



SEEING MORE

Trex[®]

INVESTOR PRESENTATION | AS OF Q4 2023
NYSE:TREX



AT TREX, EVEN OUR
PRESENTATION DECKS SAVE TREES.

Scan for our paperless investor presentation.



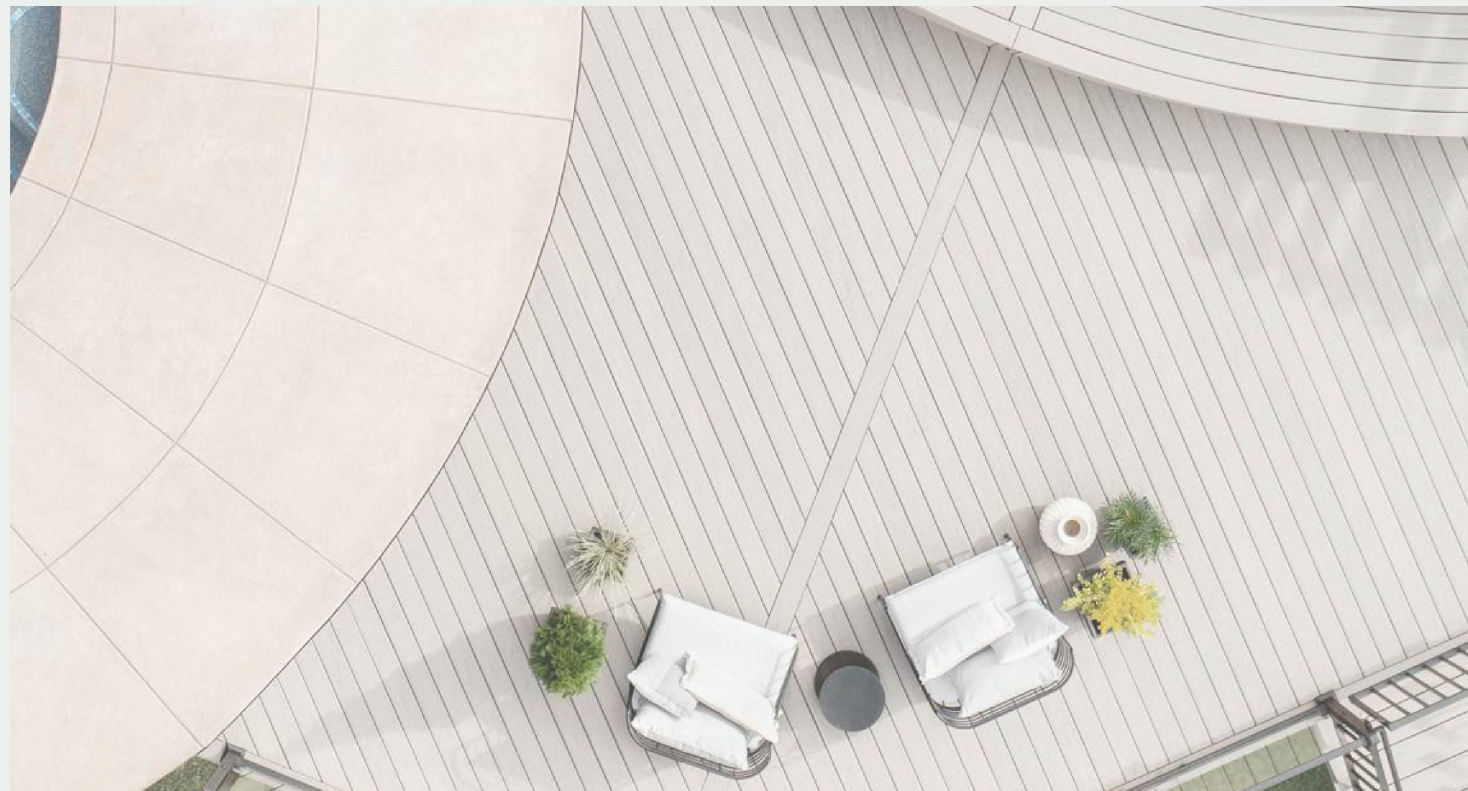
SAFE HARBOR / NON-GAAP MEASURES

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 U.S. generally accepted accounting principles (GAAP), including adjusted net sales, adjusted gross margin, adjusted earnings before interest, taxes, depreciation and 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.



VISION

Seeing more
possibility in outdoor living,
inspiring us to maximize the positive impact we
make across our communities, stakeholders, team
members and world.



PROMISE

Trex[®]. Engineering
what's NEXT in outdoor living[®].



At a glance

*MARKET CAP AS OF 12/31/2023

\$
8.7

BILLION VALUED*

Market cap supported by brand, distribution, low-cost leadership, and product breadth

#1 in trust, consumer awareness, consumer search, traffic, social media, sales, and market share

Strongest and broadest product offering makes it easy for any consumer to make the Trex decision

5+

BILLION LBS OF
PLASTIC FILM
RECYCLED SINCE
INCEPTION

One of largest polyethylene film recyclers in North America

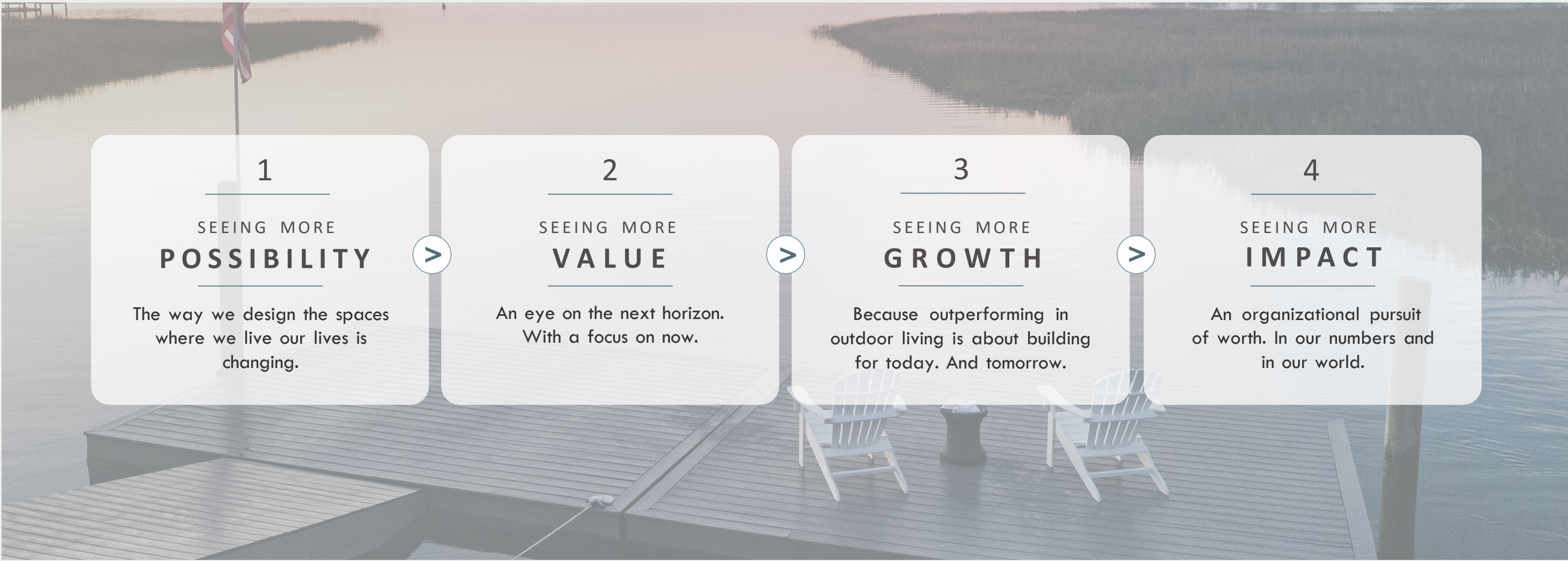
Creating durable decking made of 95% reclaimed and recycled materials

Total energy use (including electricity, natural gas and fuels) decreased 3% from 2021 to 2022

