

This presentation contains “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These statements are subject to risks and uncertainties that could cause the Company’s actual operating results to differ materially from those contemplated by the forward-looking statements. For further information on risk factors affecting the Company’s business, please refer to our most recent annual and quarterly reports filed with the U.S. Securities and Exchange Commission. The Company expressly disclaims any obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation refers to certain financial measures not prepared in accordance with generally accepted accounting principles (GAAP), including adjusted net sales, adjusted gross margin, adjusted earnings before interest, taxes, depreciation, amortization (EBITDA), adjusted operating income, adjusted diluted earnings per share (EPS), free cash flow, and net debt. We believe that the use of non-GAAP measures helps investors to gain a better understanding of our core operating results and future prospects, consistent with how management measures and forecasts the Company’s performance, especially when comparing such results to previous periods or forecasts. The non-GAAP measures included in this presentation are not meant to be considered superior to or a substitute for our GAAP results. Reconciliations of the non-GAAP measures to the most directly comparable GAAP measures are available in the appendix to this presentation.

Disciplined investment strategies driving consistent profitable growth

Leveraging the Trex Brand

- Wood conversion
- Digital capabilities
- Consumer engagement
- Channel presence
- Licensing

Expanding Reach

- Contractor focus
- DIY
- Geographic
- Commercial Products
- Strengthening distribution network

Optimizing Operations

- Cost reduction
- Vertical integration
- Unique recycling business model
- Manufacturing throughput increase

Capital Allocation

- Reinvesting in the business
- M&A opportunities & integration
- Share repurchases

Sustainability; “greenest” manufacturer in the industry

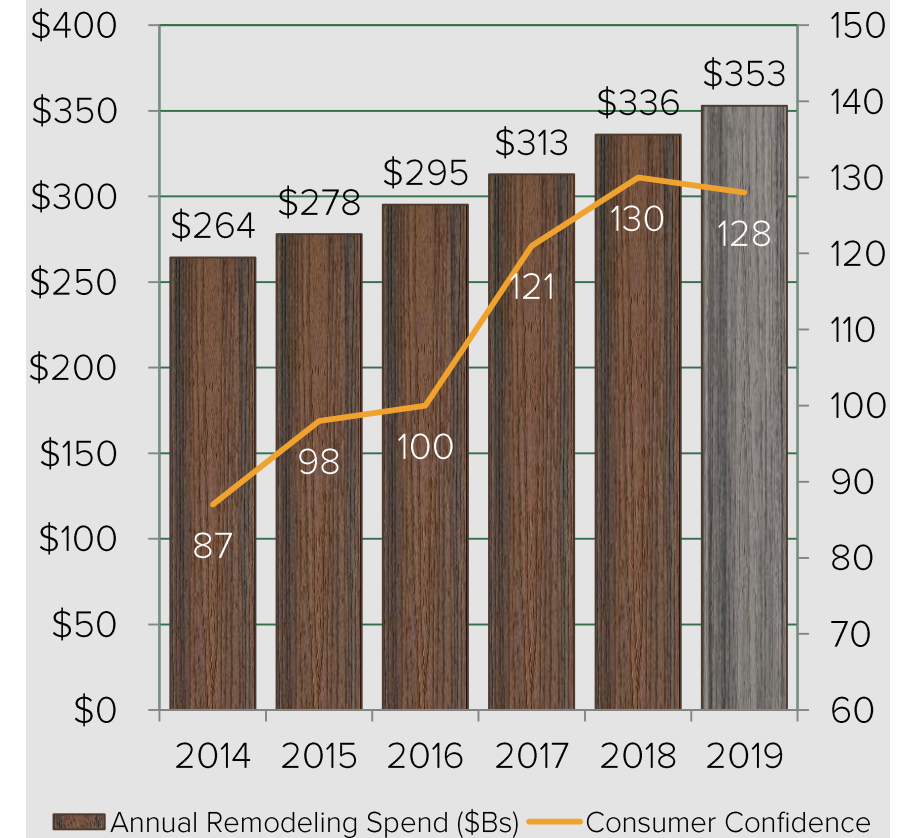
- ✓ Growing desire for unique outdoor living spaces
 - Alternative materials to wood decking are projected to experience above average annual gains in demand through 2020⁽¹⁾
- ✓ Outdoor living remains a leading home improvement market segment
 - Exterior property improvements capture 34% of home improvement spending
- ✓ Core Markets (North America)
 - U.S. Residential⁽²⁾ \$6 Billion
 - U.S. Commercial Railing \$1 Billion
- ✓ Rapid business growth outside of North America
- ✓ Increasing conversion from wood to composites
 - 1% of market share gain from wood = +\$50 million annual composite revenue
- ✓ Repair and remodeling projected to grow 5%+ for 2019⁽²⁾
 - Strong correlation between Trex Sales, Remodeling Spending and Consumer Confidence

(1) Principia report on wood and competitive decking

(2) Joint Center for Housing Studies

(3) Consumer Confidence (NAR U.S. Economic Outlook: May 2019)

Annual Remodeling Spend⁽²⁾ and Consumer Confidence⁽³⁾ Trends



TREX: BRAND LEADERSHIP SETS US APART



- ✓ Engineering what's next in outdoor living®
 - Reinforcing Trex leading presence in the decking market
- ✓ Drive conversion from wood
 - Utilizing marketing, product, and lead generation
 - Decks.com acquisition to target wood buyers
- ✓ Make the Trex® decision that's right for you™
 - Having more products that meet the needs of more segments allows for targeting of multiple endpoints including consumers, dealers, and contractors
- ✓ Continued Industry Recognition and Awards
 - “Best of Houzz” design award, 5th year in a row
 - #1 preferred decking brand, PRODUCTS Brand Use Survey
 - Readers’ Choice award for greenest decking brand from *Green Builder* magazine, 8th year in a row
 - *Builder* magazine 2018 Brand Use Study’s “Brand used most”, “Brand used most in the past two years”, and top position in the “quality” category

