest Expense	7.4	7.8	7.6	7.6	7.6	7.1	7.1	7.1	20.5	28.1	30.3	28.9	28.9
Other Expense / (Income), net	-	0.1	0.2	0.1	0.1	-	-	-	0.5	0.5	0.4	0.1	-
Income before Taxes	21.7	34.5	37.9	37.2	23.4	48.2	54.9	55.5	72.2	92.6	131.2	182.0	221.3
Provision for Income Taxes	5.7	9.1	9.8	9.4	6.2	12.3	14.0	14.2	17.4	24.4	33.9	46.6	56.4
Net Income from Continuing Ops	16.0	25.3	28.1	27.8	17.3	35.9	40.9	41.3	54.7	68.2	97.2	135.4	164.9
Loss (income) from discontinued opera	(5.6)	(0.2)	1.2	3.0	10.2	-	-	-	(1.1)	(6.7)	(1.6)	10.2	-
Net Income (Loss)	$ 10.4	$ 25.2	$ 29.3	$ 30.8	$ 27.4	$ 35.9	$ 40.9	$ 41.3	$ 53.7	$ 61.4	$ 95.6	$ 145.6	$ 164.9
GAAP Earnings Per Share	$ 0.53	$ 0.86	$ 0.95	$ 0.94	$ 0.58	$ 1.21	$ 1.38	$ 1.40	$ 1.76	$ 2.28	$ 3.27	$ 4.57	$ 5.57
Adjusted Earnings Per Share	$ 0.78	$ 1.12	$ 1.21	$ 1.23	$ 0.90	$ 1.49	$ 1.66	$ 1.68	$ 2.66	$ 3.29	$ 4.34	$ 5.74	$ 6.74
Diluted Shares Outstanding	29.9	29.6	29.7	29.7	29.6	29.6	29.6	29.6	31.2	29.9	29.7	29.6	29.6
Adjusted EBITDA	$ 49.2	$ 63.1	$ 66.2	$ 67.1	$ 54.5	$ 79.0	$ 85.6	$ 86.5	$ 164.4	$ 196.8	$ 245.6	$ 305.6	$ 349.9
YOY Growth													
Total Revenue	*16.1%*	*6.0%*	*6.1%*	*10.0%*	*10.0%*	*21.2%*	*21.2%*	*19.1%*	*18.0%*	*13.1%*	*9.4%*	*17.9%*	*10.2%*
Gross Profit	*30.0%*	*18.5%*	*11.5%*	*12.4%*	*7.9%*	*22.8%*	*25.8%*	*24.7%*	*14.7%*	*17.0%*	*17.3%*	*20.7%*	*12.7%*
Operating Income	*61.4%*	*37.3%*	*21.8%*	*28.7%*	*7.1%*	*30.7%*	*36.0%*	*39.4%*	*25.5%*	*30.0%*	*33.6%*	*30.4%*	*18.6%*
Adjusted EBITDA	*37.9%*	*27.1%*	*18.4%*	*20.7%*	*10.8%*	*25.2%*	*29.3%*	*29.0%*	*16.5%*	*19.7%*	*24.8%*	*24.4%*	*14.5%*
Pre-Tax Income	*77.8%*	*37.3%*	*31.3%*	*40.3%*	*8.2%*	*40.0%*	*45.0%*	*49.2%*	*29.3%*	*28.3%*	*41.7%*	*38.8%*	*21.6%*
Adjusted EPS	*51.6%*	*29.4%*	*21.6%*	*33.9%*	*16.5%*	*33.1%*	*37.4%*	*36.3%*	*31.0%*	*23.7%*	*31.6%*	*32.3%*	*17.4%*
Margins													
Gross Margin	*29.3%*	*32.3%*	*31.3%*	*30.6%*	*28.7%*	*32.7%*	*32.5%*	*32.0%*	*27.8%*	*28.8%*	*30.8%*	*31.6%*	*32.3%*
SG&A Margin	*20.3%*	*19.8%*	*18.8%*	*18.5%*	*19.7%*	*19.3%*	*18.7%*	*18.4%*	*18.9%*	*19.1%*	*19.3%*	*19.0%*	*19.0%*
Adjusted EBITDA	*12.4%*	*16.0%*	*15.7%*	*15.2%*	*12.5%*	*16.5%*	*16.8%*	*16.5%*	*12.3%*	*13.0%*	*14.9%*	*15.7%*	*16.3%*
EBIT	*7.3%*	*10.7%*	*10.8%*	*10.2%*	*7.1%*	*11.6%*	*12.2%*	*11.9%*	*7.0%*	*8.0%*	*9.8%*	*10.8%*	*11.6%*
Net Margin	*2.6%*	*6.4%*	*7.0%*	*7.0%*	*6.3%*	*7.5%*	*8.0%*	*7.9%*	*4.1%*	*4.5%*	*5.9%*	*6.9%*	*7.7%*

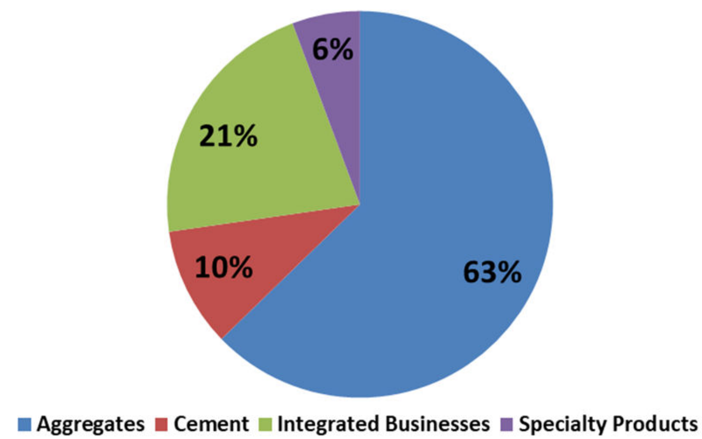
Source: Company documents and Stephens Inc. estimates — *Trey Grooms 501-377-2318*
**Adjusted EBITDA excludes one-time items*

Martin Marietta Materials (MLM) Snap Shot

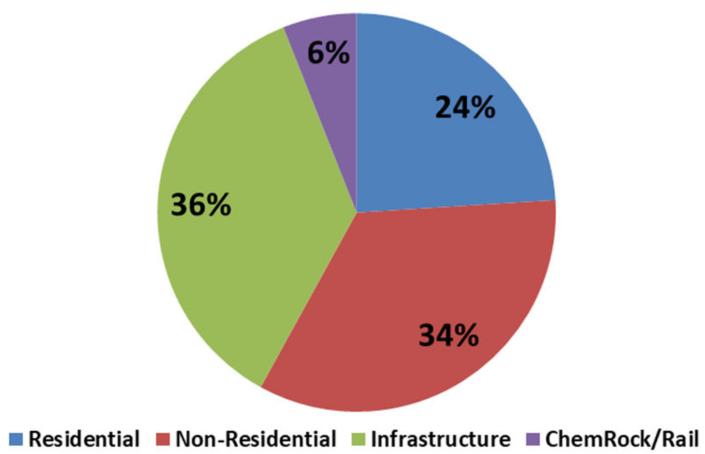
- MLM is a leading supplier of aggregates products (crushed stone, sand and gravel) and heavy building materials for the construction industry, including infrastructure, nonresidential, residential, railroad ballast, agricultural and chemical grade stone used in environmental applications.

- MLM is predominately an aggregates business, which mines, processes and sells granite, limestone, sand, gravel. The company also sells aggregates-related downstream products, including ready mixed concrete, asphalt and road paving construction services for use in public infrastructure, nonresidential and residential construction industries.

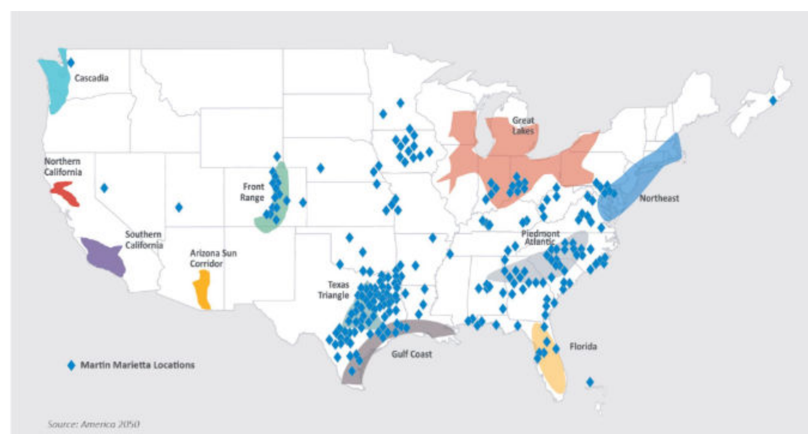
Net Sales by Product



MLM Aggregates Demand Mix



Geographic Footprint



Stephens

Source: Company Documents and Stephens Inc.

MLM Current Valuation

(In Millions, Except per Share)

Current Market Valuation	
Stock Price as of 6/16/21	$ 342.99
% of 52-Week High	*89.4%*
52-Week High (4/27/21)	$ 383.71
52-Week Low (5/14/20)	198.81
Diluted Shares Outstanding	62.5
Equity Value	**$ 21,436.9**
Plus: Total Debt (3/31/21)	2,626.5
Less: Cash and Equivalents (3/31/21)	(354.8)
Enterprise Value	**$ 23,708.6**

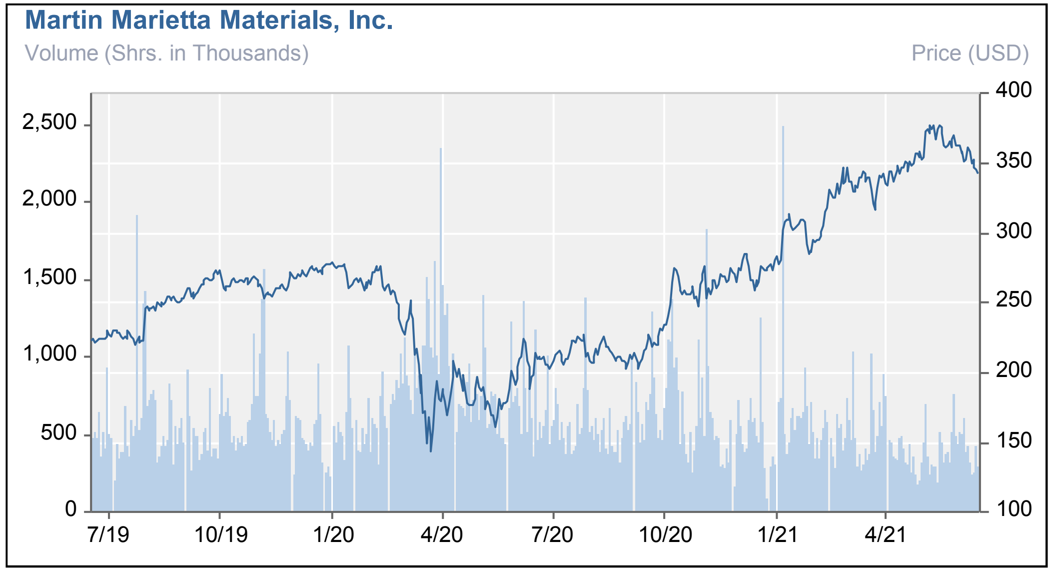
Current Trading Multiples

	Revenue	EBITDA	Operating EPS
2017A	$ 3,967.8	$ 1,002.2	$ 7.17
2018A	4,245.9	1,092.1	7.78
2019A	4,739.1	1,254.5	9.66
2020A	4,729.8	1,393.4	10.68
2021E	5,117.8	1,499.8	12.57
2022E	5,505.2	1,632.2	14.08

	Enterprise Value/ Revenue	Enterprise Value/ EBITDA	P/E
2017A	6.0x	23.7x	47.8x
2018A	5.6	21.7	44.1
2019A	5.0	18.9	35.5
2020A	5.0	17.0	32.1
2021E	4.6	15.8	27.3
2022E	4.3	14.5	24.4

$ 430.00 Price Target Implied Multiples

	Enterprise Value/ Revenue	Enterprise Value/ EBITDA	P/E
2017A	7.2x	28.4x	60.0x
2018A	6.7	26.0	55.3
2019A	6.0	22.7	44.5
2020A	6.0	20.4	40.3
2021E	5.6	19.0	34.2
2022E	5.2	17.4	30.5



Balance Sheet Summary

($ in millions)

	As of 6/30/20	9/30/20	12/31/20	3/31/21
Summary Balance Sheet				
Cash and Equivalents	$ 70.1	$ 193.7	$ 304.4	$ 354.8
Total Debt	2,754.5	2,625.2	2,625.8	2,626.5
Stockholder's Equity	5,493.6	5,758.9	5,893.3	5,926.7
Balance Sheet Metrics				
Total Capitalization	$ 8,248.1	$ 8,384.1	$ 8,519.1	$ 8,553.2
Net Debt	2,684.4	2,431.5	2,321.4	2,271.7
Net Debt to Total Cap	32.5%	29.0%	27.2%	26.6%
Net Debt / LTM EBITDA	2.1x	1.8x	1.7x	1.6x

Stephens

Source: FactSet Research Systems, Company Documents and Stephens Inc.