Not a single tree has been felled in the manufacturing of a Trex board



What we're seeing



01

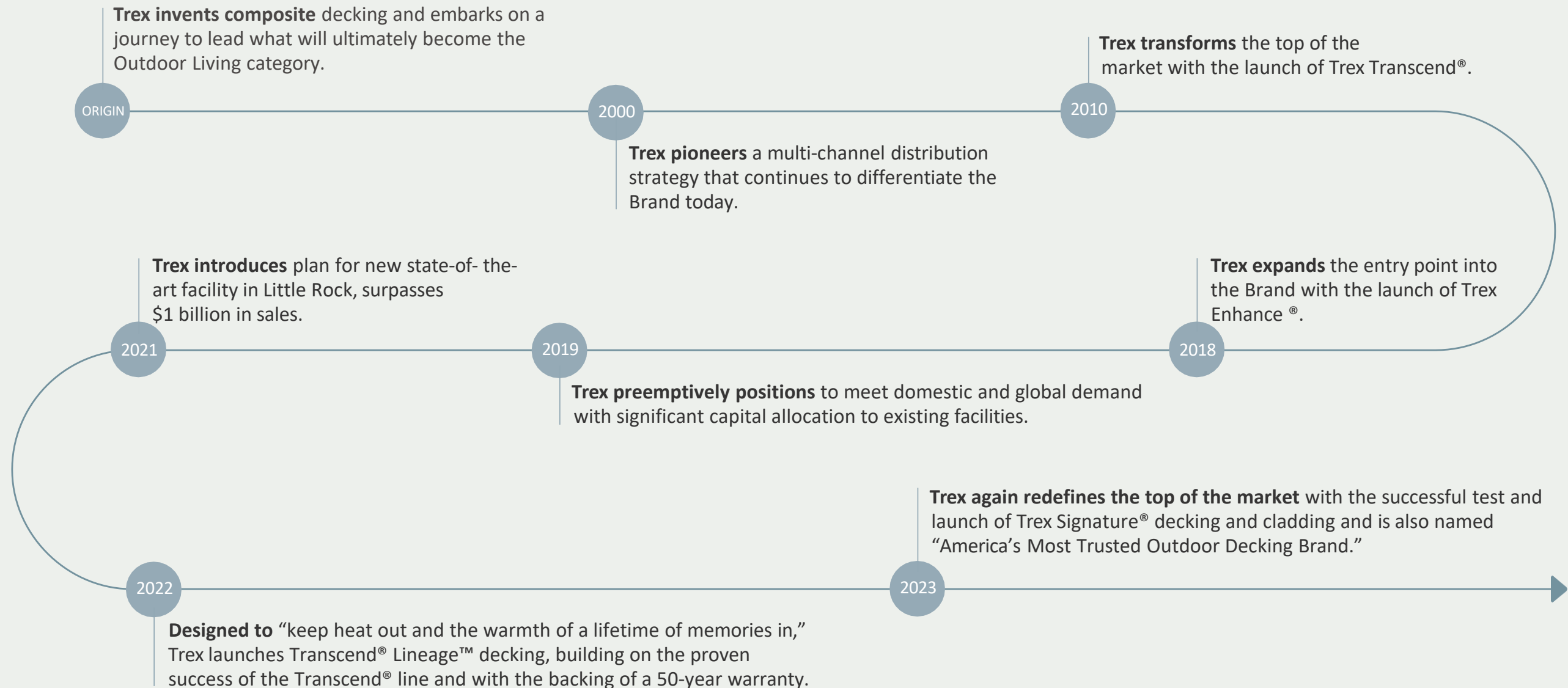
SEEING MORE POSSIBILITY

Trex®

THE WAY WE DESIGN THE SPACES
WHERE WE LIVE OUR LIVES IS CHANGING.



Most histories look back. This one keeps looking ahead to the needs of the business.

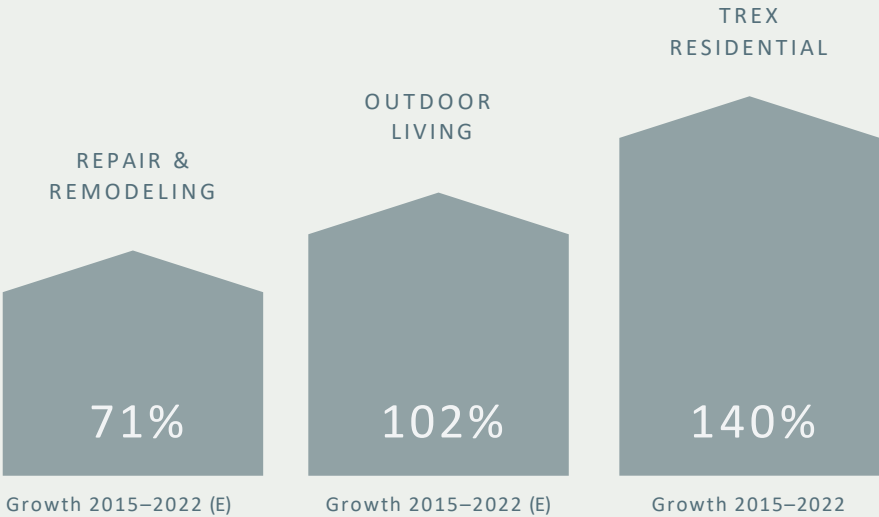




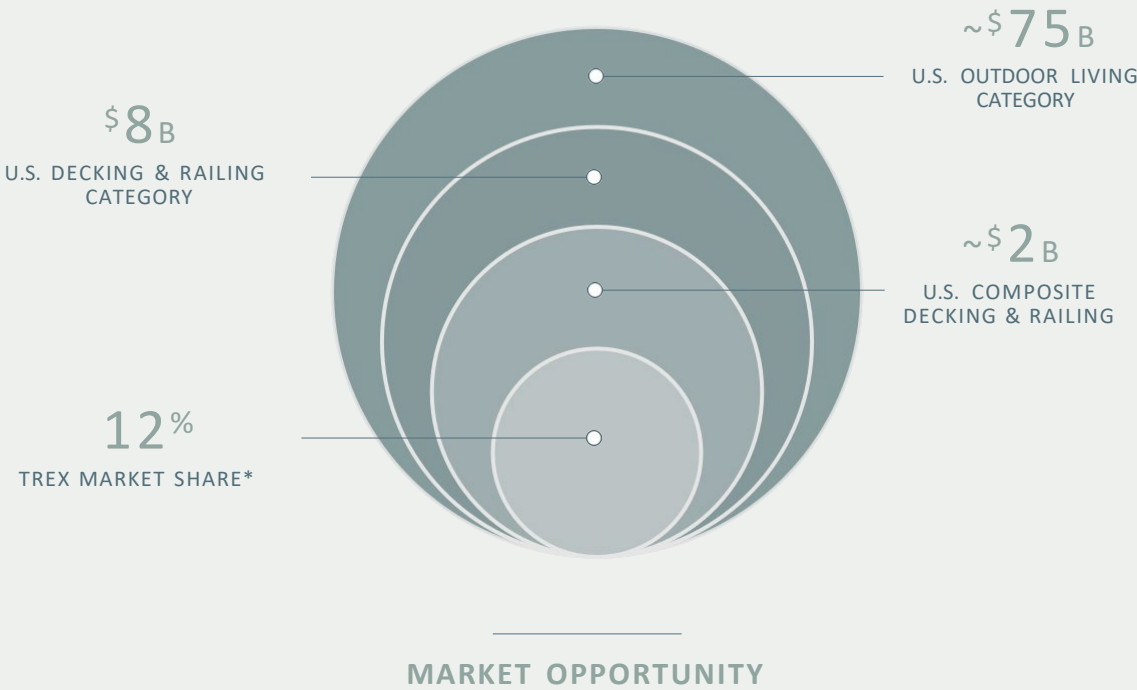
SEEING MORE POSSIBILITY

Category leader with significant upside growth.

Trex is the world’s largest manufacturer of high-performance, low-maintenance and eco-friendly wood-alternative decking. With over 30 years of product experience and more than 6,700 retail locations worldwide, Trex outpaces category growth.



• Sources: Joint Center for Housing Studies of Harvard University, 2022



• Source: Principia, 2022

*of the \$8B U.S. Decking & Railing Category



SEEING MORE POSSIBILITY

Uniquely poised to meet shifting lifestyle and purchase drivers.

OUTDOOR LIVING CONTINUES MOMENTUM

82%

OF PEOPLE SAY THEIR OUTDOOR SPACE IS MORE IMPORTANT TO THEM THAN EVER.

• SOURCE: FORBES, 2021

38%

OF HOME IMPROVEMENT SPENDING IS FOR EXTERIOR PROPERTY IMPROVEMENTS.