Customer Engagement

Makes it easy for homeowners to select and build with Trex

The diagram illustrates the customer engagement process through five interconnected steps:

- Inspiration:** A section showing various Trex decking products and their applications in different outdoor settings.
- Material Cost Estimator:** A tool that provides a detailed breakdown of material costs. It shows a total estimated material cost of \$5,667.20 USD, with a comparison to wood at \$8,080. The estimator includes sections for material selection, quantity, and cost breakdown.
- Obtain:** A section showing various Trex decking products and their applications, with a focus on obtaining the materials.
- Plan Your Deck:** A tool that allows users to plan their deck layout, including dimensions, materials, and features.
- Find Dealer & Contractor:** A tool that helps users find local Trex dealers and contractors, providing contact information and location details.

Tools driving growth in all Trex.com purchase indicators

#1 Consumer Awareness
Consumer Search
Website Traffic
Social Media
Sales
Market Share

TREX RESIDENTIAL: LARGE GROWTH OPPORTUNITY



2016

Composite
17%



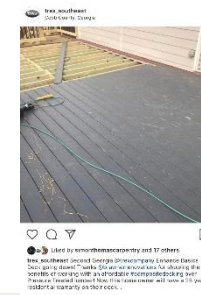
Wood
83%

TREX OUTPERFORMS WOOD

Our high-performance composite deck boards are engineered to resist fading, scratches and stains, and eliminate time-consuming maintenance so you'll never step foot in the stain aisle again.



Awesome comparison of an old growth 2x4 vs a new growth 2x4. Notice the old growth has 60 rings and the new growth only has 16. The old wood is more dense, stronger, turns slower and is more insect resistant. The new wood was grown for the sole purpose of being used for timber and the old growth was taken from natural forests which we have very few natural forests left.



Unlike wood, Trex composite decking won't:



ROT, WARP OR SPLINTER



NEED SEASONAL PAINTING, SEALING OR STAINING



FADE OR STAIN



BECOME FOOD FOR TERMITES

+1% Market Share increase = \$50M in annual composite sales

NEW PRODUCTS, NEW CONSUMER SEGMENT



APPEARANCE
opens the door...



PERFORMANCE
opens their minds...



PRICE
opens their wallets...



Do-It-Yourself Consumer Segment

- ✓ Incremental focus for Trex
- ✓ 59% of deck market
- ✓ Practical, thrifty
- ✓ Decisions driven by price & maintenance
- ✓ Products available in Pro & Retail Channels
- ✓ Lightweight boards for easy installation

TrexEnhance®
BASICS



- ✓ Trex quality, new lower price point
 - \$1.75/LF (2x price of wood)
- ✓ Designed to accelerate conversion from wood

TrexEnhance®
NATURALS



- ✓ Tropical looks, monochromatic price
 - \$2.50/LF
- ✓ Trade-up opportunity from “Basic” wood buyers

We've engineered cost out of the equation

2019 DECKING PRODUCT PLATFORM



NEW for 2019

\$1.75/LF Retail



Trex Enhance[®]
BASICS



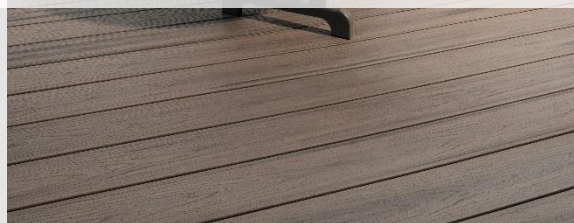
Priced to take share
from treated lumber

Low-cost tier

\$2.50/LF Retail



Trex Enhance[®]
NATURALS

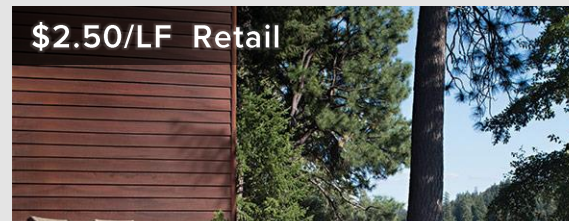


The beauty of wood
with the ease of
composite

Middle tier

(wood trade-up opportunity)