MLM Detailed Income Statement

Martin Marietta Materials, Inc.
Historical and Projected Income Statement
(Dollars in Millions, Except Per Share)

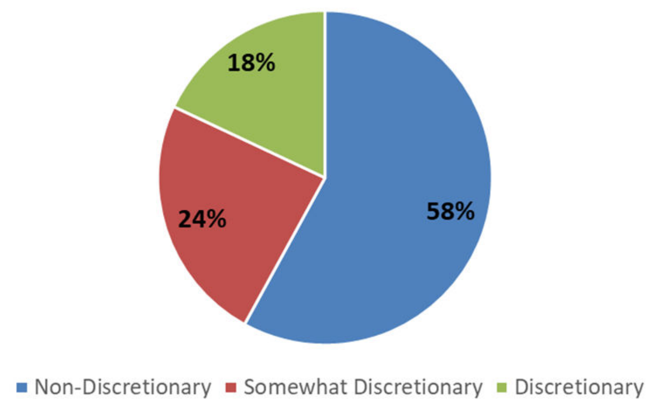
	For the Three Months Ending,				For the Three Months Ending,								
	3/31/21A	6/30/21E	9/30/21E	12/31/21E	3/31/22E	6/30/22E	9/30/22E	12/31/22E	2018A	2019A	2020A	2021E	2022E
Total Revenues:													
Aggregates	$ 572.6	$ 816.2	$ 833.1	$ 739.4	$ 617.4	$ 881.5	$ 899.7	$ 798.5	$ 2,363.7	$ 2,756.7	$ 2,769.3	$ 2,961.3	$ 3,197.0
Cement	109.6	118.4	127.4	119.9	119.7	129.3	139.2	131.0	387.8	439.1	452.5	475.4	519.1
Ready Mixed Concrete	235.3	272.4	272.7	245.5	254.5	294.6	295.0	265.5	963.8	948.1	952.1	1,025.9	1,109.5
Asphalt & Paving	12.2	152.2	175.8	122.7	17.2	160.9	185.7	129.7	262.4	294.1	331.7	462.9	493.5
Specialty Products	65.3	53.8	55.2	54.0	68.6	56.5	58.0	56.7	268.6	249.9	220.8	228.3	239.7
Less: interproduct sales	(73.1)	(82.1)	(88.6)	(89.8)	(79.0)	(88.8)	(95.8)	(97.1)	(264.2)	(265.5)	(294.3)	(333.6)	(360.7)
Plus: freight	60.5	83.9	83.0	70.3	62.4	86.5	85.6	72.5	263.9	316.8	297.7	297.6	307.0
Total Revenues	**$ 982.4**	**$1,414.8**	**$1,458.6**	**$1,262.0**	**$1,060.8**	**$1,520.5**	**$1,567.2**	**$1,356.7**	**$4,245.9**	**$4,739.1**	**$4,729.8**	**$5,117.8**	**$5,505.2**
Less: freight & delivery revenues	(60.5)	(90.3)	(89.1)	(73.5)	(65.3)	(97.0)	(95.7)	(79.0)	(263.9)	(316.8)	(297.7)	(313.4)	(337.1)
Net Sales	**$ 921.9**	**$1,324.5**	**$1,369.5**	**$1,188.5**	**$ 995.5**	**$1,423.4**	**$1,471.5**	**$1,277.7**	**$3,982.0**	**$4,422.3**	**$4,432.1**	**$4,804.4**	**$5,168.1**
Cost of Sales	$ 807.7	$ 989.4	$ 995.3	$ 911.8	$ 873.8	$ 1,049.7	$ 1,054.2	$ 963.8	$ 3,279.7	$ 3,560.1	$ 3,477.0	$ 3,704.2	$ 3,941.4
Gross Profit:													
Aggregates	$ 121.8	$ 293.4	$ 312.8	$ 229.9	$ 136.7	$ 325.8	$ 348.2	$ 261.3	$ 607.5	$ 807.8	$ 848.7	$ 957.9	$ 1,072.0
Cement	15.3	48.9	54.8	51.9	17.8	55.0	61.6	57.7	126.2	143.4	170.9	171.0	192.2
Ready Mixed Concrete	19.4	28.6	27.3	22.1	12.7	31.7	30.2	24.6	74.2	78.8	79.6	97.4	99.2
Asphalt & Paving	(8.2)	31.5	44.6	22.5	(11.5)	34.1	48.0	24.4	51.8	50.7	60.3	90.4	95.1
Specialty Products	27.5	23.0	23.8	23.7	31.4	24.1	24.9	24.9	98.7	95.4	85.5	98.0	105.3
Corporate	(1.1)	-	-	-	-	-	-	-	7.8	2.8	7.8	(1.1)	-
Total Gross Profit	$ 174.7	$ 425.5	$ 463.3	$ 350.1	$ 187.0	$ 470.8	$ 513.1	$ 392.9	$ 966.3	$ 1,179.0	$ 1,252.8	$ 1,413.6	$ 1,563.8
SG&A	79.8	76.2	76.1	89.9	83.8	80.2	80.1	93.9	280.6	302.7	305.9	322.0	338.0
Other Operating Income, net	(4.4)	-	-	-	-	-	-	-	(4.7)	(8.6)	(58.5)	(4.4)	-
Operating Income:													
Total Operating Income	$ 99.3	$ 349.3	$ 387.2	$ 260.2	$ 103.2	$ 390.6	$ 433.0	$ 299.0	$ 690.4	$ 884.9	$ 1,005.4	$ 1,096.0	$ 1,225.8
Interest Expense	27.4	28.4	28.4	28.4	28.4	28.4	28.4	28.4	137.1	129.3	118.1	112.6	113.6
Other Income, Net	(9.5)	-	-	-	-	-	-	-	(22.4)	7.3	(1.9)	(9.5)	-
Income before Taxes	81.4	320.9	358.8	231.8	74.8	362.2	404.6	270.6	575.8	748.3	889.2	992.9	1,112.2
Provision for Income Taxes	15.9	67.4	75.3	48.7	14.6	76.1	85.0	56.8	105.7	136.3	168.3	207.3	232.5
Net Income	65.3	253.5	283.4	183.2	60.2	286.1	319.6	213.8	$ 469.7	$ 611.9	$ 720.9	$ 785.4	$ 879.7
Diluted Earnings Per Share	$ 1.04	$ 4.06	$ 4.53	$ 2.93	$ 0.96	$ 4.58	$ 5.11	$ 3.42	$ 7.45	$ 9.75	$ 11.55	$ 12.57	$ 14.08
Operating Earnings Per Share	**$ 1.04**	**$ 4.06**	**$ 4.53**	**$ 2.93**	**$ 0.96**	**$ 4.58**	**$ 5.11**	**$ 3.42**	**$ 7.78**	**$ 9.66**	**$ 10.68**	**$ 12.57**	**$ 14.08**
Fully Diluted Shares Outstanding	62.5	62.5	62.5	62.5	62.5	62.5	62.5	62.5	63.1	62.8	62.4	62.5	62.5
Tax Rate	19.5%	21.0%	21.0%	21.0%	19.5%	21.0%	21.0%	21.0%	18.4%	18.2%	18.9%	20.9%	20.9%
D&A	96.0	98.9	99.1	100.5	98.9	101.9	102.1	103.5	340.0	378.1	386.1	394.6	406.4
Adjusted EBITDA	**$ 204.4**	**$ 448.2**	**$ 486.3**	**$ 360.7**	**$ 202.1**	**$ 492.5**	**$ 535.1**	**$ 402.5**	**$1,092.1**	**$1,254.5**	**$1,393.4**	**$1,499.8**	**$1,632.2**
YOY Growth:													
Total Revenues	2.5%	11.4%	10.4%	7.0%	8.0%	7.5%	7.4%	7.5%	7.0%	11.6%	-0.2%	8.2%	7.6%
Aggregates	0.4%	8.1%	8.6%	9.2%	7.8%	8.0%	8.0%	8.0%	10.7%	16.6%	0.5%	6.9%	8.0%
Cement	2.8%	8.1%	10.3%	-0.7%	9.2%	9.2%	9.2%	9.2%	4.5%	13.2%	3.0%	5.1%	9.2%
Downstream businesses	19.1%	20.6%	16.7%	8.5%	9.8%	7.3%	7.2%	7.3%	-0.3%	1.3%	3.4%	16.0%	7.7%
Specialty Products	9.0%	10.0%	0.0%	-5.0%	5.0%	5.0%	5.0%	5.0%	6.3%	-7.0%	-11.6%	3.4%	5.0%
Margins:													
Total Gross Margin	17.8%	30.1%	31.8%	27.7%	17.6%	31.0%	32.7%	29.0%	22.8%	24.9%	26.5%	27.6%	28.4%
Aggregates	21.3%	35.9%	37.6%	31.1%	22.1%	37.0%	38.7%	32.7%	25.7%	29.3%	30.6%	32.3%	33.5%
Cement	14.0%	41.3%	43.0%	43.3%	14.8%	42.6%	44.3%	44.1%	32.5%	32.7%	37.8%	36.0%	37.0%
Downstream businesses	4.5%	14.2%	16.0%	12.1%	0.4%	14.4%	16.3%	12.4%	10.3%	10.4%	10.9%	12.6%	12.1%
Specialty Products	42.1%	42.7%	43.0%	43.9%	45.7%	42.7%	43.0%	43.9%	36.7%	38.2%	38.7%	42.9%	43.9%
Adj EBITDA Margin	20.8%	31.7%	33.3%	28.6%	19.1%	32.4%	34.1%	29.7%	25.7%	26.5%	29.5%	29.3%	29.6%
Total Operating Margin	10.1%	24.7%	26.5%	20.6%	9.7%	25.7%	27.6%	22.0%	16.3%	18.7%	21.3%	21.4%	22.3%
Net Margin	6.6%	17.9%	19.4%	14.5%	5.7%	18.8%	20.4%	15.8%	11.1%	12.9%	15.2%	15.3%	16.0%
As a % of Total Net Sales (ex eliminations)													
Aggregates	57.5%	57.8%	56.9%	57.7%	57.3%	57.9%	57.0%	57.8%	55.7%	58.8%	58.6%	57.5%	57.5%
Cement	11.0%	8.4%	8.7%	9.4%	11.1%	8.5%	8.8%	9.5%	9.1%	9.4%	9.6%	9.2%	9.3%
Downstream businesses	24.9%	30.0%	30.6%	28.7%	25.2%	29.9%	30.5%	28.6%	28.9%	26.5%	27.2%	28.9%	28.8%
Specialty Products	6.6%	3.8%	3.8%	4.2%	6.4%	3.7%	3.7%	4.1%	6.3%	5.3%	4.7%	4.4%	4.3%
Price and Volume													
Aggregate Price YOY % Change	3.4%	3.4%	3.4%	3.4%	4.0%	4.0%	4.0%	4.0%	1.9%	4.5%	3.1%	3.4%	4.0%
Aggregate Volume YOY % Change	(3.0%)	5.2%	5.4%	6.3%	4.5%	3.8%	3.8%	3.8%	8.3%	11.8%	(2.4%)	3.8%	4.0%
Cement Price YoY % Change	1.5%	3.0%	5.0%	4.5%	4.0%	4.0%	4.0%	4.0%	3.2%	3.1%	1.0%	3.6%	4.0%
Cement Volume YoY % Change	0.3%	5.0%	5.0%	(5.0%)	5.0%	5.0%	5.0%	5.0%	1.1%	10.4%	2.3%	1.2%	5.0%

Source: Company documents and Stephens Inc. estimates. Trey Grooms 501-377-2318

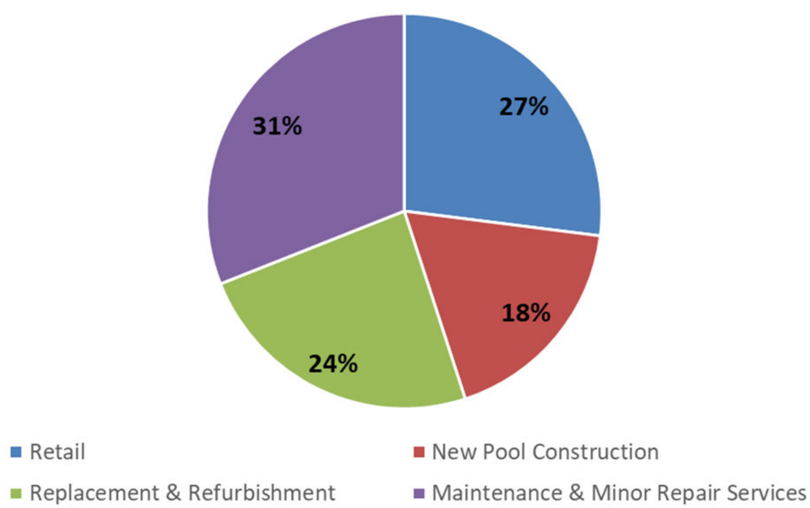
Pool Corp. (POOL) Snap Shot

- Pool is the world's leading distributor of swimming pool supplies, equipment, and related outdoor products.
- Pool has more than 4,500 employees and over 395 locations worldwide.
- Robust M&A pipeline with expectation to greenfield 7 or more new locations this year.
- Population migration to southern and warmer markets where pools are more prevalent.
- New pool construction is expected to exceed 110K units in 2021 compared to 96K in 2020.
- ~60% of U.S. consumer spending in the pool industry is for maintenance and minor repair of existing swimming pools.