• SOURCE: HARVARD UNIVERSITY, 2021

COMMUNITY SPACES A WELCOME DISRUPTION

More siloed suburban areas are being redefined with community-centered outdoor setting as a result of:

17%

JUMP IN PEOPLE MOVING FROM DENSE CITIES TO SUBURBAN AREAS, FROM MARCH 2020 TO FEBRUARY 2021.

• SOURCE: STUDYFINDS.ORG, 2022

58%

OF U.S. JOB HOLDERS WORK FROM HOME, AT LEAST PART OF THE TIME.

• SOURCE: MCKINSEY, 2022

MANY CRAVE NEIGHBORHOOD ENVIRONMENTS THAT ARE SAFE & COMMUNITY-DRIVEN.

SUSTAINABILITY GAINING SIGNIFICANT CONSUMER INFLUENCE

50%

OF INVESTORS ANTICIPATE BEING REQUIRED TO INVEST IN SOCIALLY RESPONSIBLE PRODUCTS BY 2025.

• SOURCE: EY, 2023

66%

OF PEOPLE ARE WILLING TO PAY MORE FOR SUSTAINABLE PRODUCTS.

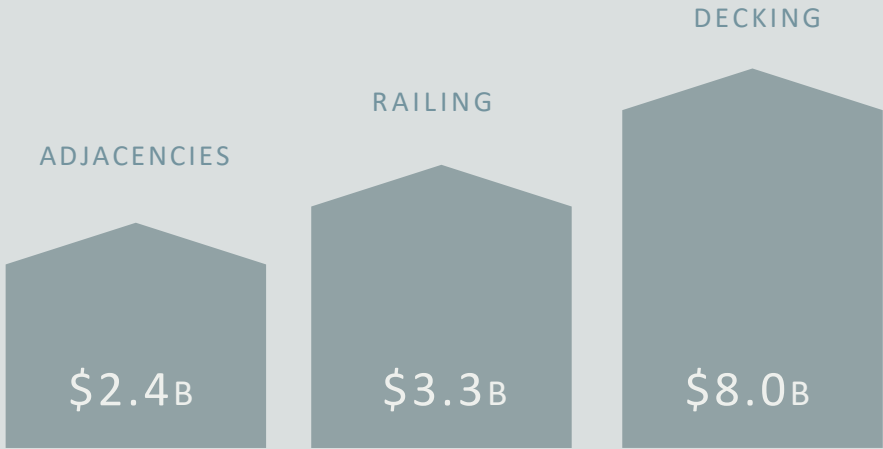
• SOURCE: BUSINESS WIRE, 2022

SEEING MORE POSSIBILITY

Organic opportunities for growth.

\$ 13.7_B

TOTAL ADDRESSABLE MARKET OPPORTUNITY



Opportunity for organic growth across decking, railing and adjacencies, along with pricing and strategic acquisition potential.



SEEING MORE POSSIBILITY

Metrics that validate the strength of Trex.
As a brand and as a business asset.

#1 Brand In

Consumer Awareness

Consumer Search

Website Traffic

Social Media

Category Leadership

Most Awards + Recognition From

Industry

Builders

Distribution Channels

Contractors

Consumer

Homeowners

Green/Sustainability Associations



| | |
|-------|---|
| 02 | SEEING MORE VALUE |
| Trex® | AN EYE ON THE NEXT HORIZON. WITH A FOCUS ON NOW. |

SEEING MORE VALUE

Dynamic product portfolio engineered to maximize value at multiple market tiers.

PERFORMANCE
BEST
GOOD

2019 LAUNCH

TrexEnhance®
BASICS

Priced to put the pressure on treated lumber.



2019 LAUNCH

TrexEnhance®
NATURALS

The beauty of wood with the ease of composite.



TrexSelect®
EARTH TONES

The perfect pairing of price and maximum performance.



TrexTranscend®
EARTH TONES

Established looks paired with assured performance.



2022 LAUNCH

TrexTranscend®
LINEAGE™

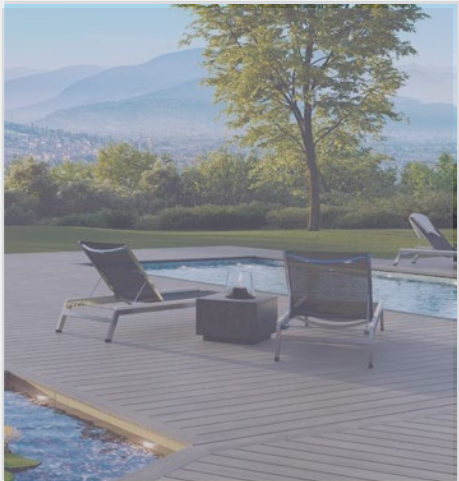
The next generation of design and performance.



2023 LAUNCH

TrexSignature®

Setting a new standard for style in outdoor living.



LOWER PRICED

PRICE POINT

HIGHER PRICED

SEEING MORE VALUE

Strong railing business with unique opportunity to push the traditional boundary of sales.

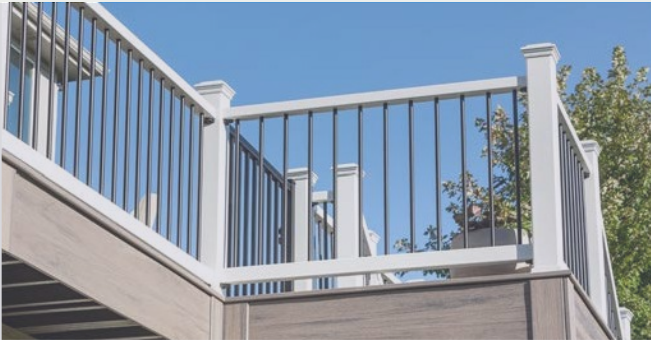
BEST

PERFORMANCE

GOOD

Trex Enhance®

Precisely designed to accent your elevated deck. Made from high- performance composite and aluminum.



Trex Select®

The simple choice for your backyard. Made from high-performance composite and aluminum.



Trex Transcend®

Timeless design you can trust and tailor. Made from high-performance composite.



Trex Signature®

Effortless style, exceptional strength. Made from premium aluminum.



LOWER PRICED

PRICE POINT

HIGHER PRICED

SEEING MORE VALUE

Railing opportunity with every deck.

HOUSE

12 FT x 16 FT
TOTAL AREA:
192 SQ. FT.

DIY
CONSUMER

TREX ENHANCE® RAILING
\$1,350 | ~55% OF JOB

HOUSE

16 FT x 20 FT
TOTAL AREA:
320 SQ. FT.

TREXPRO
CONSUMER

TREX TRANSCEND® RAILING
\$2,600 | ~30% OF JOB

* INCLUDES NEW SUBSTRUCTURE

HOUSE

20 FT x 25 FT
TOTAL AREA:
500 SQ. FT.

TREXPRO PLATINUM
CONSUMER

TREX SIGNATURE® ROD RAIL
\$11,300 | ~50% OF JOB

* INCLUDES NEW SUBSTRUCTURE

Most consumers underestimate the cost of railing. In many cases, it is the same or more than decking.

With a \$3.3B addressable railing market, there's opportunity to innovate and expand within our current railing portfolio to appeal to all consumers.

SEEING MORE VALUE

Redefining performance at the top of the market.



Trex Transcend® Lineage™

Elevated aesthetic with elegant graining that delivers an unmatched natural appearance

Launched nationally in June 2022 with 4 colors now available

Designed with heat-mitigating technology to keep decks cooler* under the sun



Trex Signature®

Newly crafted luxury line with realistic wood grain and colors inspired by nature

2 colors are available as of Q1 2023 in select markets

Sets a new standard in style and comes backed by a new 50-year warranty



Trex Cladding

Utilizes the current Trex decking boards in an alternative use on the side of buildings