\$2.50/LF Retail



Trex Select[®]
EARTH TONES



The perfect pairing
of price and minimal
maintenance

Premium tier

\$4.25/LF Retail



Trex Transcend[®]
EARTH TONES & TROPICALS



Elevated aesthetics
paired with the
highest level of
performance

Trex Decking vs. Wood

Cost per Linear Foot

\$0.85 \$1.75 \$2.50 \$4.00

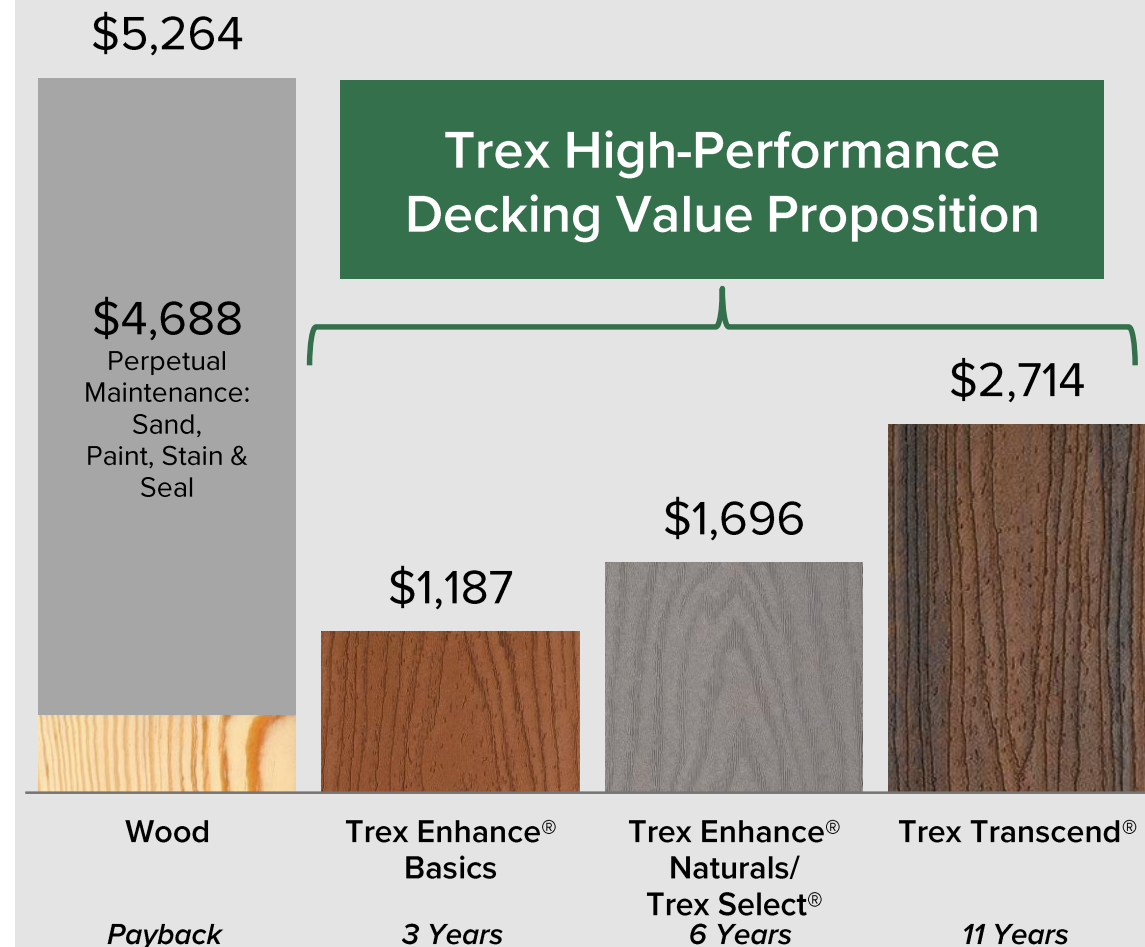
Premium to Wood

1x 2x 3x 5x



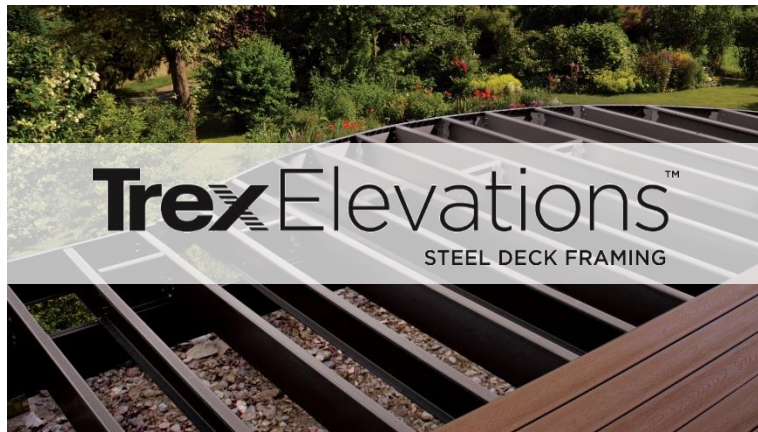
Estimated Decking Cost for a 16' x 20' deck. Installation costs for 16' x 20' deck estimated at \$10,200. Based on Company findings.

Attractive Lifetime Economics

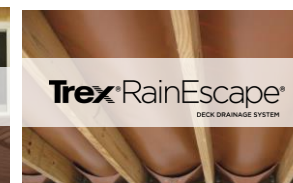


Estimated Decking Costs and Maintenance Material Costs for a 16' x 20' deck over 25 years.