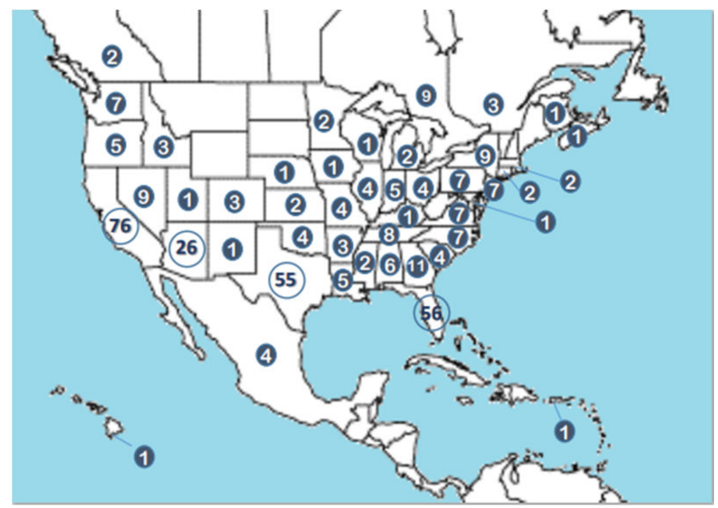
U.S. Product Mix



U.S Net Sales by End Market



Sales and Distribution Centers–North America



POOL Current Valuation

(Dollars in Millions, Except per Share)

Current Market Valuation	
Stock Price as of 6/16/21	$ 432.52
% of 52-Week High	*96.2%*
52-Week High (1/07/21)	$ 449.44
52-Week Low (4/22/20)	256.85
Fully Diluted Shares Outstanding	40.8
Equity Value	**$ 17,666.7**
Plus: Total Debt (1Q21)	433.2
Less: Cash and Equivalents (1Q21)	(27.1)
Enterprise Value	**$ 18,072.8**

Current Trading Multiples

	Revenue	Adjusted EBITDA	Adjusted EPS
2018A	$ 2,998.1	$ 354.0	$ 5.62
2019A	3,199.5	383.6	6.40
2020A	3,936.6	512.7	9.13
2021E	4,922.5	703.8	12.00
2022E	5,211.3	757.7	13.11

	Enterprise Value / Revenue	Enterprise Value / EBITDA	P/E
2018A	6.0x	51.1x	76.9x
2019A	5.6	47.1	67.5
2020A	4.6	35.2	47.4
2021E	3.7	25.7	36.0
2022E	3.5	23.9	33.0

$ 445.00 Price Target - Implied Multiples

	Enterprise Value / Revenue	Enterprise Value / EBITDA	P/E
2018A	6.1x	52.1x	79.1x
2019A	5.8	48.1	69.5
2020A	4.7	35.9	48.7
2021E	3.7	26.2	37.1
2022E	3.5	24.3	33.9

Balance Sheet Summary

($ in millions)

	As of 6/30/20	9/30/20	12/31/20	3/31/21
Summary Balance Sheet				
Cash and Equivalents	$ 44.2	$ 74.7	$ 34.1	$ 27.1
Total Debt	485.9	339.9	416.0	433.2
Stockholder's Equity	486.8	589.5	639.5	657.9
Balance Sheet Metrics				
Total Capitalization	$ 972.7	$ 929.4	$ 1,055.5	$ 1,091.1
Net Debt	441.7	265.2	381.9	406.1
Net Debt to Total Cap	45.4%	28.5%	36.2%	37.2%
Net Debt / LTM EBITDA	1.0x	0.6x	0.7x	0.7x

POOL Detailed Income Statement

POOL Corporation (POOL)

Historical and Projected Income Statement

(Dollars in Millions, Except for Per Share)

	For the Three Months Ending,				For the Three Months Ending,				For the Fiscal Year Ending, December 31,				
	3/31/21A	6/30/21E	9/30/21E	12/31/21E	3/31/22E	6/30/22E	9/30/22E	12/31/22E	2018A	2019A	2020A	2021E	2022E
Total Net Revenue	**$ 1,060.7**	**$ 1,729.1**	**$ 1,310.1**	**$ 822.5**	**$ 1,007.7**	**$ 1,867.5**	**$ 1,414.9**	**$ 921.2**	**$ 2,998.1**	**$ 3,199.5**	**$ 3,936.6**	**$ 4,922.5**	**$ 5,211.3**
Cost of Goods Sold	759.6	1,226.0	934.1	593.8	719.6	1,320.3	1,006.0	663.2	2,127.9	2,274.6	2,805.7	3,513.5	3,709.2
Gross Profit	**$ 301.1**	**$ 503.2**	**$ 376.0**	**$ 228.6**	**$ 288.1**	**$ 547.2**	**$ 408.9**	**$ 257.9**	**$ 870.2**	**$ 924.9**	**$ 1,130.9**	**$ 1,409.0**	**$ 1,502.1**
SG&A Expenses	172.1	220.5	196.5	160.4	166.3	235.3	209.4	177.8	556.3	583.7	659.9	749.5	788.8
Other Expense (Income)	-	-	-	-	-	-	-	-	-	-	6.9	-	-
Operating Income	**$ 129.0**	**$ 282.7**	**$ 179.5**	**$ 68.3**	**$ 121.8**	**$ 311.9**	**$ 199.5**	**$ 80.1**	**$ 313.9**	**$ 341.2**	**$ 464.0**	**$ 659.5**	**$ 713.3**
Interest Expense	2.6	2.6	2.6	2.6	2.0	2.0	2.0	2.0	20.9	23.8	12.4	10.3	8.0
Other Expense (Income)	-	-	-	-	-	-	-	-	-	-	-	-	-
Income Before Taxes	**$ 126.4**	**$ 280.1**	**$ 176.9**	**$ 65.7**	**$ 119.8**	**$ 309.9**	**$ 197.5**	**$ 78.1**	**$ 293.0**	**$ 317.5**	**$ 451.7**	**$ 649.2**	**$ 705.3**
Income Tax Expense (Benefit)	27.9	70.0	44.2	16.4	30.0	77.5	49.4	19.5	58.8	56.2	85.2	158.5	176.3
Equity in Earnings (Loss)	0.1	0.1	0.1	0.0	0.1	0.1	0.1	0.0	0.2	0.3	0.3	0.3	0.3
GAAP Net Income (Loss)	**$ 98.7**	**$ 210.2**	**$ 132.8**	**$ 49.3**	**$ 89.9**	**$ 232.5**	**$ 148.2**	**$ 58.7**	**$ 234.5**	**$ 261.6**	**$ 366.7**	**$ 490.9**	**$ 529.3**
Non-Controlling Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Income (Loss) to the Company	**$ 98.7**	**$ 210.2**	**$ 132.8**	**$ 49.3**	**$ 89.9**	**$ 232.5**	**$ 148.2**	**$ 58.7**	**$ 234.5**	**$ 261.6**	**$ 366.7**	**$ 490.9**	**$ 529.3**
Adjusted Net Income	**$ 98.7**	**$ 210.2**	**$ 132.8**	**$ 49.3**	**$ 89.9**	**$ 232.5**	**$ 148.2**	**$ 58.7**	**$ 234.5**	**$ 261.6**	**$ 373.0**	**$ 490.9**	**$ 529.3**
GAAP Earnings Per Share	$ 2.42	$ 5.15	$ 3.24	$ 1.20	$ 2.21	$ 5.74	$ 3.68	$ 1.47	$ 5.62	$ 6.40	$ 8.98	$ 12.00	$ 13.11
Adjusted Earnings Per Share	**$ 2.42**	**$ 5.15**	**$ 3.24**	**$ 1.20**	**$ 2.21**	**$ 5.74**	**$ 3.68**	**$ 1.47**	**$ 5.62**	**$ 6.40**	**$ 9.13**	**$ 12.00**	**$ 13.11**
"Base" Earnings Per Share (ex-ASU)	*$ 2.32*	*$ 5.15*	*$ 3.24*	*$ 1.20*	*$ 2.21*	*$ 5.74*	*$ 3.68*	*$ 1.47*	*$ 5.26*	*$ 5.86*	*$ 8.43*	*$ 11.91*	*$ 13.11*
Effective Tax Rate	22.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	20.1%	17.7%	18.9%	24.4%	25.0%
Adjusted Tax Rate (ex-ASU)	*25.2%*	*25.0%*	*25.0%*	*25.0%*	*25.0%*	*25.0%*	*25.0%*	*25.0%*	*25.3%*	*24.7%*	*25.2%*	*25.0%*	*25.0%*
Diluted Shares Outstanding	40.8	40.8	40.9	41.0	40.7	40.5	40.2	40.0	41.7	40.8	40.8	40.9	40.4
EBITDA	$ 136.3	$ 289.9	$ 186.7	$ 75.6	$ 129.0	$ 319.1	$ 206.7	$ 87.5	$ 341.1	$ 370.1	$ 493.0	$ 688.5	$ 742.3
Adjusted EBITDA	**$ 140.1**	**$ 293.8**	**$ 190.5**	**$ 79.5**	**$ 132.9**	**$ 322.9**	**$ 210.5**	**$ 91.3**	**$ 354.0**	**$ 383.6**	**$ 512.7**	**$ 703.8**	**$ 757.7**
Growth (Year-Over-Year):													
Total Revenue	56.6%	35.0%	15.0%	(2.0%)	(5.0%)	8.0%	8.0%	12.0%	7.5%	6.7%	23.0%	25.0%	5.9%
Gross Profit	58.8%	34.7%	14.4%	(4.4%)	(4.3%)	8.7%	8.8%	12.8%	8.1%	6.3%	22.3%	24.6%	6.6%
Operating Income	262.6%	37.3%	21.1%	(8.2%)	(5.6%)	10.3%	11.2%	17.4%	10.4%	8.7%	36.0%	42.1%	8.2%
Pre-Tax Income	310.6%	37.9%	20.9%	(7.9%)	(5.2%)	10.6%	11.6%	19.0%	8.8%	8.4%	42.3%	43.7%	8.7%
Adjusted EBITDA	162.3%	35.6%	19.6%	(4.7%)	(5.1%)	9.9%	10.5%	14.9%	9.9%	8.4%	33.7%	37.3%	7.6%
Adjusted EPS	165.9%	33.0%	11.3%	(16.9%)	(8.6%)	11.5%	13.5%	21.9%	32.9%	13.9%	42.6%	31.4%	9.2%
"Base" EPS	*225.0%*	*38.5%*	*19.8%*	*(7.7%)*	*(4.8%)*	*11.5%*	*13.5%*	*21.9%*	*23.2%*	*11.4%*	*43.9%*	*41.2%*	*10.1%*
Margins:													
Gross Margin	28.4%	29.1%	28.7%	27.8%	28.6%	29.3%	28.9%	28.0%	29.0%	28.9%	28.7%	28.6%	28.8%
SG&A Margin	16.2%	12.8%	15.0%	19.5%	16.5%	12.6%	14.8%	19.3%	18.6%	18.2%	16.8%	15.2%	15.1%
Adjusted EBITDA Margin	13.2%	17.0%	14.5%	9.7%	13.2%	17.3%	14.9%	9.9%	11.8%	12.0%	13.0%	14.3%	14.5%
EBIT Margin	12.2%	16.4%	13.7%	8.3%	12.1%	16.7%	14.1%	8.7%	10.5%	10.7%	11.8%	13.4%	13.7%
Adjusted Net Income Margin	9.3%	12.2%	10.1%	6.0%	8.9%	12.4%	10.5%	6.4%	7.8%	8.2%	9.5%	10.0%	10.2%

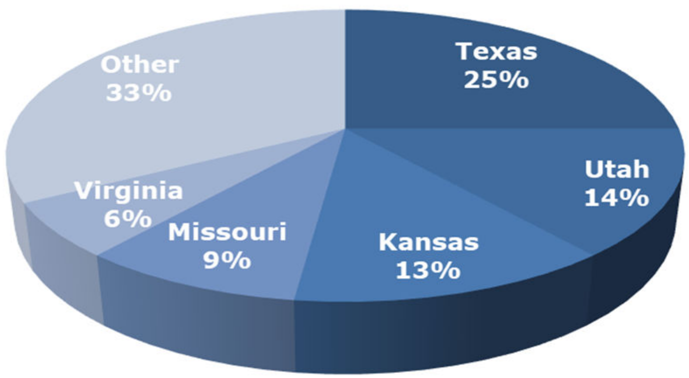
Source: Company Documents and Stephens Inc. Estimates *Trey Grooms 501-377-2318*

**Note: Adjusted EBITDA excludes one-time items. "Base" EPS removes the periodic impact on taxes from ASU 2016-09.*

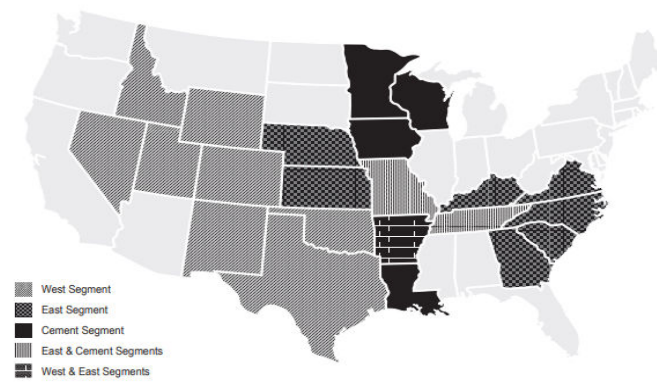
Summit Materials (SUM) Snap Shot

- SUM is the #1-2 player in 80%+ of their materials markets and in 75%+ of their products markets. SUM is a top 10 aggregates supplier and a top 15 cement producer in the U.S.