Offers cost-effective solutions for commercial applications

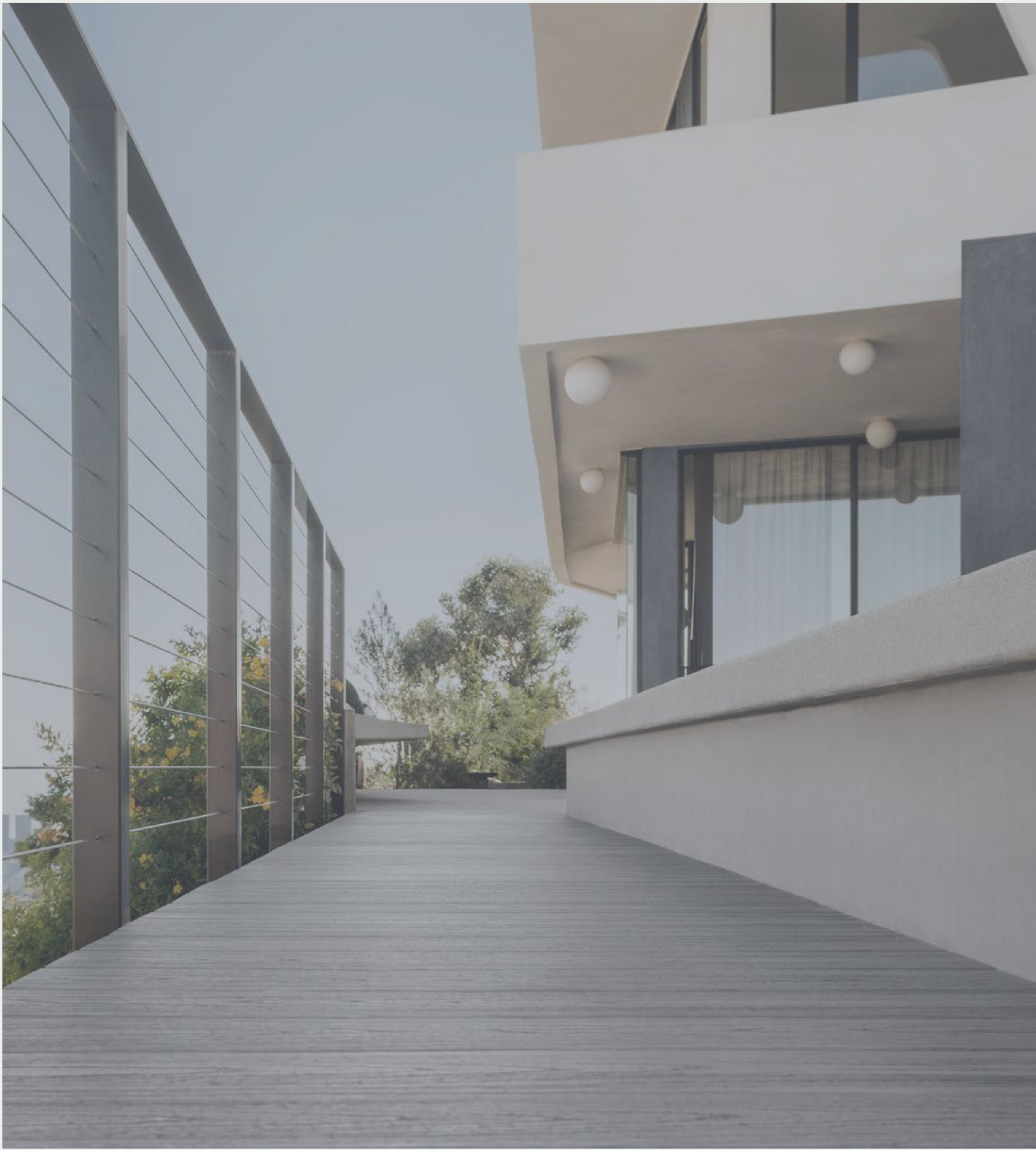
\$100M+ market opportunity utilizing the existing Trex Transcend product line

*ALTHOUGH TREX TRANSCEND LINEAGE IS DESIGNED TO BE COOLER THAN MOST OTHER COMPOSITE DECKING PRODUCTS OF A SIMILAR COLOR, ON A HOT SUNNY DAY, IT WILL GET HOT. ON HOT DAYS, CARE SHOULD BE TAKEN TO AVOID EXTENDED CONTACT BETWEEN EXPOSED SKIN AND THE DECK SURFACE, ESPECIALLY WITH YOUNG CHILDREN AND THOSE WITH SPECIAL NEEDS.

SEEING MORE VALUE

A full array of lifestyle products designed to live up to
all the ways you want to live outdoors.





SEEING MORE VALUE

The most recognition in the industry.

Forbes

2022 AMERICA’S BEST Mid-Size Companies #12 of 100 companies



2024 BEST OF Houzz Design

IndustryWeek

#6 50 BEST U.S. Manufacturers

Builder

2023 Brand Use Study
#1 in Brand FAMILIARITY
#1 Brand MOST USED
#1 Brand USED MOST
16th Consecutive Year of TOP HONORS in Composite Decking and Deck Railing



2024 Sustainable Innovation Award – Transcend® Lineage™ Decking

GREEN BUILDER

2023 READERS’ CHOICE AWARD for “GREENEST” DECKING (13th year running)
“HOT 50 PRODUCTS” TREX Signature® Railing
2023 SUSTAINABLE PRODUCT OF THE YEAR – Transcend® Lineage™ Decking

2023 ECO-LEADER



2024 AMERICA’S MOST TRUSTED® survey
2024 AMERICA’S MOST TRUSTED Outdoor Decking Brand and the only five-star rating in the decking category

INVESTOR’S BUSINESS DAILY™

2023 100 Best ESG Companies

Newsweek

2024 Listed as one of America’s Most Responsible Companies



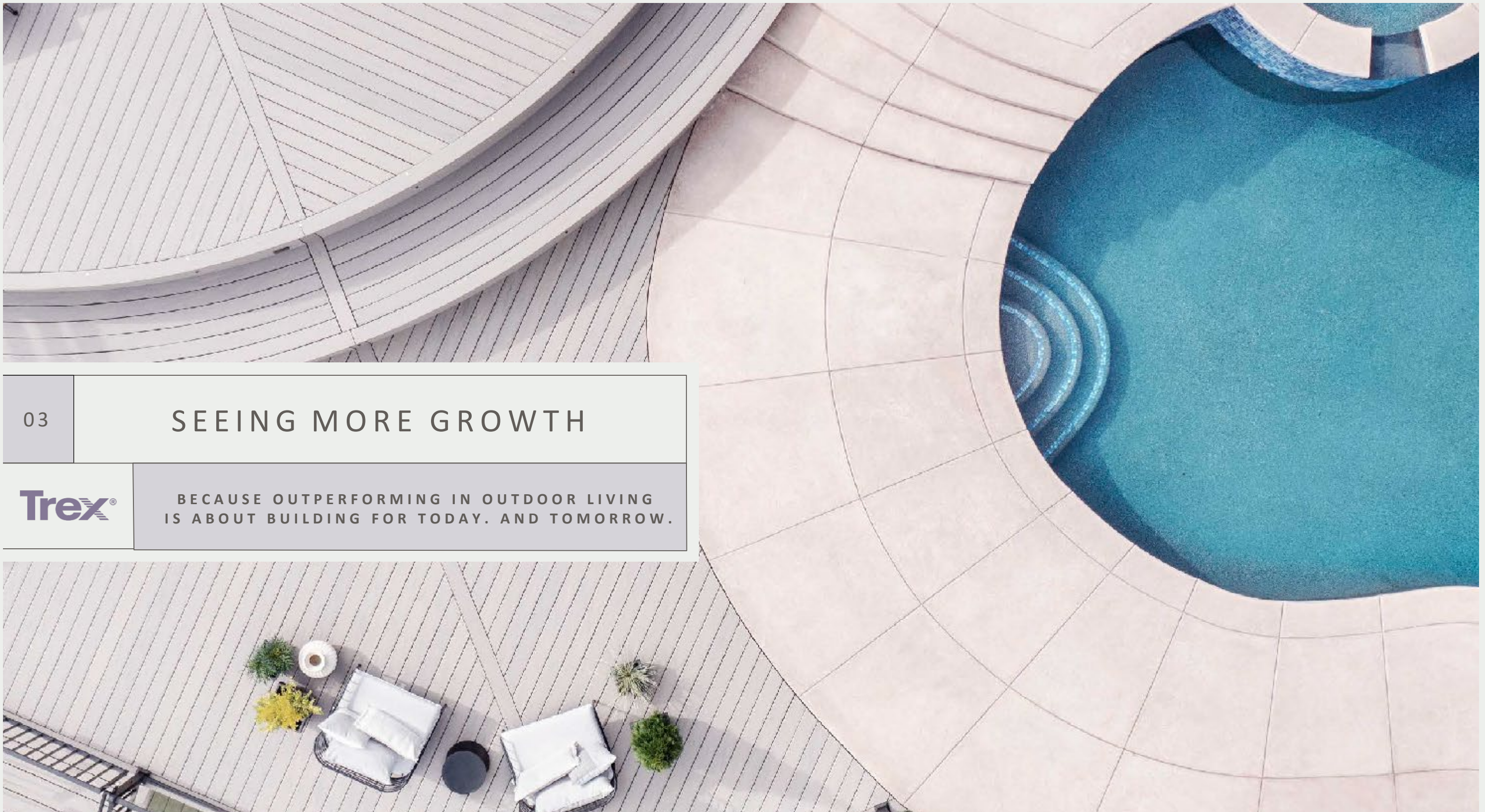
2023 Sustainability Award

03

SEEING MORE GROWTH

Trex[®]

BECAUSE OUTPERFORMING IN OUTDOOR LIVING
IS ABOUT BUILDING FOR TODAY. AND TOMORROW.