FULL SUITE OF OUTDOOR LIVING PRODUCTS

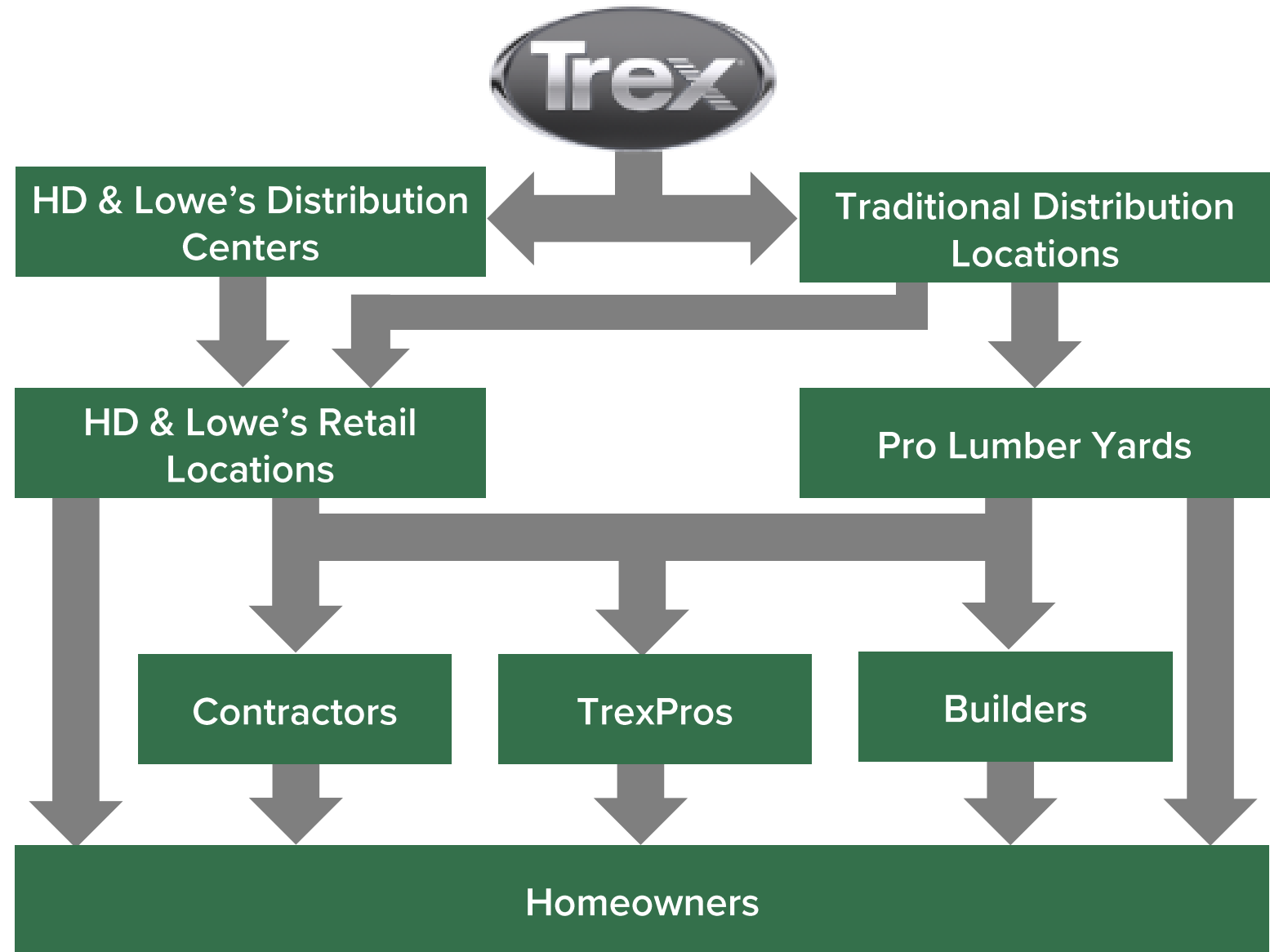


Licensed Products



- ✓ Over 6,700 stocking locations
- ✓ Strongest distribution channel in industry
- ✓ Well-positioned to take on wood

Distribution Partner Locations





Targeted approach to new markets

- ✓ Establish distributors in key markets
- ✓ Roll-outs in markets with higher GDP, personal income and desire for outdoor living solutions
- ✓ Apply Trex marketing capabilities to key target market opportunities
 - TV advertising, online ads, and paid search
 - Develop TrexPro network

Strategic Opportunity

- ✓ New products offer competitive value proposition against other composites and wood
- ✓ Faster growth than North American market
- ✓ Building global brand recognition

Sustainability is in the DNA of Trex

- ✓ Estimated annual recycled plastic film and reclaimed wood fiber used: 500M+ pounds per year
- ✓ Nearly all internally generated scrap products from manufacturing operations are recycled internally
- ✓ A minimum of 50% of aluminum used is from recycled sources
- ✓ No significant emissions and exposure to carbon trends; year-over-year energy savings of 8%
- ✓ 160M+ gallons of water saved annually from our closed-loop systems

Changing the way the world lives outdoors
Sustainability Starts Inside Trex

MANUFACTURING
Manufacturing processes we've produced at our Winchester, Virginia facilities are primarily made from polyethylene using a process that involves heating and extruding the highly recyclable, commercial products. Trex's manufacturing facility in Minnesota is made of steel, with a process of heating and extruding the highly recyclable, commercial products.

MANUFACTURING
Manufacturing processes using technologies throughout our plant, such as the use of energy-efficient lighting and the use of energy-efficient equipment, have helped us to increase manufacturing efficiency and reduce waste.

RECYCLE ANALYSIS (LCA)
An independent third-party in 2016, conducted an analysis of Trex's products, comparing them to other decking products. Trex's LCA focused on our 1" x 6" decking, our largest product by volume. Trex compares very favorably to other decking products, showing a 36% reduction in GHG emissions, 47% fewer criteria air pollutants, 59% more energy use and feedstocks, 84% less acidification, 80% less eutrophication, 53% less smog, and 93% less ecological toxicity. Trex also shows a 74% increase in public supply process water use.