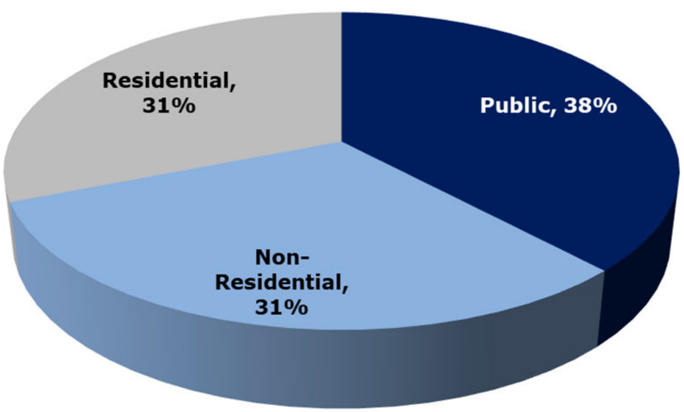
Sales by State



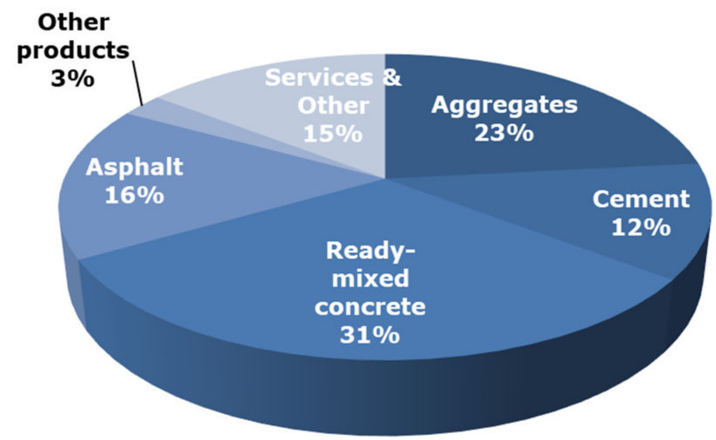
Geographic Exposure



End Market Demand



Net Sales by Product (2020)



Source: Company Documents and Stephens Inc.

SUM Current Valuation

(In Millions, Except per Share)

Current Market Valuation	
Stock Price as of 6/16/21	$34.31
% of 52-Week High	*94.8%*
52-Week High	$ 36.19
52-Week Low	14.36
Diluted Shares Outstanding	118.0
Implied Equity Value	**$ 4,049.4**
Plus: Total Debt (4/3/21)	1,897.9
Less: Cash and Equivalents (4/3/21)	(359.7)
Implied Enterprise Value	**$ 5,587.6**

Implied Trading Multiples

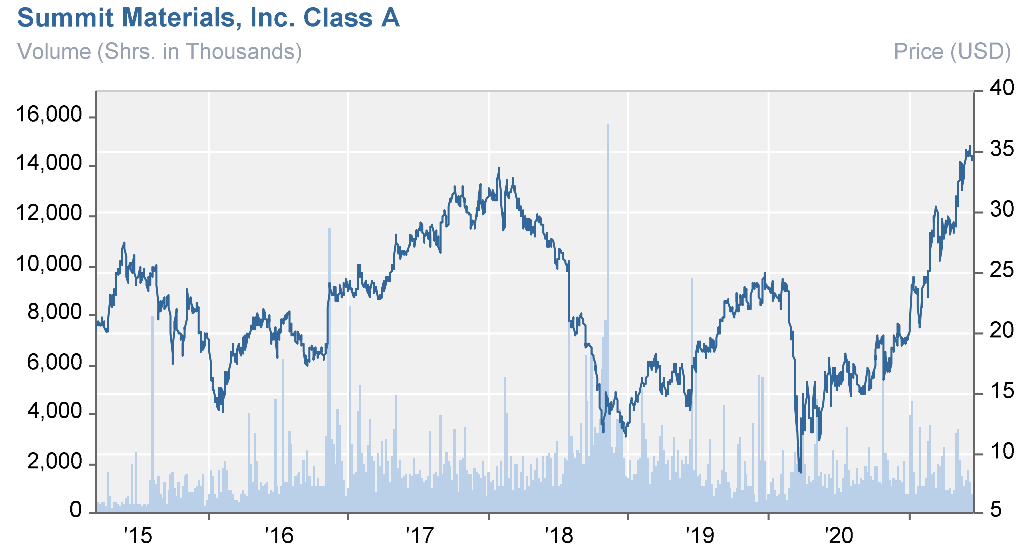
	Revenue	EBITDA	Operating EPS
2017A	$ 1,752.4	$ 435.8	$ 1.19
2018A	1,909.2	406.3	0.26
2019A	2,030.6	461.5	0.94
2020A	2,134.8	485.0	0.82
2021E	2,305.8	520.6	1.10
2022E	2,411.4	565.1	1.41

	Enterprise Value/ Revenue	Enterprise Value/ EBITDA	P/E
2017A	3.2x	12.8x	28.8x
2018A	2.9	13.8	133.5
2019A	2.8	12.1	36.4
2020A	2.6	11.5	42.0
2021E	2.4	10.7	31.1
2022E	2.3	9.9	24.4

$37.00 Price Target Implied Multiples

	Revenue	EBITDA	Operating EPS
2017A	$ 1,752.4	$ 435.8	$ 1.19
2018A	1,909.2	406.3	0.26
2019A	2,030.6	461.5	0.94
2020A	2,134.8	485.0	0.82
2021E	2,305.8	520.6	1.10
2022E	2,411.4	565.1	1.41

	Enterprise Value/ Revenue	Enterprise Value/ EBITDA	P/E
2017A	3.4x	13.6x	31.0x
2018A	3.1	14.5	143.9
2019A	2.9	12.8	39.3
2020A	2.8	12.2	45.2
2021E	2.6	11.3	33.5
2022E	2.4	10.4	26.3



Balance Sheet Summary

($ in millions)

	As of 6/30/20	9/30/20	12/31/20	3/31/21
Summary Balance Sheet				
Cash and Equivalents	$ 253.4	$ 288.8	$ 418.2	$ 359.7
Total Debt	1,857.5	1,901.2	1,898.7	1,897.9
Stockholder's Equity	1,461.9	1,569.5	1,616.3	1,614.6
Balance Sheet Metrics				
Total Capitalization	$ 3,319.3	$ 3,470.7	$ 3,515.0	$ 3,512.4
Net Debt	1,604.1	1,612.4	1,480.5	1,538.1
Net Debt to Total Cap	48.3%	46.5%	42.1%	43.8%
Net Debt / LTM EBITDA	3.3x	3.4x	3.1x	3.0x

SUM Detailed Income Statement

Summit Materials
Historical and Projected Income Statement
(Dollars in Millions, Except Per Share)

	For the Three Months Ending,				For the Three Months Ending,				For the Twelve Months Ending,				
	3/31/21A	6/30/21E	9/30/21E	12/31/21E	3/31/22E	6/30/22E	9/30/22E	12/31/22E	2018A	2019A	2020A	2021E	2022E
Net Sales:													
Aggregates	$ 117.4	$ 149.4	$ 150.3	$ 130.9	$ 123.3	$ 158.5	$ 161.0	$ 140.2	$ 373.8	$ 469.7	$ 498.0	$ 548.0	$ 583.1
Cement	38.1	80.7	96.3	70.2	39.3	85.7	102.2	74.4	258.9	266.2	257.6	285.4	301.6
Ready-Mix Concrete	158.2	183.3	194.7	179.2	162.9	194.5	206.6	190.2	584.1	607.6	668.1	715.5	754.2
Asphalt	28.4	101.9	144.6	86.0	27.0	105.0	149.0	88.5	300.0	328.0	347.7	360.9	369.5
Other Products	12.1	13.9	16.4	13.8	12.1	14.4	16.9	14.2	83.3	53.0	53.3	56.2	57.6
Services & Other	44.2	95.7	111.6	88.2	42.0	95.7	116.1	91.7	309.1	306.2	310.1	339.8	345.5
Net Sales	**$ 398.5**	**$ 625.1**	**$ 714.0**	**$ 568.2**	**$ 406.7**	**$ 653.7**	**$ 751.8**	**$ 599.2**	**$ 1,909.2**	**$ 2,030.6**	**$ 2,134.8**	**$ 2,305.8**	**$ 2,411.4**
Gross Profit:													
Aggregates	49.1	82.2	82.7	62.8	52.8	88.8	90.2	68.7	222.0	282.9	294.6	276.8	300.5
Cement	0.8	38.8	43.3	31.6	1.2	42.0	47.0	34.2	124.3	117.1	107.1	114.4	124.4
Products	27.1	62.8	76.1	55.7	29.6	69.0	83.4	61.4	204.1	218.0	254.9	221.7	243.4
Services	4.2	28.7	33.5	25.6	4.4	29.7	36.0	27.5	74.8	77.8	91.8	92.0	97.6
Total Gross Profit	**$ 81.2**	**$ 212.5**	**$ 235.6**	**$ 175.6**	**$ 88.0**	**$ 229.5**	**$ 256.6**	**$ 191.8**	**$ 625.2**	**$ 695.8**	**$ 748.5**	**$ 704.9**	**$ 765.8**
SG&A	51.6	53.0	53.0	55.0	54.2	55.7	55.7	57.8	253.6	262.9	302.3	212.6	223.3
DDA&A	56.3	56.3	56.3	56.3	56.6	56.8	57.1	57.3	204.9	217.1	221.3	225.3	227.8
Transaction Costs	-	0.5	0.5	0.5	0.5	0.5	0.5	0.5	4.2	2.2	1.5	1.5	2.0
Operating Income:													
Total Operating Income	**$ (26.8)**	**$ 102.7**	**$ 125.8**	**$ 63.8**	**$ (23.3)**	**$ 116.5**	**$ 143.4**	**$ 76.2**	**162.5**	**213.6**	**225.2**	**265.4**	**312.7**
Interest Expense	24.2	24.2	24.2	24.2	24.2	24.2	24.2	24.2	116.5	116.5	103.6	96.7	96.7
Loss on Debt Financing	-	-	-	-	-	-	-	-	0.1	14.6	4.1	-	-
Tax Receivable Agreements (benefit) expense	-	-	-	-	-	-	-	-	(22.7)	16.2	(7.6)	-	-
Other non-operating (income) and expenses, net	(20.6)	-	-	-	-	-	-	-	(27.6)	(12.0)	(4.0)	(20.6)	-
Income before Taxes	(30.5)	78.5	101.6	39.6	(47.5)	92.3	119.2	52.0	96.1	78.2	129.1	189.2	216.0
Provision for Income Taxes	(5.4)	18.0	23.4	9.1	(10.9)	21.2	27.4	12.0	59.7	17.1	(12.2)	45.1	49.7
Net Income	**$ (25.0)**	**$ 60.4**	**$ 78.2**	**$ 30.5**	**$ (36.6)**	**$ 71.1**	**$ 91.8**	**$ 40.1**	**$ 36.3**	**$ 61.1**	**$ 141.2**	**$ 144.1**	**$ 166.3**
Diluted Earnings Per Share	$ (0.20)	$ 0.51	$ 0.66	$ 0.26	$ (0.31)	$ 0.60	$ 0.78	$ 0.34	$ 0.32	$ 0.53	$ 1.21	$ 1.24	$ 1.41
Operating Earnings Per Share	**$ (0.33)**	**$ 0.51**	**$ 0.66**	**$ 0.26**	**$ (0.31)**	**$ 0.60**	**$ 0.78**	**$ 0.34**	**$ 0.26**	**$ 0.94**	**$ 0.82**	**$ 1.10**	**$ 1.41**
Fully Diluted Shares Outstanding	118.0	118.0	118.0	118.0	118.0	118.0	118.0	118.0	114.9	115.6	116.6	118.0	118.0
Tax Rate	19.0%	23.0%	23.0%	23.0%	23.0%	23.0%	23.0%	23.0%	62.2%	21.9%	-9.4%	23.6%	23.0%
EBIT	(26.8)	102.7	125.8	63.8	(23.3)	116.5	143.4	76.2	162.5	213.6	225.2	265.4	312.7
D&A	55.6	55.8	55.6	55.5	55.8	56.3	56.4	56.5	203.3	214.9	218.7	222.5	225.0
EBITDA	28.7	158.4	181.4	119.3	32.5	172.7	199.7	132.8	365.8	428.5	443.9	487.9	537.7
Adjusted EBITDA	**$ 41.7**	**$ 164.5**	**$ 187.6**	**$ 126.7**	**$ 39.3**	**$ 179.0**	**$ 206.5**	**$ 140.3**	**$ 406.3**	**$ 461.5**	**$ 485.0**	**$ 520.6**	**$ 565.1**
YOY Growth:													
Aggregates Sales	22.1%	15.0%	10.2%	-3.4%	5.1%	6.1%	7.1%	7.1%	19.3%	25.6%	6.0%	10.0%	6.4%
Cement Sales	16.1%	10.2%	16.5%	2.0%	3.0%	6.1%	6.1%	6.1%	-8.2%	2.8%	-3.2%	10.8%	5.7%
Ready-Mix Sales	11.7%	9.2%	8.7%	-0.1%	3.0%	6.1%	6.1%	6.1%	18.6%	4.0%	9.9%	7.1%	5.4%
Asphalt Sales	22.3%	-2.2%	13.4%	-7.4%	-4.9%	3.0%	3.0%	3.0%	5.4%	9.3%	6.0%	3.8%	2.4%
Other Products Sales	6.4%	8.0%	8.0%	0.0%	0.0%	3.0%	3.0%	3.0%	7.6%	-36.4%	0.5%	5.6%	2.4%
Services & Other Sales	19.3%	10.0%	7.0%	8.0%	-5.0%	0.0%	4.0%	4.0%	2.2%	-0.9%	1.3%	9.6%	1.7%
Total Net Sales	**16.4%**	**8.7%**	**10.7%**	**-0.6%**	**2.1%**	**4.6%**	**5.3%**	**5.5%**	**8.9%**	**6.4%**	**5.1%**	**8.0%**	**4.6%**
Adjusted EBITDA	154.3%	2.7%	5.6%	-3.0%	-5.9%	8.8%	10.1%	10.7%	-6.8%	13.6%	5.1%	7.3%	8.6%
Margins:													
Total Gross Margin	20.4%	34.0%	33.0%	30.9%	21.6%	35.1%	34.1%	32.0%	32.7%	34.3%	35.1%	30.6%	31.8%
Adj. EBITDA Margin	10.5%	26.3%	26.3%	22.3%	9.7%	27.4%	27.5%	23.4%	21.3%	22.7%	22.7%	22.6%	23.4%
Total Operating Margin	-6.7%	16.4%	17.6%	11.2%	-5.7%	17.8%	19.1%	12.7%	8.5%	10.5%	10.5%	11.5%	13.0%
Net Margin	-6.3%	9.7%	11.0%	5.4%	-9.0%	10.9%	12.2%	6.7%	1.9%	3.0%	6.6%	6.3%	6.9%
Price and Volume													
Aggregates Price yoy % Change	(1.9%)	2.0%	3.0%	5.0%	3.0%	3.0%	3.0%	3.0%	3.1%	7.0%	(2.1%)	2.4%	3.0%
Aggregates Volume yoy % Change	20.7%	12.7%	5.0%	(8.0%)	2.0%	3.0%	4.0%	4.0%	14.2%	13.3%	9.5%	6.8%	3.3%
Cement Price yoy % Change	0.4%	2.0%	4.0%	2.0%	3.0%	3.0%	3.0%	3.0%	0.6%	1.7%	1.5%	2.4%	3.0%
Cement Volume yoy % Change	13.7%	8.0%	12.0%	0.0%	0.0%	3.0%	3.0%	3.0%	(8.6%)	2.8%	(4.6%)	7.9%	2.6%
Ready-Mix Price yoy % Change	3.7%	4.0%	3.5%	3.0%	3.0%	3.0%	3.0%	3.0%	2.1%	3.4%	4.7%	3.5%	3.0%
Ready-Mix Volume yoy % Change	7.6%	5.0%	5.0%	(3.0%)	0.0%	3.0%	3.0%	3.0%	16.1%	0.6%	5.0%	3.4%	2.3%
Asphalt Price yoy % Change	5.5%	3.0%	3.0%	3.0%	0.0%	0.0%	0.0%	0.0%	2.5%	6.1%	1.4%	3.2%	0.0%
Asphalt Volume yoy % Change	15.9%	(5.0%)	10.0%	(10.0%)	(5.0%)	3.0%	3.0%	3.0%	2.7%	3.0%	4.7%	0.6%	2.4%