SEEING MORE GROWTH

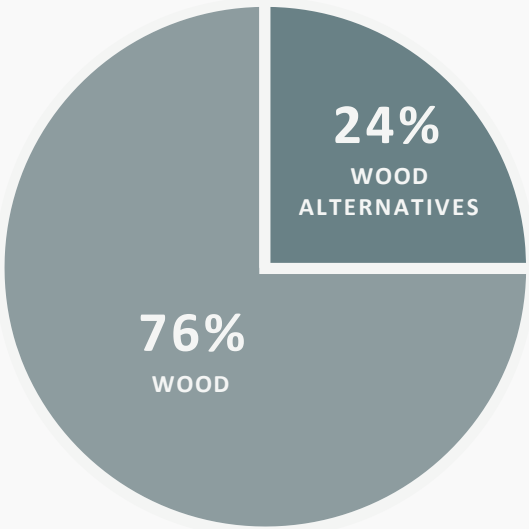
A performance story that begs the question:
Why would you build with wood?

WITH TREX, YOU WOULD HAVE TO BUILD AN AVERAGE OF
TWO WOOD DECKS DURING THE 25-YEAR
WARRANTY PERIOD OF TREX ENHANCE® DECKING

| WOOD | | TREX® | |
|----------|-------------------------|---------|-------------------------|
| \$1,050 | DECK 1 MATERIAL COST | \$1,700 | DECK 1 MATERIAL COST |
| \$5,350 | DECK 1 LABOR | \$5,350 | DECK 1 LABOR |
| \$6,400 | DECK 1 COST | \$7,050 | DECK 1 COST |
| \$6,400 | DECK 2 REBUILD | \$ - | DECK 2 REBUILD |
| \$2,500 | MAINTENANCE | \$ - | MAINTENANCE |
| \$15,300 | TOTAL 25-YEAR DECK COST | \$7,050 | TOTAL 25-YEAR DECK COST |

All calculations are based on a 16x20 (320 sq. ft.) tear-off of a wood deck on an existing structure and replacement with hidden fastener system. Costs for annual wood deck maintenance at approximately \$100 per year. Trex calculations are based on the Trex Enhance® Basics line.

UNIQUELY POSITIONED
TO CONVERT CURRENT WOOD MARKET



+1% market share growth from wood equals
+\$80M in annual composite sales

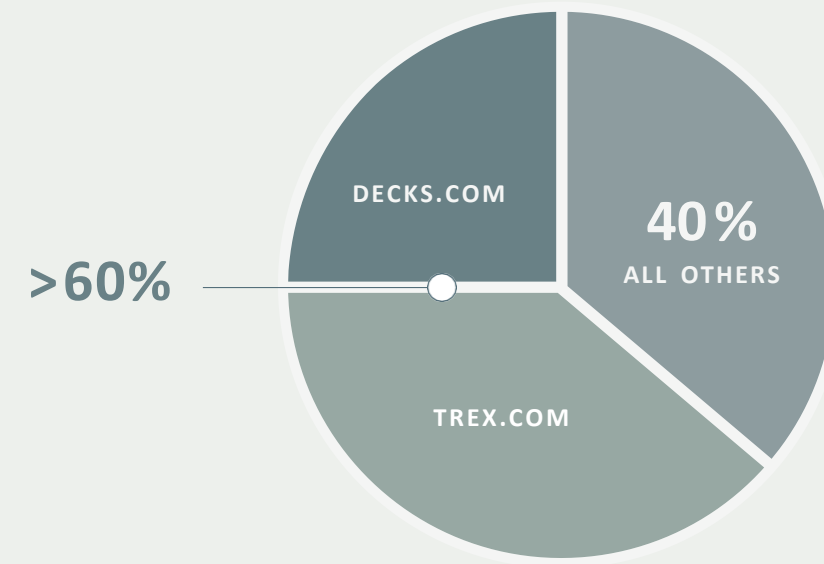
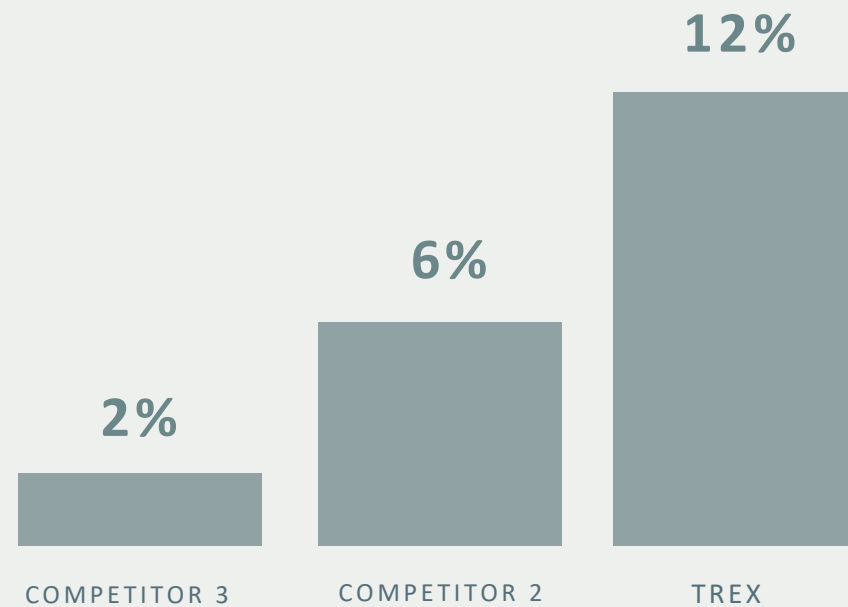
• Source: Principia, 2022



SEEING MORE GROWTH

Leading position versus competition across key success metrics.

MARKET SHARE OF DECKING & RAILING



Trex-owned web traffic commands more than 60% of the category, generating high-quality Trex leads.

Decks.com web traffic is powered by organic search, supporting wood conversion marketing without SG&A expenditures.

SEEING MORE GROWTH

Invented composite decking. Reinventing outdoor living.

CONTINUOUS GROWTH & PERFORMANCE MINDSET FUELED BY PRODUCT INNOVATION AT ALL TIERS

RECENT INTRODUCTION OF 2 NEW LINES IN A YEAR, REDEFINING BOTH AESTHETICS AND PERFORMANCE AT THE TOP OF THE MARKET

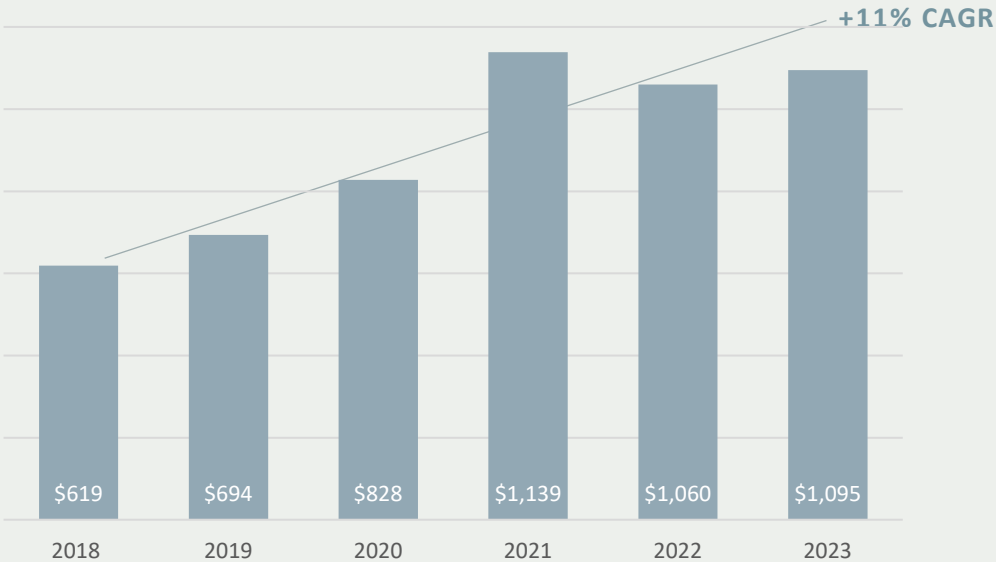
2019 LAUNCH OF TREX ENHANCE, PROVIDING BRAND ACCESS AT MULTIPLE LEVELS OF THE MARKET