CONTRAST TO ACQ-TREATED LUMBER
Over a 25-year period, Trex decking lifecycle impacts are:

- 36% FEWER GHG EMISSIONS
- 47% FEWER CRITERIA AIR POLLUTANTS
- 59% MORE ENERGY USE AND FEEDSTOCKS
- 84% LESS ACIDIFICATION
- 80% LESS EUTROPHICATION
- 53% LESS SMOG
- 93% LESS ECOLOGICAL TOXICITY
- 74% MORE PUBLIC SUPPLY PROCESS WATER USE

PLASTIC FILM AND WOOD FIBER ARE COMBINED AND HEATED
MIXTURE IS MIXED TO A SOFT PLIABLE CONSISTENCY

BOARDS ARE INSPECTED BY QUALITY CONTROL FOR DEFECTS, STRENGTH AND COLOR ACCURACY
FINISHED BOARDS ARE WRAPPED AND SHIPPED

Trex SUSTAINABILITY REPORT | 2018

Category	2018	2017
Public supply process water use (liters)	5,080	2,920
Cooling water use (liters)	2,670	N/A

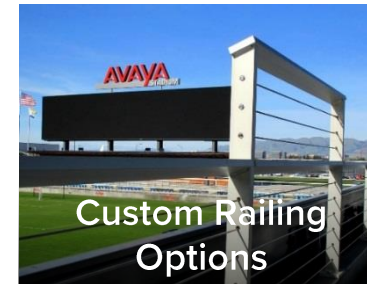
Figures are based on the average of 10 Trex decks. This comparison equals 25' x 6" x 1" Trex decking. Trex decking is made of 100% recycled plastic and wood. Trex decking is made of 100% recycled plastic and wood. Trex decking is made of 100% recycled plastic and wood.

14 TREX SUSTAINABILITY REPORT 2018

TREX COMMERCIAL PRODUCTS



- ✓ Trex Commercial Products subsidiary formed by the acquisition of SC Company for \$71.8 million on July 31, 2017
- ✓ Enhances Trex presence in the Commercial Railing Market
- ✓ Market Leader in Stadium Railing
 - All six projects nominated for 2018 “Sports Facility of the Year” featured TCP Railing
- ✓ Diversifies Trex into growing commercial and multi-family markets
- ✓ Provides access to the specifier, architect and construction contract markets
- ✓ Offers custom design and engineering
- ✓ Adds competencies in welding and fabrication
- ✓ Targeted EBITDA margin expansion to 20%+
- ✓ Offers Trex synergy and growth opportunities