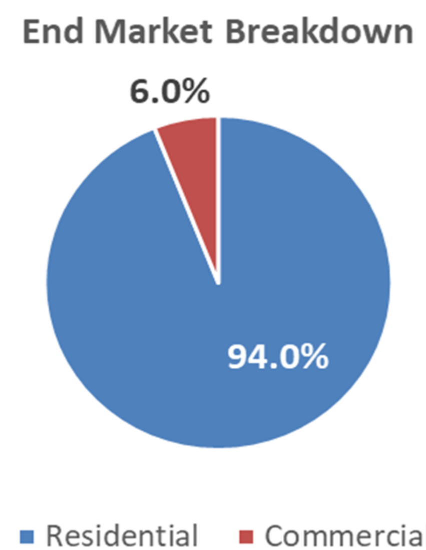
Source: Company documents and Stephens Inc. estimates.

Trey Grooms 501-377-2318

Trex Company (TREX) Snap Shot

- TREX is a manufacturer of wood-alternative decking and railing with the strongest distribution channel in the industry.
- $200 million capital expansion investments at Virginia and Nevada sites which will result in a 70% increase in production capacity.
- Targeting new international markets with higher GDP, personal income, and desire for outdoor solutions.
- 1% market share gain from wood = $50M annual composite sales.
- Over 6,700 stocking locations.
- Decking made from 95% recycled and reclaimed materials.

Distribution Partner Locations



Source: Company Documents

TREX Current Valuation

(In Millions, Except per Share)

TREX Current Market Valuation	
Stock Price as of 6/16/21	$ 97.44
% of 52-Week High	*87.8%*
52-Week High (5/10/21)	$ 111.04
52-Week Low (6/15/20)	57.77
Diluted Shares Outstanding	116.0
Equity Value	**$11,304.7**
Plus: Total Debt (3/31/21)	29.5
Less: Cash and Equivalents (3/31/21)	(8.2)
Enterprise Value	**$11,326.1**

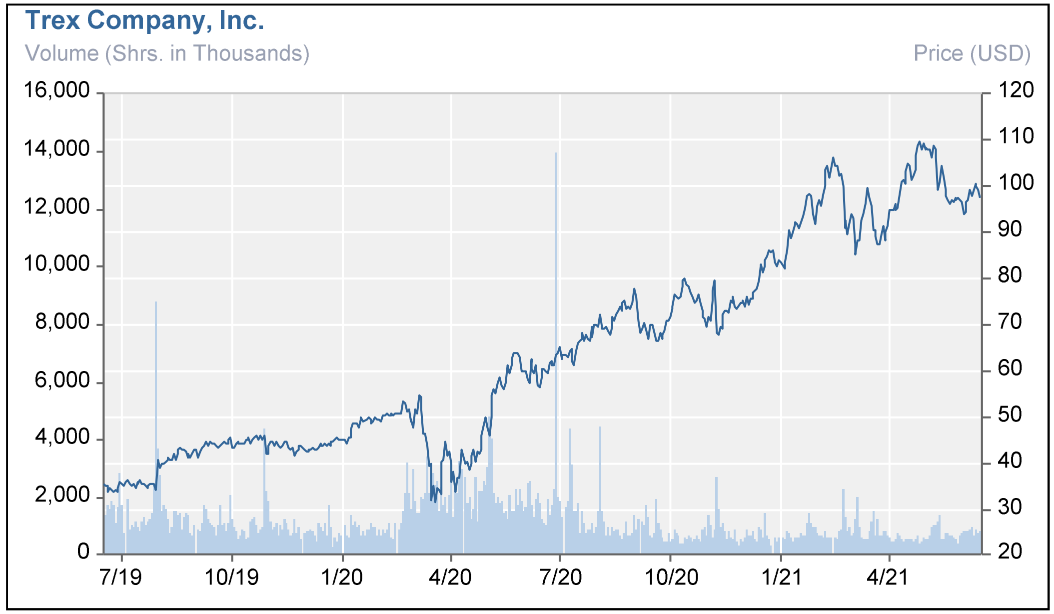
Current Trading Multiples

	Revenue	EBITDA	EPS
2017A	$ 565.2	$ 159.2	$ 1.59
2018A	684.3	199.3	1.35
2019A	745.3	214.3	1.31
2020A	880.8	258.1	1.55
2021E	1,142.5	357.9	2.08
2022E	1,258.1	416.8	2.39

	Enterprise Value/		
	Revenue	EBITDA	P/E
2017A	20.0x	71.2x	61.4x
2018A	16.6	56.8	72.4
2019A	15.2	52.8	74.2
2020A	12.9	43.9	62.8
2021E	9.9	31.7	46.8
2022E	9.0	27.2	40.8

$ 111.00 Price Target Implied Multiples

	Enterprise Value/		
	Revenue	EBITDA	EPS
2017A	22.8x	81.0x	70.0x
2018A	18.9	64.7	82.4
2019A	17.3	60.2	84.5
2020A	14.6	50.0	71.5
2021E	11.3	36.0	53.3
2022E	10.3	30.9	46.5



Balance Sheet Summary

($ in millions)

	As of			
	6/30/20	9/30/20	12/31/20	3/31/21
Summary Balance Sheet				
Cash and Equivalents	$ 12.2	$ 20.1	$ 121.7	$ 8.2
Total Debt	-	-	-	-
Stockholder's Equity	499.7	544.1	588.5	590.1
Balance Sheet Metrics				
Total Capitalization	$ 499.7	$ 544.1	$ 588.5	$ 590.1
Net Debt	(12.2)	(20.1)	(121.7)	(8.2)
Total Debt / LTM EBITDA	0.0 x	0.0 x	0.0 x	0.0 x

Stephens

Source: FactSet Research Systems, Company Documents and Stephens Inc.

TREX Detailed Income Statement

Trex Company Inc.

Historical and Projected Income Statement

(Dollars in Thousands, Except for Per Share)