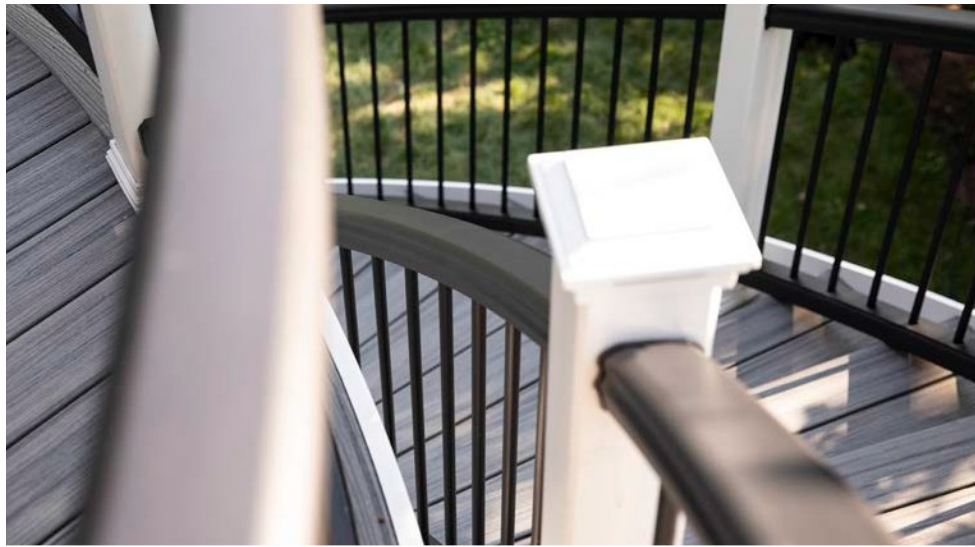
MULTI-TIER PRODUCT PORTFOLIO SUPPORTED BY MULTI-CHANNEL DISTRIBUTION MODEL THAT’S UNMATCHED IN THE INDUSTRY

SIGNIFICANT INVESTMENTS IN CAPACITY VIA EXISTING AND NEW MANUFACTURING FACILITIES, POSITIONING TREX TO MEET GROWING DOMESTIC AND GLOBAL DEMAND

FIRST-MOVER INITIATIVES AROUND ADJACENT GROWTH CATEGORIES SUCH AS RAILING, WITH SIGNIFICANT UPSIDE WHEN BOUGHT WITH TREX DECKING OR ON A STANDALONE BASIS

NET SALES





SEEING MORE GROWTH

A proven distribution model
that's unmatched in the category

Pro-Channel

Internal as well as external
store sales support

Full product offerings at
all locations

Exclusive distribution channel
strongest in the industry

Ensures consumers get what they want,
and when/where/how they want it

Retail

Greatest access for
consumers via points of sale

Only brand on-shelf at
both Lowe's and Home Depot

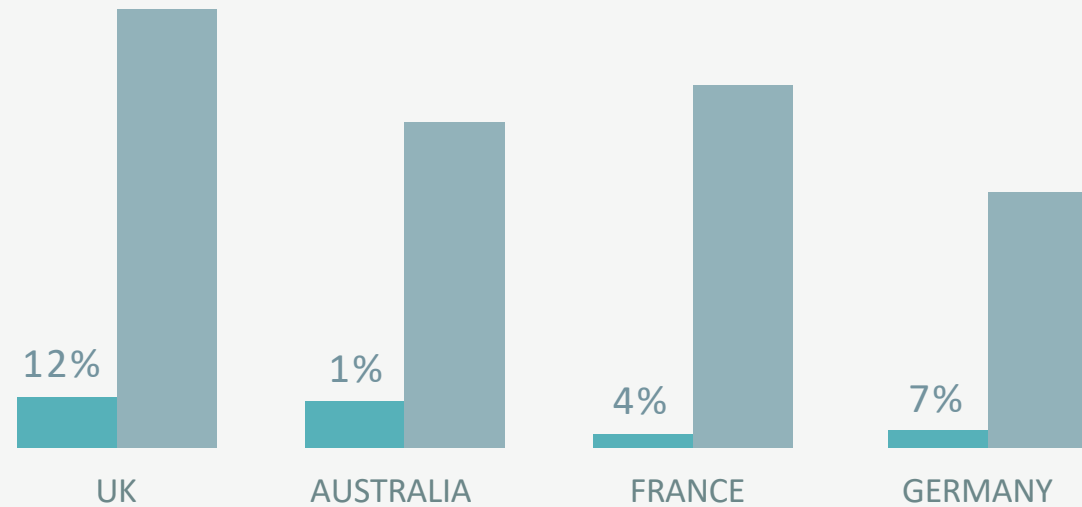
Over 6,700 stocking locations

Well-positioned to take
on wood with DIYers



SEEING MORE GROWTH

Poised to grow an international business model that ensures the sun never sets on a Trex deck.



TREX SHARE

TREX SHARE <1% OF ALL OTHER MARKETS*

*Figures are based on company estimates

International

Sold in 40+ countries outside the U.S.

Focus on key growth markets including U.K., Australia, Germany, France, Caribbean, South/Central America

In-market Trex sales staff currently representing the business across 3 continents

Local distributor partners in-place across key markets with Trex product and marketing capabilities at-the-ready

Seeing strong Brand awareness gains globally both vs. other composites and vs. wood



04

SEEING MORE IMPACT

Trex®

AN ORGANIZATIONAL PURSUIT OF WORTH.
IN OUR NUMBERS AND IN OUR WORLD

SEEING MORE IMPACT

When your product is made from waste,
caring for the environment is second nature.

48%

INCREASED RECYCLING OF
NONHAZARDOUS WASTE IN 2022;
TOTAL NONHAZARDOUS WASTE DISPOSED
REDUCED BY 27%

95%

OF DECKING IS UPCYCLED FROM DIVERTED WASTES,
MEANING WE CREATE A PRODUCT OF HIGHER VALUE
AND GREATER UTILITY THAN
THE ORIGINAL MATERIALS

~100%

OF PRODUCTION
WASTE IS RECYCLED
INTERNALLY

~99%

WATER RECYCLED ANNUALLY WITH CLOSED- LOOP
COOLING SYSTEMS ACROSS OUR VIRGINIA
AND NEVADA MANUFACTURING FACILITIES

32,000

NEXTREX® PROGRAM
COLLECTION LOCATIONS
ACROSS THE CONTINENTAL U.S. AND ALASKA

13,000

POUNDS OF SCRAP TREX BOARDS AND CUT-OFF ENDS
RECLAIMED IN 2022 THROUGH PILOT CIRCULATORY
PROGRAM, KEEPING THIS MATERIAL OUT OF
LANDFILLS

~2M

POUNDS OF PLASTIC FILM DIVERTED AWAY FROM
LANDFILLS BY OUR SCHOOL AND COMMUNITY
RECYCLING PARTICIPANTS, SETTING A NEW
RECORD FOR OUR PROGRAM

475,000

POUND REDUCTION OF ANNUAL PAPER USAGE
AS WE REPLACED BROCHURES WITH LINKS
TO ONLINE CONTENT AND 27% LESS PACKAGING
USED AS WE TRANSITIONED ONE OF OUR LARGEST
CUSTOMERS TO A NEW DESIGN



SEEING MORE IMPACT

At Trex, caring comes from within.

Social Impact

26% women in workforce / 30% women in management / 25% diverse employees / 40% women on board of directors

Robust hourly wages, salary and total compensation Compensation structure regularly reviewed for signs of inequities

Committed to offering a diverse, equitable and inclusive work environment

Inclusivity forms the core of our approach to recruitment, training, engagement, retention and career development

Continually refine recruitment efforts to increase diversity in our workforce

\$2.9 million in community investments by Trex and its employees over the last 9 years

A joint initiative by Trex Company and Keep Arkansas Beautiful was celebrated as the “2023 Recycling Education Program of the Year” by the Arkansas Recycling Coalition

Governance Impact

Separate CEO and Chairman

8 independent directors; 4 members serve on other public company boards

NGC committee oversees ESG oversight with formalized ESG oversight at the executive level

Competitive pay + pay-for-performance

Utilize a total compensation perspective

Create an ownership culture – align executive officers’ interests with those of our stockholders

Improved financial performance

Directors and officers as a whole hold significantly more than their required minimum stock holdings

Proven ability to execute topmost leadership transitions with no negative disruption of business performance

SEEING MORE IMPACT

Commitment to performance. Validated by action.