Major Projects



2018 Sales Mix

Residential

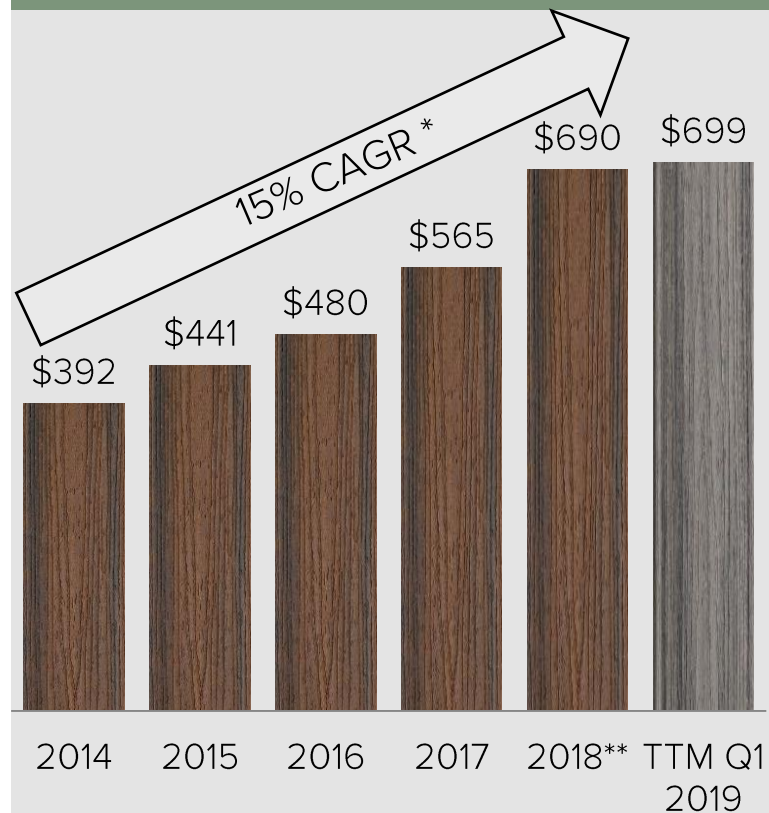
Commercial

FINANCIAL PERFORMANCE

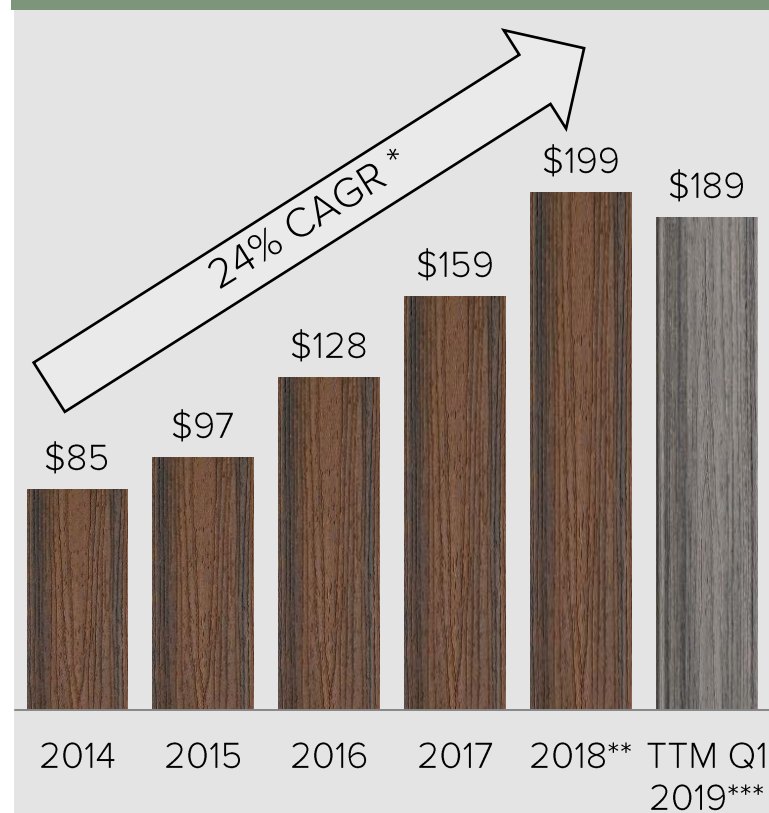


Solid financial profile with strong free cash flow and a focus on continuous improvement to drive margin expansion

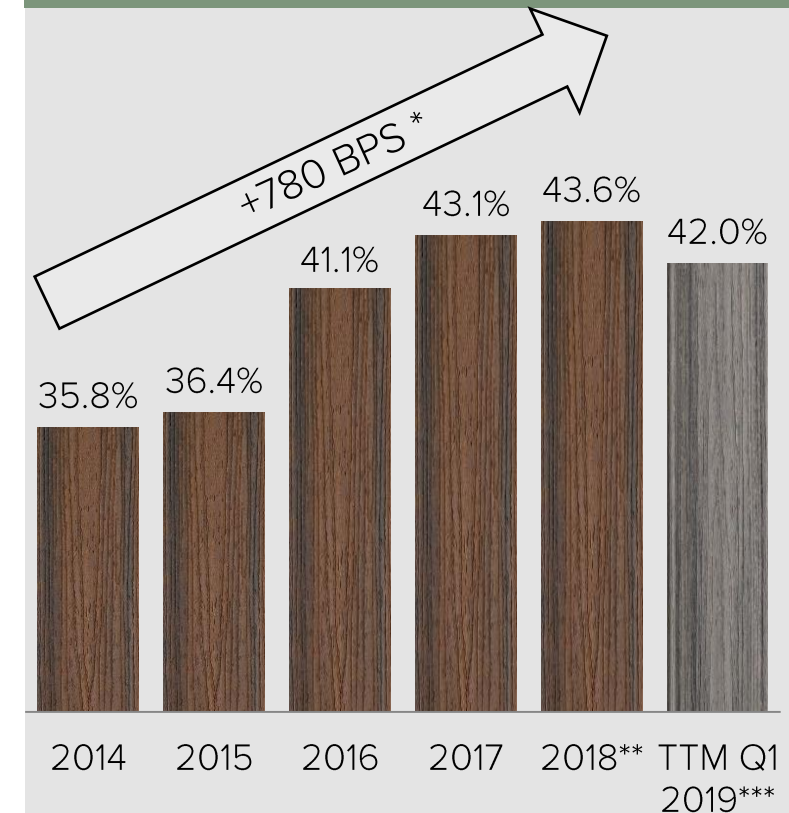
Consolidated Adjusted Sales (\$Ms)



Consolidated Adjusted EBITDA (\$Ms)



Consolidated Adjusted Gross Margin



* Calculations based on full year results through 2018

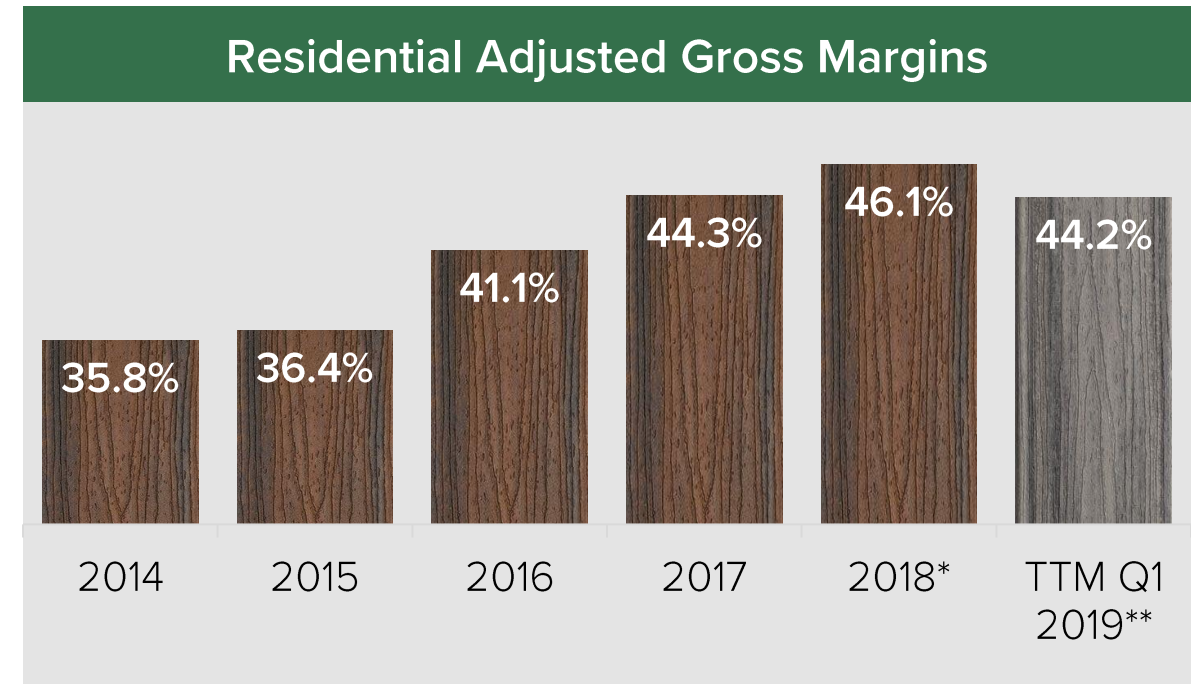
** 2018 results exclude \$6M non-recurring Sales charge