	For the Three Months Ending,				For the Three Months Ending,								
	3/31/20A	**6/30/20A**	**9/30/20A**	**12/31/20A**	**3/31/21A**	**6/30/21E**	**9/30/21E**	**12/31/21E**	**2018A**	**2019A**	**2020A**	**2021E**	**2022E**
TREX Core Business Sales	$ 186,395	$ 208,648	$ 218,502	$ 213,286	$ 232,524	$ 287,934	$ 312,458	$ 255,943	$ 614,250	$ 694,347	$ 826,831	$ 1,088,859	$ 1,203,380
TREX Commercial Products	14,000	12,000	13,000	15,000	13,000	12,600	13,000	15,000	70,000	51,000	54,000	53,600	54,672
Net Sales	$ 200,395	$ 220,648	$ 231,502	$ 228,286	$ 245,524	$ 300,534	$ 325,458	$ 270,943	$ 684,250	$ 745,347	$ 880,831	$ 1,142,459	$ 1,258,052
Cost of Sales	110,699	128,243	146,538	135,895	149,723	182,786	189,961	159,247	389,356	438,844	521,375	681,717	735,967
Core Business Gross Profit	$ 84,996	$ 88,675	$ 81,720	$ 88,087	$ 93,475	$ 114,598	$ 131,857	$ 107,496	$ 279,883	$ 294,593	$ 343,478	$ 447,426	$ 508,458
Commercial Products Gross Profit	4,700	3,730	3,244	4,304	2,326	3,150	3,640	4,200	15,011	11,910	15,978	13,316	13,627
Gross Profit	$ 89,696	$ 92,405	$ 84,964	$ 92,391	$ 95,801	$ 117,748	$ 135,497	$ 111,696	$ 294,894	$ 306,503	$ 359,456	$ 460,742	$ 522,085
SG&A	34,561	29,009	28,027	34,224	31,312	34,000	36,000	38,000	118,227	118,303	125,821	139,312	153,243
Operating Income	55,135	63,396	56,937	58,167	64,489	83,748	99,497	73,696	176,667	188,200	233,635	321,430	368,842
Interest Expense,Net	(522)	(71)	(208)	(198)	(3)	(100)	(200)	(200)	(193)	(1,502)	(999)	(503)	(503)
Income before Taxes	55,657	63,467	57,145	58,365	64,492	83,848	99,697	73,896	176,860	189,702	234,634	321,933	369,345
Provision for Income Taxes	13,255	16,249	14,435	15,064	15,947	20,962	24,924	18,474	42,288	44,964	59,003	80,307	92,336
Net Income	$ 42,402	$ 47,218	$ 42,710	$ 43,301	$ 48,545	$ 62,886	$ 74,773	$ 55,422	$ 134,572	$ 144,738	$ 175,631	$ 241,626	$ 277,009
GAAP Earnings Per Share	$ 0.36	$ 0.41	$ 0.37	$ 0.37	$ 0.42	$ 0.54	$ 0.64	$ 0.48	$ 1.30	$ 1.23	$ 1.51	$ 2.08	$ 2.39
Operating Earnings Per Share	**$ 0.36**	**$ 0.41**	**$ 0.41**	**$ 0.37**	**$ 0.42**	**$ 0.54**	**$ 0.64**	**$ 0.48**	**$ 1.35**	**$ 1.31**	**$ 1.55**	**$ 2.08**	**$ 2.39**
Diluted Shares Outstanding	116,647	116,062	116,135	116,170	116,017	116,017	116,017	116,017	103,336	117,217	116,253	116,017	116,017
Effective Tax Rate	24%	26%	25%	26%	25%	25%	25%	25%	24%	24%	25%	25%	25%
D&A	$ 3,851	$ 4,064	$ 4,535	$ 5,489	$ 6,423	$ 8,000	$ 10,000	$ 12,000	$ 16,597	$ 14,031	$ 17,939	$ 36,423	$ 48,000
EBITDA	$ 58,986	$ 67,460	$ 61,472	$ 63,656	$ 70,912	$ 91,748	$ 109,497	$ 85,696	$ 193,264	$ 202,231	$ 251,604	$ 357,853	$ 416,842
Adj. EBITDA	**$ 58,986**	**$ 67,460**	**$ 67,952**	**$ 63,656**	**$ 70,912**	**$ 91,748**	**$ 109,497**	**$ 85,696**	**$ 199,264**	**$ 214,328**	**$ 258,054**	**$ 357,853**	**$ 416,842**
YOY Growth:													
TREX Core Business Sales	12.6%	7.9%	19.7%	39.6%	24.7%	38.0%	43.0%	20.0%	13.0%	13.0%	19.1%	31.7%	10.5%
TREX Commercial Products	0.0%	(7.7%)	8.3%	25.0%	(7.1%)	5.0%	0.0%	0.0%	NM	(27.1%)	5.9%	(0.7%)	2.0%
Total Revenue	**11.6%**	**6.9%**	**19.0%**	**38.5%**	**22.5%**	**36.2%**	**40.6%**	**18.7%**	**21.1%**	**8.9%**	**18.2%**	**29.7%**	**10.1%**
Gross Profit	29.3%	10.7%	3.1%	29.6%	6.8%	27.4%	59.5%	20.9%	21.2%	3.9%	17.3%	28.2%	13.3%
EBITDA	38.4%	31.8%	4.8%	27.8%	20.2%	36.0%	78.1%	34.6%	21.4%	4.6%	24.4%	42.2%	16.5%
Adjusted EBITDA	**12.1%**	**26.9%**	**15.9%**	**27.6%**	**20.2%**	**36.0%**	**61.1%**	**34.6%**	**25.2%**	**7.6%**	**20.4%**	**38.7%**	**16.5%**
Operating EPS	8.0%	27.9%	14.3%	22.9%	15.1%	33.2%	57.4%	28.2%	(15.1%)	(2.5%)	18.3%	34.1%	14.6%
Margins:													
Core Business Gross Profit	45.6%	42.5%	37.4%	41.3%	40.2%	39.8%	42.2%	42.0%	45.6%	42.4%	41.5%	41.1%	42.3%
Commercial Products Gross Profit	33.6%	31.1%	25.0%	28.7%	17.9%	25.0%	28.0%	28.0%	21.4%	23.4%	29.6%	24.8%	24.9%
Consolidated Gross Margin	**44.8%**	**41.9%**	**36.7%**	**40.5%**	**39.0%**	**39.2%**	**41.6%**	**41.2%**	**43.1%**	**41.1%**	**40.8%**	**40.3%**	**41.5%**
Adjusted EBITDA	29.4%	30.6%	29.4%	27.9%	28.9%	30.5%	33.6%	31.6%	29.1%	28.8%	29.3%	31.3%	33.1%
EBIT	27.5%	28.7%	24.6%	25.5%	26.3%	27.9%	30.6%	27.2%	25.8%	25.2%	26.5%	28.1%	29.3%

Source: Company documents and Stephens Inc. estimates.

Trey Grooms (501) 377-2318

U.S. Concrete (USCR) Snap Shot

Ready-Mixed Concrete

~85% of 2020 Segment Sales

- Ready-Mixed Concrete segment engages in the formulation, production and delivery of ready-mixed concrete to customers' job sites.
- Ready-mixed concrete is a highly versatile construction material that results from combining coarse and fine aggregates, such as gravel, crushed stone and sand, with water, various chemicals and cement.
- The concrete is provided from operations in north/west TX & Oklahoma (Central Region is 37% of revenues), northern CA (West Region is 30%), NJ, NY, Philly and DC (Eastern Region is 33%).
- Uses: Commercial and Industrial, Residential and Streets, Highways & Other Public works end markets.
- Roughly 194 ready-mixed concrete operating facilities.
- ~8.2 million cubic yards of concrete sold in 2020.

Aggregates

~11% of 2020 Segment Sales

- Aggregates segment produces crushed stone, sand and gravel from 20 aggregates facilities and serves markets in CA, TX and the Northeast.
- Aggregates (sand, stone and gravel) are a raw material used in the production of ready-mixed concrete.
- Roughly 42% of the aggregates used by USCR in its ready-mix concrete operations are internally sourced and roughly 58% of the aggregates used in concrete construction are externally sourced.
- Uses: commercial, industrial and public works end markets.
- 20 aggregates production facilities.
- 7 aggregates distribution terminals.
- ~13 million tons of aggregates sold in 2020.

USCR Current Valuation

(In Millions, Except per Share)

Current Market Valuation	
Stock Price as of 6/16/21	$ 74.18
% of 52-Week High	*93.9%*
52-Week High (3/31/21)	$ 78.99
52-Week Low (5/14/20)	22.45
Diluted Shares Outstanding	16.8
Equity Value	**$ 1,246.2**
Plus: Total Debt (3/31/21)	743.7
Less: Cash and Equivalents (3/31/21)	(22.8)
Enterprise Value	**$ 1,967.1**

Current Trading Multiples

	Revenue	EBITDA	Operating EPS
2017A	$ 1,336.0	$ 192.3	$ 2.99
2018A	1,507.9	193.8	2.49
2019A	1,478.7	183.9	1.93
2020A	1,365.7	192.9	2.13
2021E	1,386.6	195.4	2.34
2022E	1,486.3	214.6	3.14

	Enterprise Value/		
	Revenue	EBITDA	P/E
2017A	1.5x	10.2x	24.8x
2018A	1.3	10.2	29.8
2019A	1.3	10.7	38.5
2020A	1.4	10.2	34.9
2021E	1.4	10.1	31.7
2022E	1.3	9.2	23.6

$ 74.00 Price Target Implied Multiples

	Enterprise Value/		
	Revenue	EBITDA	P/E
2017A	1.5x	10.2x	24.7x
2018A	1.3	10.1	29.7
2019A	1.3	10.7	38.4
2020A	1.4	10.2	34.8
2021E	1.4	10.1	31.7
2022E	1.3	9.2	23.6

Balance Sheet Summary

($ in millions)

	As of			
	6/30/20	9/30/20	12/31/20	3/31/21
Summary Balance Sheet				
Cash and Equivalents	$ 17.5	$ 405.5	$ 11.1	$ 22.8
Total Debt	758.9	1,102.8	702.4	743.7
Stockholder's Equity	374.9	401.6	401.7	390.1
Balance Sheet Metrics				
Total Capitalization	$ 1,133.8	$ 1,504.4	$ 1,104.1	$ 1,133.8
Net Debt	741.4	697.3	691.3	720.9
Net Debt to Total Cap	65.4%	46.4%	62.6%	63.6%
Net Debt / LTM EBITDA	3.9x	3.6x	3.6x	3.9x

Stephens

Source: FactSet Research Systems, Company Documents and Stephens Inc.

USCR Detailed Income Statement

U.S. Concrete, Inc. (USCR)

Historical and Projected Income Statement

(Dollars in Thousands, Except for Per Share)

	For the Three Months Ending,				For the Three Months Ending,				For the Twelve Months Ending,				
	3/31/21A	6/30/21E	9/30/21E	12/31/21E	3/31/22E	6/30/22E	9/30/22E	12/31/22E	2018A	2019A	2020A	2021E	2022E
Revenues:													
Ready-Mixed Concrete	$ 241,500	$ 280,047	$ 341,471	$ 306,231	$ 268,198	$ 297,102	$ 362,266	$ 324,880	$ 1,305,509	$ 1,278,600	$ 1,161,400	$ 1,169,249	$ 1,252,447
Aggregates	32,000	38,337	46,822	41,114	34,546	41,462	49,673	43,618	136,511	141,800	152,200	158,273	169,299
Intersegment Sales	12,500	16,430	20,066	17,620	14,805	17,769	21,288	18,693	46,132	53,400	64,200	66,617	72,557
Total Segment Sales	$ 286,000	$ 334,815	$ 408,359	$ 364,965	$ 317,550	$ 356,334	$ 433,228	$ 387,192	$ 1,488,152	$ 1,473,800	$ 1,377,800	$ 1,394,139	$ 1,494,303
Other Products and Eliminations	(300)	(1,674)	(2,925)	(2,615)	(333)	(1,782)	(3,104)	(2,774)	19,724	4,900	(12,100)	(7,514)	(7,992)
Total Revenues	**$ 285,700**	**$ 333,141**	**$ 405,433**	**$ 362,351**	**$ 317,217**	**$ 354,552**	**$ 430,124**	**$ 384,418**	**$ 1,507,876**	**$ 1,478,700**	**$ 1,365,700**	**$ 1,386,625**	**$ 1,486,311**
Cost of Sales	233,100	259,184	307,596	284,658	258,021	273,892	325,254	301,032	1,212,238	1,187,600	1,070,600	1,084,538	1,158,198
Gross Profit	$ 52,600	$ 73,957	$ 97,837	$ 77,693	$ 59,196	$ 80,661	$ 104,871	$ 83,386	$ 295,638	$ 291,100	$ 295,100	$ 302,087	$ 328,112
Total SG&A	$ 29,300	$ 29,983	$ 32,435	$ 28,988	$ 31,739	$ 31,023	$ 33,335	$ 29,792	$ 126,471	$ 130,000	$ 127,000	$ 120,705	$ 125,889
EBITDA	23,300	43,975	65,402	48,705	27,456	49,637	71,536	53,593	169,167	161,100	168,100	181,382	202,223
D&A	24,400	25,200	25,200	25,200	25,200	25,200	25,200	25,200	91,790	93,200	99,700	100,000	100,800
Operating Income	(1,100)	18,775	40,202	23,505	2,256	24,437	46,336	28,393	77,377	67,900	68,400	81,382	101,423
Interest Expense,Net	10,400	10,400	10,400	10,400	10,400	10,400	10,400	10,400	46,364	46,100	45,900	41,600	41,600
Derivative Loss	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Income (Expense)	400	400	400	400	400	400	400	400	4,663	9,500	1,500	1,600	1,600
One Time Items	1,600	-	-	-	-	-	-	-	14,006	(2,700)	(4,500)	1,600	-
Income before Taxes	(9,500)	8,775	30,202	13,505	(7,744)	14,437	36,336	18,393	48,405	28,400	19,500	42,982	61,423
Provision for Income Taxes	(4,700)	2,369	8,155	3,646	(2,091)	3,898	9,811	4,966	16,819	12,300	(5,000)	9,470	16,584
Net Income	$ (4,800)	$ 6,405	$ 22,048	$ 9,859	$ (5,653)	$ 10,539	$ 26,525	$ 13,427	$ 31,586	$ 16,100	$ 24,500	$ 33,512	$ 44,839
GAAP Earnings Per Share	$ (0.29)	$ 0.38	$ 1.31	$ 0.59	$ (0.34)	$ 0.63	$ 1.58	$ 0.80	$ 1.92	$ 0.98	$ 1.48	$ 1.99	$ 2.67
Adjusted Earnings Per Share	**$ (0.29)**	**$ 0.49**	**$ 1.43**	**$ 0.71**	**$ (0.21)**	**$ 0.74**	**$ 1.69**	**$ 0.92**	**$ 2.49**	**$ 1.93**	**$ 2.13**	**$ 2.34**	**$ 3.14**
Diluted Shares Outstanding	16,800	16,800	16,800	16,800	16,800	16,800	16,800	16,800	16,493	16,464	16,575	16,800	16,800
Book Tax Rate	NM	27.0%	27.0%	27.0%	NM	27.0%	27.0%	27.0%	34.7%	43.3%	-25.6%	22.0%	27.0%
Adjusted EBITDA	**$ 28,200**	**$ 46,875**	**$ 68,402**	**$ 51,905**	**$ 30,756**	**$ 52,537**	**$ 74,536**	**$ 56,793**	**$ 193,786**	**$ 183,900**	**$ 192,900**	**$ 195,382**	**$ 214,623**
YOY Growth:													
Total Segment Sales	-14.8%	2.4%	8.3%	7.9%	11.0%	6.4%	6.1%	6.1%	14.1%	-1.0%	-6.5%	1.2%	7.2%
Total Revenue	-14.6%	3.2%	8.3%	8.4%	11.0%	6.4%	6.1%	6.1%	12.9%	-1.9%	-7.6%	1.5%	7.2%
Gross Profit	-13.1%	1.9%	8.3%	8.4%	12.5%	9.1%	7.2%	7.3%	5.8%	-1.5%	1.4%	2.4%	8.6%
Consolidated Business YOY Growth:													
Consolidated Total Pro Forma Revenue	-14.6%	3.2%	8.3%	8.4%	11.0%	6.4%	6.1%	6.1%	12.9%	-1.9%	-7.6%	1.5%	7.2%
Gross Profit	-13.1%	1.9%	8.3%	8.4%	12.5%	9.1%	7.2%	7.3%	5.8%	-1.5%	1.4%	2.4%	8.6%
Adjusted EBITDA	-17.5%	-1.5%	7.0%	10.0%	9.1%	12.1%	9.0%	9.4%	0.8%	-5.1%	4.9%	1.3%	9.8%
Margins:													
USCR Gross Margin	18.4%	22.2%	24.1%	21.4%	18.7%	22.8%	24.4%	21.7%	19.6%	19.7%	21.6%	21.8%	22.1%
SG&A Margin	10.3%	9.0%	8.0%	8.0%	10.0%	8.8%	7.8%	7.8%	8.4%	8.8%	9.3%	8.7%	8.5%
Adjusted EBITDA	9.9%	14.1%	16.9%	14.3%	9.7%	14.8%	17.3%	14.8%	12.9%	12.4%	14.1%	14.1%	14.4%
EBIT	-0.4%	5.6%	9.9%	6.5%	0.7%	6.9%	10.8%	7.4%	5.1%	4.6%	5.0%	5.9%	6.8%
Net Margin	-1.7%	1.9%	5.4%	2.7%	-1.8%	3.0%	6.2%	3.5%	2.1%	1.1%	1.8%	2.4%	3.0%
USCR Ready Mix YoY Volume Growth	-15.7%	0.0%	7.0%	5.0%	8.0%	3.0%	3.0%	3.0%	6.3%	-3.7%	-10.2%	-0.8%	4.0%
USCR Ready Mix YoY Pricing	-1.9%	3.0%	2.0%	3.0%	3.0%	3.0%	3.0%	3.0%	1.2%	1.9%	1.2%	1.5%	3.0%