CAPITAL INVESTMENT PRIMARILY FUNDED THROUGH OPERATING CAPITAL

\$783M

CAPITAL EXPENDITURES SINCE 2016

\$200M

CAPACITY EXPANSION COMPLETED
IN FY2021 TO MEET HIGHER DEMAND
(INCLUDED IN TOTAL CAPEX)

\$450M

ARKANSAS SITE ESTIMATED IN PLANT
EXPENDITURES THROUGH MODULAR BUILDING
APPROACH. SPEND TO OCCUR INTO 2026

CAPITAL ALLOCATION STRATEGY

1

High-return CapEx spending

2

High-impact acquisitions

3

Share buybacks

DISCIPLINED MANAGEMENT OF SHAREHOLDER CAPITAL

\$761M

IN SHARE REPURCHASES
OVER THE PAST 10 YEARS

\$74M

IN FY 2021 REPURCHASES

\$395M

IN 2022 REPURCHASES

\$16M

IN SHARE REPURCHASES AS PART
OF NEW PROGRAM
COMMENCED MAY 2023



SEEING MORE IMPACT

Financial performance that leads the industry.
And stays grounded in a consistent philosophy.

A Commitment to Performance in Both Growth and Profits

Strong Pricing Resiliency
That Leads the Market

Fully Integrated Business Model
Maximizes Uptime, Yield

Realizing Benefit of Initiatives to
Drive Efficiency, Reduce Costs

An Approach to Capital Spending That Minimizes Debt, Maximizes Impact

Manufacturing and Technology Automation

Business Systems Modernization

Tech-Enabled Platform

Sources of Funding

An R&D Track Record Built on Product and Process Innovation

Proven Ability to Bring Winning
New Products to Market

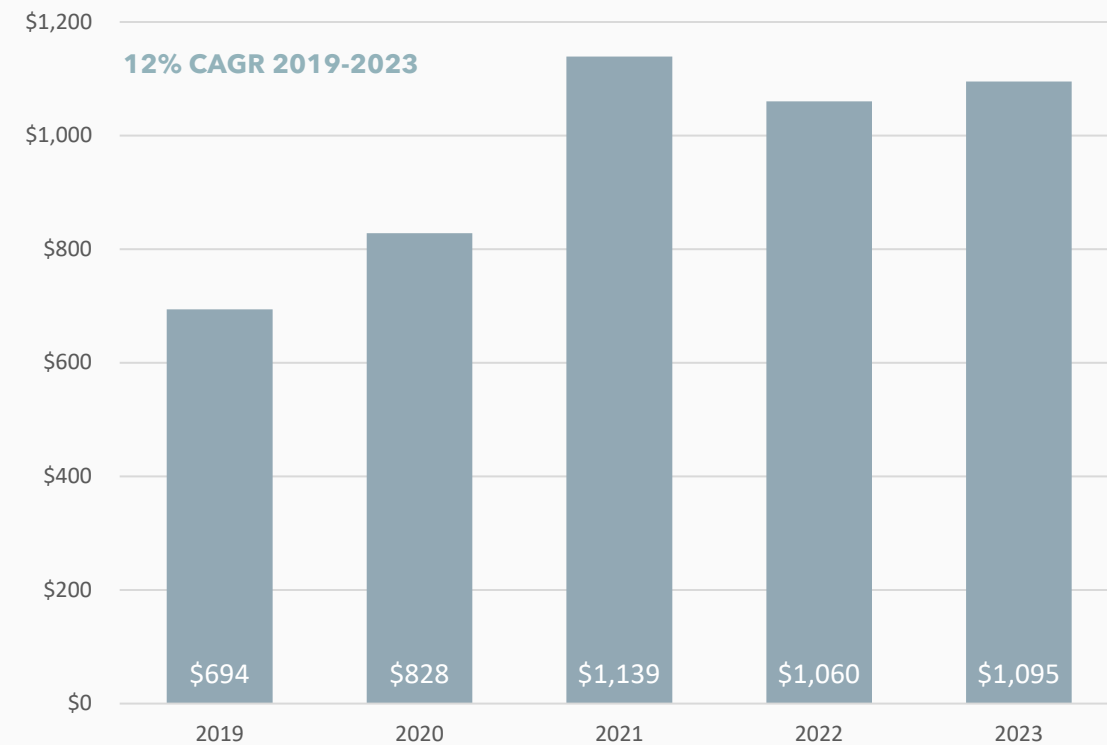
Continued Advancements in
Raw Material Substitution

Monetization of Manufacturing
Scrap/Pellets and Other

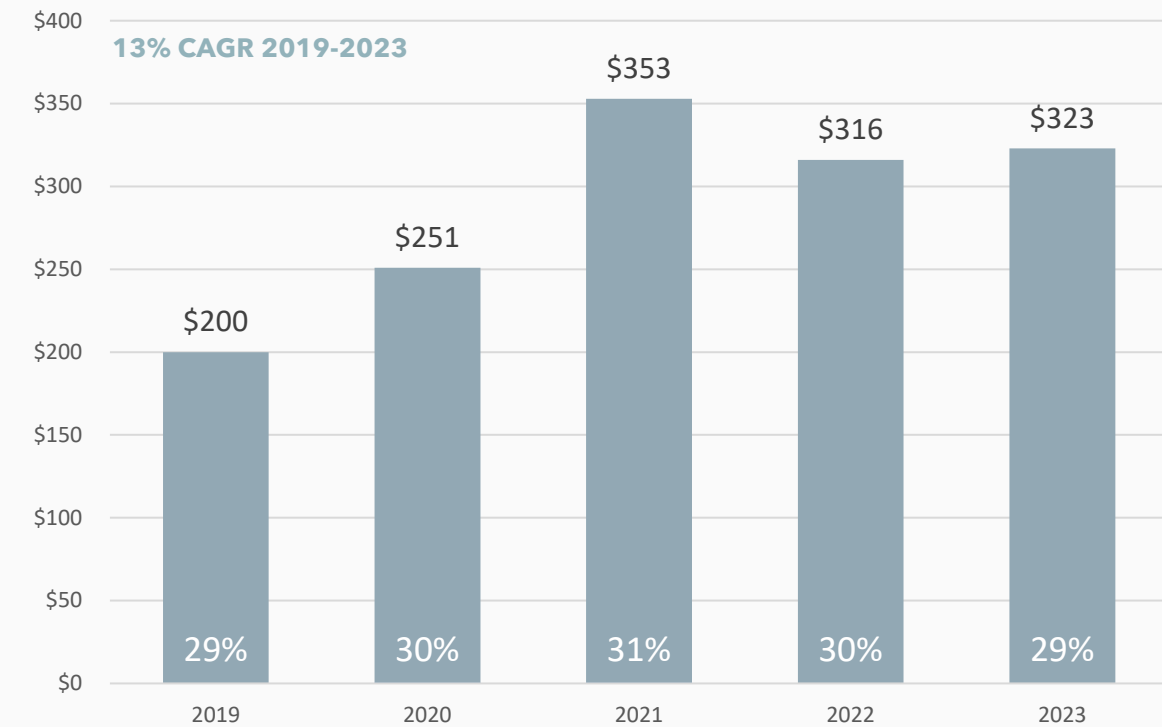
SEEING MORE IMPACT

Trending top-line & bottom-line momentum.