*** TTM Q1 2019 results include \$10M of Startup and Other Manufacturing Costs

TRACK RECORD OF MARGIN EXPANSION



- ✓ History of expanding gross margins
 - Productivity enhancements
 - Cost reduction initiatives
 - Lean/Six sigma programs
 - Recycling – strategic advantage
 - Improving capacity utilization
- ✓ Made from 95% recycled content; Expansive recycling network
 - Cost advantage from recycled raw materials
- ✓ Established culture of safety & quality



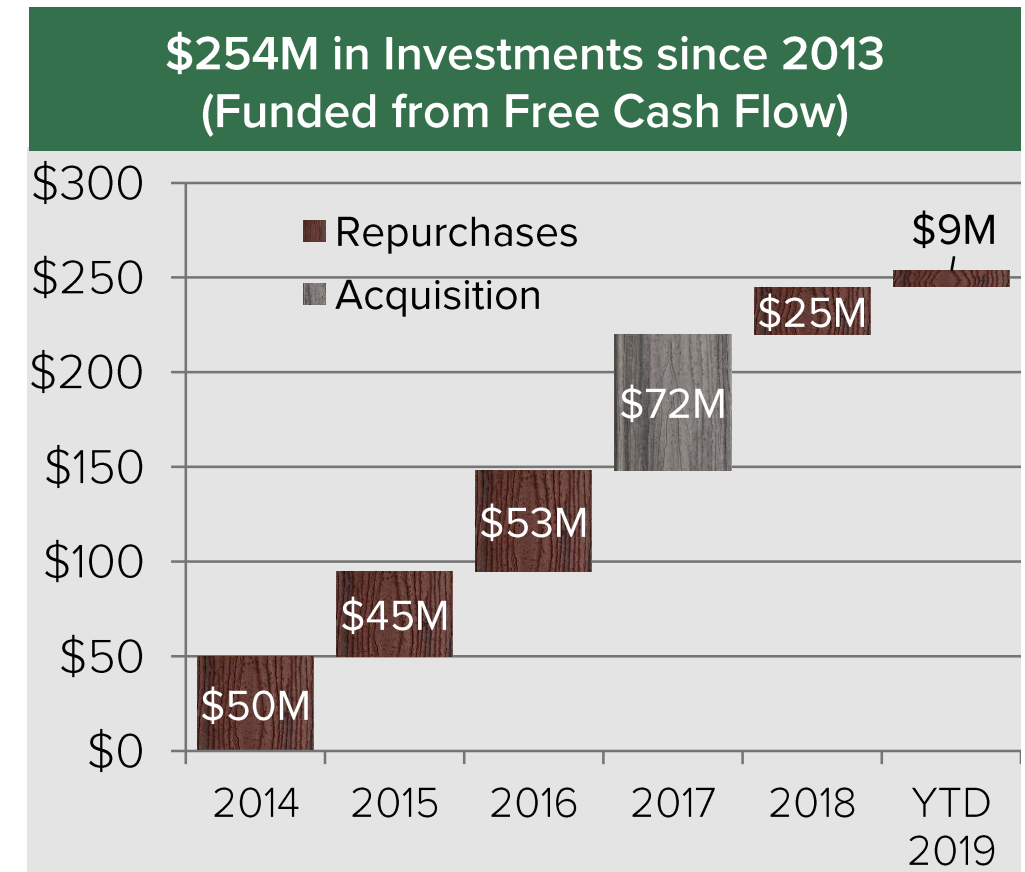
* 2018 results exclude \$6M non-recurring Sales charge

** TTM Q1 2019 results include \$10M of Startup and Other Manufacturing Costs



Putting Free Cash Flow to work through Investment in Core Business and Strategic Opportunities

- ✓ \$95M capital expenditures since 2014
- ✓ 780 bps consolidated gross margin expansion since 2014
- ✓ \$182M in return of capital to shareholders since 2014
- ✓ Acquisition of SC Company providing brand and product extension into commercial railing market
- ✓ 5.2M remaining share repurchases authorized



- ✓ Addresses one of the fastest growing markets for attractively-designed, customized outdoor living spaces
 - **Brand Leader** in the Industry
 - **Consistent Market share gains** against wood and within the composite industry
 - National Footprint in Commercial Railing Market
- ✓ Continuous engineering and manufacturing improvements drive significant operating leverage
 - **Low-cost Manufacturer**; targeted investments to improve line throughput
 - **Cost Reduction Initiatives** are driving significant savings
 - **Sustainability** built into the Business; “Greenest” decking manufacturer
 - **Recycling** – a strategic cost advantage
- ✓ Focus on new product development
 - **Sales and margin expansion** of residential Trex products into commercial segment, development of commercial products for the consumer market, and cost savings from other synergies
 - **New residential products** tailored to reach new consumer segments
- ✓ Strong Balance Sheet and Cash Generation
 - Invest in **internal growth** opportunities
 - Fund future **acquisitions**
 - **Return capital to shareholders**