Source: Company documents and Stephens Inc. estimates. *Trey Grooms (501) 377-2318*

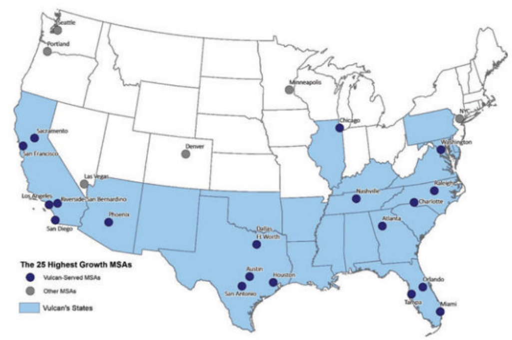
Note: Adjusted EPS excludes non-cash stock compnensation, derivative loss, and income / loss from discontinued operations and now assumes a 27% tax rate.

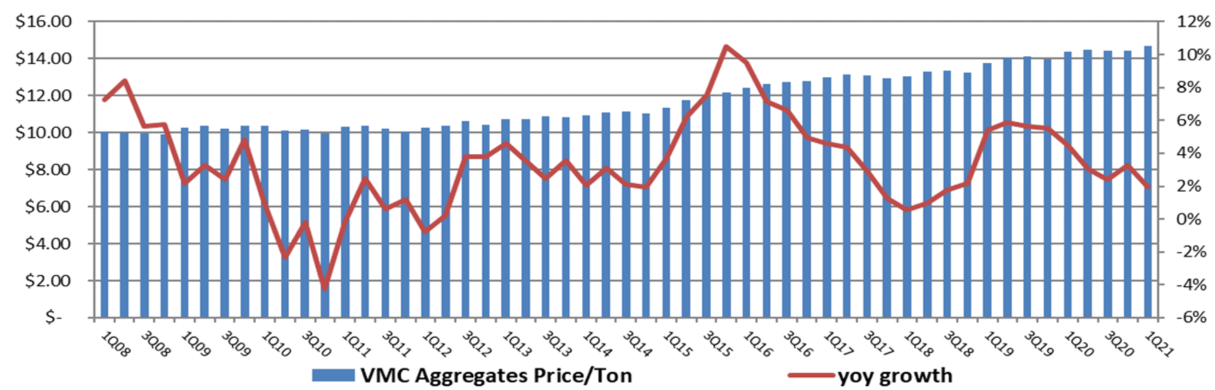
Vulcan Materials (VMC) Snap Shot

Aggregates
- $3,944 mil. of 2020 Total Revenue
- ~69% of Net Sales
- Crushed Stone, Sand, Gravel
- High Incremental Gross Margins

Asphalt Mix & Concrete
- $1,176 mil. of 2020 Total Revenue
- ~21% of Net Sales
- Mainly Highway & Street Uses

Calcium
- ~$7.7 mil. of 2020 Total Revenue
- Immaterial % of Net Sales
- One calcium-producing plant





Source: Company Documents

VMC Current Valuation

(In Millions, Except per Share)

Current Market Valuation		
Stock Price as of 6/16/21	$	170.38
% of 52-Week High		*93.3%*
52-Week High (4/28/21)	$	182.55
52-Week Low (5/14/20)		88.60
Diluted Shares Outstanding		133.4
Equity Value		**$ 22,731.2**
Plus: Total Debt		2,788.3
Less: Cash		(890.9)
Enterprise Value		**$ 24,628.6**

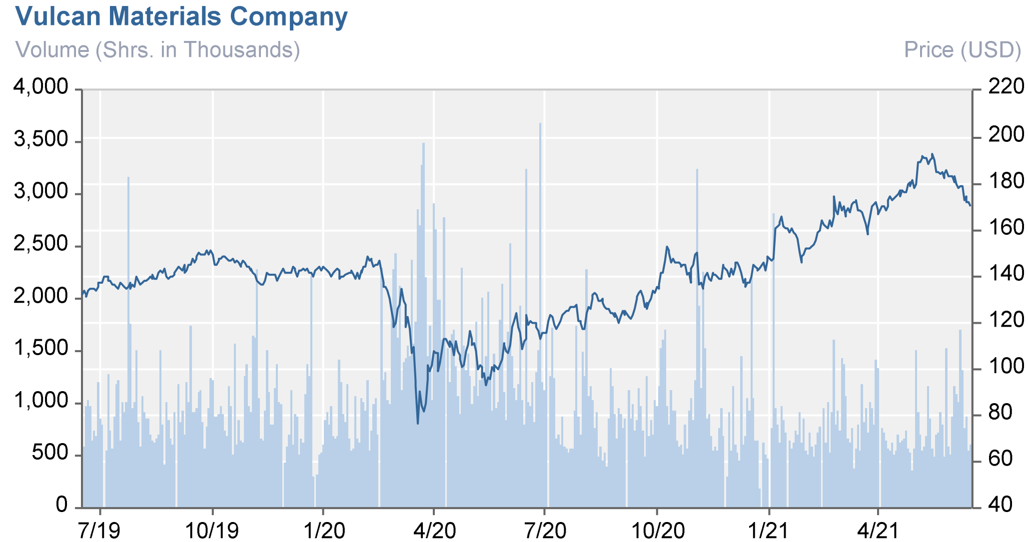
Current Trading Multiples - Pro Forma

	Revenue	EBITDA	Operating EPS
2017A	$ 3,890.3	$ 981.9	$ 3.02
2018A	4,382.9	1,131.7	4.06
2019A	4,929.1	1,270.0	4.72
2020A	4,856.8	1,323.5	4.71
2021E	5,127.2	1,433.0	5.18
2022E	5,467.9	1,581.6	5.96

	Enterprise Value/		Operating
	Revenue	EBITDA	P/E
2017A	6.3x	25.1x	56.4x
2018A	5.6	21.8	42.0
2019A	5.0	19.4	36.1
2020A	5.1	18.6	36.2
2021E	4.8	17.2	32.9
2022E	4.5	15.6	28.6

$ 215.00 Price Target Implied Multiples - Pro Forma

	Enterprise Value/		Operating
	Revenue	EBITDA	P/E
2017A	7.7x	30.5x	71.1x
2018A	6.8	26.5	53.0
2019A	6.1	23.6	45.5
2020A	6.2	22.6	45.7
2021E	5.8	20.9	41.5
2022E	5.5	18.9	36.1



Balance Sheet Summary

($ in millions)

	As of			
	6/30/20	9/30/20	12/31/20	3/31/21
Summary Balance Sheet				
Cash and Equivalents	$ 817.2	$ 1,084.7	$ 1,198.0	$ 890.9
Total Debt	3,285.7	3,286.5	3,287.7	2,788.3
Stockholder's Equity	5,764.2	5,928.4	6,027.3	6,136.2
Balance Sheet Metrics				
Total Capitalization	$ 9,049.8	$ 9,214.9	$ 9,315.0	$ 8,924.6
Net Debt	2,468.5	2,201.8	2,089.7	1,897.4
Net Debt to Total Cap	27.3%	23.9%	22.4%	21.3%
Net Debt / LTM EBITDA	1.9x	1.7x	1.6x	1.4x

VMC Detailed Income Statement

Vulcan Materials Company

Historical and Projected Income Statement

(Dollars in Millions, Except Per Share)