APPENDIX

SUMMARY FINANCIALS



\$ Millions	2014	2015	2016	2017	2018	TTM Q1 2019
Adjusted Sales	\$392	\$441	\$480	\$565	\$690	\$699
Adjusted Gross Profit	\$140	\$160	\$197	\$243	\$301	\$294
<i>Adjusted Gross Margin %</i>	35.8%	36.4%	41.1%	43.1%	43.6%	42.0%
Adjusted SG&A	\$70	\$77	\$83	\$101	\$118	\$119
<i>% of Net Sales</i>	18%	18%	17%	18%	17%	17%
Adjusted Oper Income	\$70	\$83	\$114	\$142	\$183	\$174
<i>% of Net Sales</i>	18%	19%	24%	25%	26%	25%
Depreciation	\$15	\$14	\$14	\$17	\$16	\$15
Adjusted EBITDA	\$85	\$97	\$128	\$159	\$199	\$189
<i>% of Net Sales</i>	22%	22%	27%	28%	29%	27%
Free Cash Flow	\$46	\$39	\$75	\$87	\$104	\$89
Net Debt	-\$10	\$1	-\$19	-\$31	-\$106	\$27
Inventory Turns	10.9	12.0	10.9	10.2	8.4	n/c
Adjusted ROIC	50.7%	56.1%	73.3%	67.5%	62.6%	n/c

n/c not comparable

TTM Q1 2019 results include \$10M of Startup and Other Manufacturing Costs

NON-GAAP RECONCILIATIONS



\$ Millions	2014	2015	2016	2017	2018	Q1 2018	Q1 2019	TTM Q1 2018	TTM Q1 2019
GAAP Sales	\$392	\$441	\$480	\$565	\$684	\$171	\$180	\$592	\$693
2018 Net Sales charge for product repositioning					\$6				\$6
Adjusted Sales	\$392	\$441	\$480	\$565	\$690	\$171	\$180	\$592	\$699
GAAP Gross Profit	\$140	\$155	\$187	\$243	\$295	\$77	\$69	\$255	\$288
2013/2015/2016 legacy product warranty reserve for pre-2008 Nevada production		\$5	\$10		\$6				
2018 Net Sales charge for product repositioning									\$6
Adjusted Gross Profit	\$140	\$160	\$197	\$243	\$301	\$77	\$69	\$255	\$294
<i>Adjusted Gross Margin</i>	<i>35.8%</i>	<i>36.4%</i>	<i>41.1%</i>	<i>43.1%</i>	<i>43.6%</i>	<i>44.8%</i>	<i>38.6%</i>	<i>43.1%</i>	<i>42.0%</i>
GAAP Operating Income	\$68	\$77	\$104	\$142	\$177	\$48	\$39	\$148	\$168
2013/2015/2016 legacy product warranty reserve for pre-2008 Nevada production		\$5	\$10		\$6				
2018 Net Sales charge for product repositioning									\$6
2013/2014 SG&A charges for mold class action settlement, Dulles lease charges, and expenses/breakage fees for terminated transaction	\$2								
Adjusted Operating Income	\$70	\$83	\$114	\$142	\$183	\$48	\$39	\$148	\$174
GAAP Net Income	\$42	\$48	\$68	\$95	\$135	\$37	\$32	\$104	\$129
GAAP Income Tax	\$25	\$29	\$35	\$47	\$42	\$10	\$8	\$43	\$40
GAAP Net Interest	\$1	\$1	\$1	\$0	-\$0	\$0	-\$0	\$0	-\$0
GAAP Depreciation/Amortization	\$15	\$14	\$14	\$17	\$17	\$5	\$3	\$18	\$15
2013/2015/2016 legacy product warranty reserve for pre-2008 Nevada production		\$5	\$10						
2018 Net Sales charge for product repositioning					\$6				\$6
2013/2014 SG&A charges for mold class action settlement, Dulles lease charges, and expenses/breakage fees for terminated transaction	\$2								
Adjusted EBITDA	\$85	\$97	\$128	\$159	\$199	\$52	\$43	\$166	\$189
GAAP Operating Cash Flows	\$59	\$63	\$85	\$102	\$138	-\$98	-\$110	\$90	\$126
GAAP Investing Cash Flows	-\$13	-\$23	-\$10	-\$87	-\$34	-\$5	-\$9	-\$88	-\$37
Add back Acquisitions	-\$0	-\$0	-\$0	\$72				\$72	\$0
Free Cash Flow	\$46	\$39	\$75	\$87	\$104	-\$104	-\$119	\$74	\$89
GAAP Debt	\$0	\$7	\$0	\$0	\$0	\$85	\$35	\$85	\$35
Less: GAAP Cash	-\$10	-\$6	-\$19	-\$31	-\$106	-\$3	-\$8	-\$3	-\$8
Net Debt	-\$10	\$1	-\$19	-\$31	-\$106	\$82	\$27	\$82	\$27
GAAP EPS *	\$0.63	\$0.76	\$1.14	\$1.61	\$2.28	\$0.63	\$0.54	\$1.77	\$2.19
Impact of Adjustments to OI (net of tax)	\$0.67	\$0.87	\$0.12	\$0.00	\$0.08	\$0.00	\$0.00	\$0.00	\$0.08
Adjusted EPS *	\$1.31	\$1.63	\$1.26	\$1.61	\$2.35	\$0.63	\$0.54	\$1.77	\$2.26

* Prior Period EPS and Adjusted EPS restated for impact of June 18, 2018 2-for-1 stock split.



Trex Company, Inc.
Contact: Bryan Fairbanks
or Jim Cline
Phone: 540-542-6300
NYSE: TREX

© 2019, Trex Company, Inc.