	For the Three Months Ending,				For the Three Months Ending,								
	3/31/21A	6/30/21E	9/30/21E	12/31/21E	3/31/22E	6/30/22E	9/30/22E	12/31/22E	2018A	2019A	2020A	2021E	2022E
Sales:													
Aggregates	$ 894.9	$ 1,121.3	$ 1,149.5	$ 986.9	$ 961.1	$ 1,204.5	$ 1,235.1	$ 1,060.4	$ 3,513.6	$ 3,990.3	$ 3,944.3	$ 4,152.7	$ 4,461.1
Asphalt mix & Concrete	228.5	345.2	377.6	308.7	239.6	360.4	394.3	322.5	1,135.2	1,251.4	1,176.2	1,260.0	1,316.7
Calcium	2.1	1.9	1.4	2.5	2.2	2.0	1.5	2.6	8.1	8.2	7.7	7.9	8.3
Intersegment Sales	(57.2)	(80.8)	(84.1)	(71.4)	(66.2)	(86.2)	(89.7)	(76.2)	(274.1)	(320.8)	(271.4)	(293.4)	(318.2)
Net Sales	$ 1,068.3	$ 1,387.7	$ 1,444.4	$ 1,226.7	$ 1,136.7	$ 1,480.7	$ 1,541.2	$ 1,309.3	$ 4,382.9	$ 4,929.1	$ 4,856.8	$ 5,127.2	$ 5,467.9
Gross Profit:													
Aggregates	$ 223.6	$ 371.5	$ 387.4	$ 289.1	$ 252.0	$ 412.6	$ 428.4	$ 323.4	$ 991.9	$ 1,146.6	$ 1,159.2	$ 1,271.6	$ 1,416.5
Asphalt mix & Concrete	4.8	47.7	48.0	29.1	6.3	51.1	52.7	31.6	106.4	106.2	119.4	129.6	141.6
Calcium	0.9	0.7	0.5	0.9	0.8	0.7	0.5	0.9	2.7	3.1	2.9	2.9	2.9
Total Gross Profit	$ 229.3	$ 419.9	$ 435.9	$ 319.0	$ 259.1	$ 464.4	$ 481.6	$ 355.9	$ 1,100.9	$ 1,255.9	$ 1,281.5	$ 1,404.1	$ 1,561.0
SG&A	88.6	95.3	87.3	98.6	91.3	98.2	89.9	101.6	333.4	370.5	359.8	369.8	380.9
Gain on sale of P,P&E, net	117.2	2.0	2.0	2.0	2.0	2.0	2.0	2.0	14.9	23.8	4.0	123.2	8.0
Other Operating Expense, net	8.3	6.0	6.0	6.0	6.0	6.0	6.0	6.0	35.4	31.6	30.0	26.3	24.0
Minority interest in losses of a consolidated subsidia	-	-	-	-	-	-	-	-	-	-	-	-	-
EBIT	$ 249.5	$ 320.6	$ 344.6	$ 216.4	$ 163.8	$ 362.2	$ 387.7	$ 250.4	$ 747.1	$ 877.5	$ 895.7	$ 1,131.1	$ 1,164.1
Interest Expense (Income)	33.1	33.1	33.1	33.1	33.1	33.1	33.1	33.1	137.4	129.0	134.4	132.5	132.5
Other Income, Net	5.9	2.0	2.0	2.0	2.0	2.0	2.0	2.0	13.6	9.2	(17.5)	11.9	8.0
Income before Taxes	222.3	289.5	313.5	185.3	132.7	331.1	356.6	219.2	623.3	757.7	743.8	1,010.6	1,039.7
Provision for Income Taxes	60.6	65.1	70.5	41.7	31.2	77.8	83.8	51.5	105.5	135.2	155.8	238.0	244.3
Net Income	$ 161.7	$ 224.4	$ 242.9	$ 143.6	$ 101.5	$ 253.3	$ 272.8	$ 167.7	$ 517.8	$ 622.5	$ 588.0	$ 772.6	$ 795.3
Diluted Earnings Per Share	$ 1.21	$ 1.68	$ 1.82	$ 1.08	$ 0.76	$ 1.90	$ 2.04	$ 1.26	$ 3.87	$ 4.67	$ 4.41	$ 5.79	$ 5.96
Operating Earnings Per Share	$ 0.69	$ 1.68	$ 1.82	$ 1.08	$ 0.76	$ 1.90	$ 2.04	$ 1.26	$ 4.06	$ 4.72	$ 4.71	$ 5.18	$ 5.96
Fully Diluted Shares Outstanding	133.4	133.4	133.4	133.4	133.4	133.4	133.4	133.4	133.9	133.3	133.3	133.4	133.4
Tax Rate	27%	23%	23%	23%	24%	24%	24%	24%	17%	18%	21%	24%	24%
Adjusted EBITDA	$ 244.3	$ 423.0	$ 447.0	$ 318.8	$ 268.2	$ 466.6	$ 492.1	$ 354.7	$ 1,131.7	$ 1,270.0	$ 1,323.5	$ 1,433.0	$ 1,581.6
YOY Growth:													
Aggregates Revenue	3.1%	4.7%	9.6%	3.2%	7.4%	7.4%	7.4%	7.4%	13.5%	13.6%	(1.2%)	5.3%	7.4%
Asphalt mix & Concrete Revenue	(2.6%)	6.7%	11.7%	10.2%	4.8%	4.4%	4.4%	4.5%	9.2%	10.2%	(6.0%)	7.1%	4.5%
Net Revenue	1.8%	4.9%	10.3%	4.4%	6.4%	6.7%	6.7%	6.7%	12.7%	12.5%	(1.5%)	5.6%	6.6%
Adjusted EBITDA	21.5%	3.7%	10.8%	2.4%	9.8%	10.3%	10.1%	11.3%	15.3%	12.2%	4.2%	8.3%	10.4%
Operating EPS	48.8%	5.3%	16.8%	1.0%	9.6%	12.9%	12.3%	16.8%	34.2%	16.4%	(0.3%)	10.1%	15.0%
Margins:													
Aggregates Gross Margin	25.0%	33.1%	33.7%	29.3%	26.2%	34.3%	34.7%	30.5%	28.2%	28.7%	29.4%	30.6%	31.8%
Asphalt mix & Concrete Gross Margin	2.1%	13.8%	12.7%	9.4%	2.6%	14.2%	13.4%	9.8%	9.4%	8.5%	10.2%	10.3%	10.8%
Calcium Gross Margin	41.4%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	33.5%	37.6%	37.7%	36.7%	35.0%
Gross Margin	21.5%	30.3%	30.2%	26.0%	22.8%	31.4%	31.3%	27.2%	25.1%	25.5%	26.4%	27.4%	28.5%
Adjusted EBITDA	22.9%	30.5%	30.9%	26.0%	23.6%	31.5%	31.9%	27.1%	25.8%	25.8%	27.3%	27.9%	28.9%
EBIT	23.9%	23.2%	24.0%	17.8%	14.6%	24.6%	25.3%	19.3%	17.4%	18.0%	18.1%	22.3%	21.4%
Net Margin	15.1%	16.2%	16.8%	11.7%	8.9%	17.1%	17.7%	12.8%	11.8%	12.6%	12.1%	15.1%	14.5%
Price and Volume													
Aggregates Price (est.)	$ 14.67	$ 14.94	$ 14.95	$ 14.92	$ 15.11	$ 15.38	$ 15.39	$ 15.37	$ 13.24	$ 13.99	$ 14.44	$ 14.88	$ 15.32
YOY % Change	1.9%	3.0%	3.5%	3.5%	3.0%	3.0%	3.0%	3.0%	1.4%	5.6%	3.2%	3.0%	3.0%
Aggregates Volume (million tons)	46.4	57.5	59.7	51.4	48.8	60.4	62.7	53.9	201.4	215.5	208.3	215.0	225.8
YOY % Change	3.1%	2.4%	6.7%	0.5%	5.0%	5.0%	5.0%	5.0%	9.9%	7.0%	(3.3%)	3.2%	5.0%
Organic Yoy % Change	3.1%	2.4%	6.7%	0.5%	5.0%	5.0%	5.0%	5.0%	5.8%	5.6%	(3.3%)	3.2%	5.0%

Source: Company documents and Stephens Inc. estimates.

Trey Grooms 501.377.2318

Estimates Cheat Sheet

$ in millions, except per share

Ticker	Metric	Next Quarter			FY21		FY22	
		Stephens	Street	Mgmt. Commentary	Stephens	Street	Stephens	Street
VMC	Sales	$ 1,387.7	$ 1,368.2	FY21 EBITDA guide: $1,380 million to $1,460 million. FY21 Adj. EPS Guide: $4.85 to $5.30. Aggs price up 2% to 4% yoy. Aggs shipments growth between 1% to 4%.	$ 5,127.2	$ 5,124.5	$ 5,467.9	$ 5,477.5
	Adj. EBITDA	423.0	425.0		1,433.0	1,429.4	1,581.6	1,568.4
	Adj. EPS	$ 1.68	$ 1.63		$ 5.18	$ 5.31	$ 5.96	$ 6.09
MLM	Total Revs	$ 1,414.8	$ 1,309.7	FY21 adj. EBITDA of $1.41 bil. to $1.51 bil including $60 million from Tiller Corp. Aggs price up 3% to 5%. Aggs volume up 1% to 4%.	$ 5,117.8	$ 4,856.1	$ 5,505.2	$ 5,249.2
	Adj. EBITDA	448.2	438.6		1,499.8	1,472.9	1,632.2	1,636.9
	Adj. EPS	$ 4.06	$ 3.96		$ 12.57	$ 12.33	$ 14.08	$ 13.84
SUM	Sales	$ 625.1	$ 614.3	FY21 adj. EBITDA of $490 mil. to $520 mil. LSD to MSD price in most businesses. LSD volume in most businesses. Asphalt price and volume relatively flat.	$ 2,305.8	$ 2,261.6	$ 2,411.4	$ 2,384.8
	Adj. EBITDA	164.5	163.6		520.6	520.0	565.1	559.2
	Adj. EPS	$ 0.51	$ 0.51		$ 1.10	$ 1.20	$ 1.41	$ 1.42
EXP	Sales	$ 453.2	$ 463.9	Single-family housing demand robust, EXP's states healthy budgets, non-res demand is more uncertain, and heavy remains strong. Maintenance Cap Ex will be $60 million to $70 million range.	$ 1,737.8	$ 1,763.4	$ 1,839.9	$ 1,872.9
	Adj. EBITDA	150.0	157.6		609.1	614.0	662.7	665.9
	Adj. EPS	$ 2.05	$ 2.07		$ 8.35	$ 8.36	$ 9.36	$ 9.41
USCR	Sales	$ 333.1	$ 349.3	FY21 adj. EBITDA around $200 mil. Int. Increase in bidding levels and project starts that indicate a stronger 2H21.	$ 1,386.6	$ 1,405.8	$ 1,486.3	$ 1,487.7
	Adj. EBITDA	46.9	51.3		195.3	199.6	214.6	218.8
	Adj. EPS	$ 0.49	$ 0.67		$ 2.34	$ 2.40	$ 3.14	$ 3.07
BLDR	Sales	$ 4,742.4	$ 4,625.2	FY21 sales of $16.0 to $17.0 bil. Assumes SF starts up LDD, MF starts down HSD to LDD and R&R starts up LSD to MSD with commodity pricing impact up 10% to 20%. Adj. EBITDA of $1.75 to $1.85 bil.	$ 17,517.9	$ 16,736.5	$ 15,782.0	$ 15,812.3
	Adj. EBITDA	461.6	509.0		1,759.2	1,825.2	1,479.8	1,666.1
	Adj. EPS	$ 1.05	$ 1.26		$ 3.96	$ 4.09	$ 2.91	$ 3.71

Note: EXP - Already completed their FY21. This sheet's FY21 & FY22 (top right headers above) are FY22 & FY23 for EXP, respectively.

Estimates Cheat Sheet

$ in millions, except per share

Ticker	Metric	Next Quarter: Stephens	Next Quarter: Street	Next Quarter: Mgmt. Commentary	FY21: Stephens	FY21: Street	FY22: Stephens	FY22: Street
BLD	Sales	$ 806.5	$ 811.8	CY21 Guidance: Sales of $3.22 billion to $3.32 billion. Adj. EBITDA: $532.0 million to $562.0 million	$ 3,277.1	$ 3,279.7	$ 3,617.9	$ 3,622.6
	Adj. EBITDA	133.1	137.3		553.1	561.9	629.0	638.2
	Adj. EPS	$ 2.29	$ 2.47		$ 9.95	$ 10.22	$ 11.54	$ 12.09
IBP	Sales	$ 477.3	$ 478.1	Annual Operating Framework: Organic revenue growth to outpace market completions, about $100 million of acquired revenue, stable gross profit margin, mid-teens adj. EPS growth, 20% to 25% organic incremental EBITDA margins.	$ 1,949.9	$ 1,946.3	$ 2,148.6	$ 2,155.7
	Adj. EBITDA	79.0	76.4		305.6	307.1	349.9	359.8
	Adj. EPS	$ 1.49	$ 1.47		$ 5.74	$ 5.79	$ 6.74	$ 6.91
GMS	Sales	$ 984.3	$ 973.8	F1Q22 Guidance: 20% sales growth, GM around 31.5%, continued SG&A leverage, incr. adj. EBITDA margin of 10% to 15%. FY22 Guidance: Cap Ex of $30 million to $35 million, interest expense of $55 million, tax rate of 24% to 25%.	$ 3,785.9	$ 3,888.4	$ 3,870.8	$ 4,050.0
	Adj. EBITDA	105.2	105.0		376.1	392.8	388.7	408.5
	Adj. EPS	$ 1.23	$ 1.23		$ 4.20	$ 4.48	$ 4.42	$ 5.05
BECN	Sales	$ 1,805.2	$ 1,782.8	F3Q21 guide: Sales growth at mid-to-high teens. Gross margin at ~25.8%. FY21 guide: LDD sales growth. Adj. EBITDA of $560 million to $585 million.	$ 6,611.6	$ 6,609.0	$ 6,856.1	$ 6,913.1
	Adj. EBITDA	180.5	181.5		575.1	581.9	617.6	619.8
	Adj. EPS	$ 1.28	$ 1.20		$ 3.71	$ 3.75	$ 4.33	$ 4.12
DOOR	Sales	$ 640.4	$ 626.9	CY21 Guidance: Net Sales Growth of 12% to 15%. Adj. EBITDA: $435 million to $455 million. Adjusted EPS: $8.00 to $8.60.	$ 2,589.2	$ 2,572.4	$ 2,736.3	$ 2,737.4
	Adj. EBITDA	113.7	110.7		444.0	444.4	492.5	492.8
	Adj. EPS	$ 1.99	$ 2.12		$ 8.42	$ 8.44	$ 10.14	$ 9.90
TREX	Sales	$ 300.5	$ 302.2	Guidance: 2Q21 net sales between $295 million to $305 million. Reiterated CY21 incremental EBITDA margin between 35% and 40%.	$ 1,142.5	$ 1,136.0	$ 1,258.1	$ 1,279.0
	Adj. EBITDA	91.7	90.8		357.9	354.0	416.8	420.0
	Adj. EPS	$ 0.54	$ 0.53		$ 2.08	$ 2.05	$ 2.39	$ 2.42
AZEK	Sales	$ 291.9	$ 293.0	F3Q21 guide: 29% to 32% net sales growth. Adj. EBITDA growth of 15% to 18%. FY21 guide: 23% to 26% net sales growth. Adj. EBITDA growth of 25% to 29% yoy.	$ 1,122.6	$ 1,124.3	$ 1,251.3	$ 1,263.6
	Adj. EBITDA	67.8	67.7		270.7	272.1	315.4	318.4
	Adj. EPS	$ 0.25	$ 0.22		$ 0.97	$ 0.95	$ 1.12	$ 1.09
GFF	Sales	$ 626.4	$ 627.8	FY21 Guidance: Sales of $2.5 billion. Adj. EBITDA of $273 million ex. unallocated amounts: $320 million. Implies adjusted EBITDA of $273 million assuming $47 million of unallocated amounts.	$ 2,501.6	$ 2,519.7	$ 2,598.9	$ 2,604.3
	Adj. EBITDA	65.5	62.4		273.4	272.3	294.2	289.8
	Adj. EPS	$ 0.43	$ 0.41		$ 1.89	$ 1.89	$ 2.12	$ 2.08
POOL	Sales	$ 1,729.1	$ 1,735.3	FY21 guide: sales growth in the 20%+ range. GMs of flat to contract 20 bps. EBIT margins to expand 100+ bps. Adj. EPS of $11.85 to $12.60.	$ 4,922.5	$ 4,984.6	$ 5,211.3	$ 5,250.0
	Adj. EBITDA	293.8	308.6		703.8	724.1	757.7	780.2
	Adj. EPS	$ 5.15	$ 5.49		$ 12.00	$ 12.38	$ 13.11	$ 13.26

Note: GMS - Already completed their FY21. This sheet's FY21 & FY22 (top right headers above) are FY22 & FY23 for GMS, respectively.

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