RESIDENTIAL ADJUSTED SALES (\$Ms)



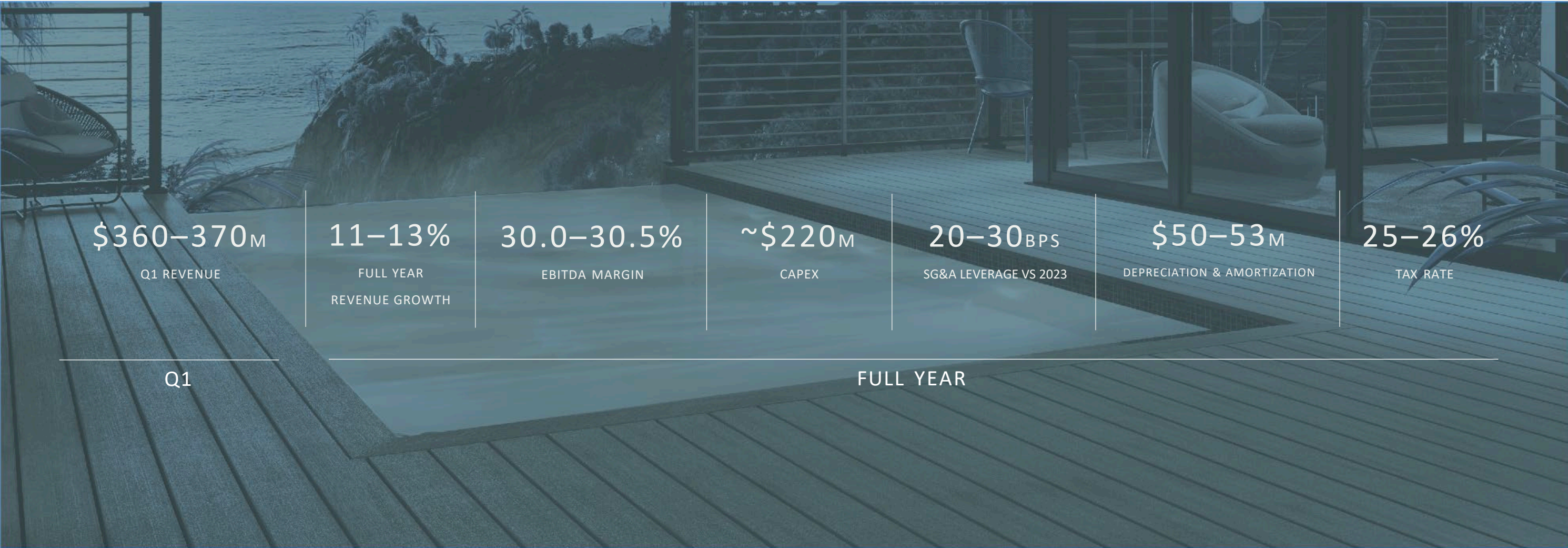
RESIDENTIAL ADJUSTED EBITDA (\$Ms)



SEEING MORE IMPACT



Guidance





SEEING MORE IMPACT

Trex Residential Financials

| \$ MILLIONS | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|-------------------------|--------|--------|--------|---------|---------|---------|
| ADJUSTED SALES | \$619 | \$694 | \$828 | \$1,139 | \$1,060 | \$1,095 |
| ADJUSTED GROSS PROFIT | \$285 | \$294 | \$350 | \$448 | \$400 | \$449 |
| ADJUSTED GROSS MARGIN % | 46.1% | 42.4% | 42.3% | 39.3% | 37.7% | 41.0% |
| ADJUSTED SG&A | \$106 | \$109 | \$116 | \$130 | \$127 | \$176 |
| % OF NET SALES | 17% | 16% | 14% | 10% | 12% | 16% |
| ADJUSTED OPER INCOME | \$179 | \$186 | \$234 | \$318 | \$273 | \$272 |
| % OF NET SALES | 29% | 27% | 28% | 28% | 26% | 25% |
| DEPRECIATION | \$13 | \$13 | \$17 | \$35 | \$43 | \$50 |
| ADJUSTED EBITDA | \$192 | \$199 | \$251 | \$353 | \$316 | \$323 |
| % OF NET SALES | 31% | 29% | 30% | 31% | 30% | 29% |
| FREE CASH FLOW | \$105 | \$89 | \$17 | \$101 | \$47 | \$223 |
| NET DEBT | -\$106 | -\$149 | -\$122 | -\$142 | \$209 | \$4 |
| ADJUSTED ROIC | 90.8% | 71.2% | 57.2% | 51.2% | 32.8% | 31.0% |

SEEING MORE IMPACT

Trex Residential Non-GAAP Reconciliation

| \$ Millions | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|---------------|---------------|---------------|----------------|----------------|----------------|
| GAAP Sales | \$613 | \$694 | \$828 | \$1,139 | \$1,060 | \$1,095 |
| Adjustments* | \$6 | | | | | |
| Adjusted Sales | \$619 | \$694 | \$828 | \$1,139 | \$1,060 | \$1,095 |
| GAAP Gross Profit | \$279 | \$294 | \$344 | \$448 | \$400 | \$452 |
| Adjustments** | \$6 | | \$6 | | | -\$4 |
| Adjusted Gross Profit | \$285 | \$294 | \$350 | \$448 | \$400 | \$449 |
| GAAP Operating Income | \$173 | \$186 | \$228 | \$327 | \$268 | \$276 |
| Adjustments*** | \$6 | | \$6 | -\$9 | \$4 | -\$4 |
| Adjusted Operating Income | \$179 | \$186 | \$234 | \$318 | \$273 | \$272 |
| GAAP Net Income | \$132 | \$143 | \$171 | \$247 | \$201 | \$205 |
| GAAP Income Tax / Interest / Depreciation / Amortization | \$54 | \$56 | \$74 | \$114 | \$110 | \$121 |
| Adjustments*** | \$6 | | \$6 | -\$9 | \$4 | -\$4 |
| Adjusted EBITDA | \$192 | \$199 | \$251 | \$353 | \$316 | \$323 |
| GAAP Operating Cash Flows | \$136 | \$154 | \$187 | \$257 | \$223 | \$389 |
| GAAP Investing Cash Flows | -\$31 | -\$65 | -\$170 | -\$156 | -\$176 | -\$166 |
| Free Cash Flow | \$105 | \$89 | \$17 | \$101 | \$47 | \$223 |
| GAAP Debt | \$0 | \$0 | \$0 | \$0 | \$222 | \$6 |
| Less: GAAP Cash | -\$106 | -\$149 | -\$122 | -\$142 | -\$13 | -\$2 |
| Net Debt | -\$106 | -\$149 | -\$122 | -\$142 | \$209 | \$4 |
| GAAP Diluted EPS **** | \$1.12 | \$1.22 | \$1.47 | \$2.13 | \$1.80 | \$1.89 |
| Impact of Adjustments to Operating Income | \$0.04 | \$0.00 | \$0.05 | -\$0.08 | \$0.03 | -\$0.03 |
| Adjusted Diluted EPS **** | \$1.16 | \$1.22 | \$1.52 | \$2.05 | \$1.83 | \$1.86 |

*Net Sales Adj: 2018 Net Sales charge for product repositioning ** Gross Profit Adjustments: 2018 Net Sales charge for product repositioning; 2020 Legacy product warranty reserve; 2023 Legacy product warranty reserve

*** Operating Income & EBITDA Adjustments: 2018 Net Sales charge for product repositioning; 2020 Legacy product warranty reserve; 2021 Gain on insurance proceeds; 2022 non-executive retention compensation and 2023 legacy product warranty reserve

**** Prior Period EPS and Adjusted EPS restated for impact of June 18, 2018 and September 15, 2020 2-for-1 stock splits.

Segment Financials

AS OF AND FOR THE YEAR ENDED DECEMBER 31, 2023

(IN THOUSANDS) (UNAUDITED)

TREX RESIDENTIAL AND CONSOLIDATED

| | |
|--|----------------|
| NET SALES | \$ 1,094,837 |
| COST OF SALES | 642,430 |
| GROSS PROFIT | 452,407 |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES | 176,203 |
| INCOME FROM OPERATIONS | 276,204 |
| INTEREST EXPENSE, NET | 5 |
| INCOME BEFORE INCOME TAXES | 276,199 |
| PROVISION FOR INCOME TAXES | 70,815 |
| NET INCOME | 205,384 |
| EBITDA ₍₁₎ | 326,393 |
| DEPRECIATION AND AMORTIZATION | 50,189 |
| CAPITAL EXPENDITURES | 166,089 |
| TOTAL ASSETS | 932,885 |

1) Refer to the Notes to Consolidated Financial Statements in the Company's annual report on Form 10-K for the year ended December 31, 2023 for the reconciliation of Net Income to EBITDA.

Segment Financials

| AS OF AND FOR THE YEAR ENDED DECEMBER 31, 2022 | TREX CONSOLIDATED | TREX COMMERCIAL | TREX RESIDENTIAL |
|--|-------------------|-----------------|------------------|
| (IN THOUSANDS) (UNAUDITED) | | | |
| NET SALES | \$ 1,106,043 | \$ 46,507 | \$ 1,059,536 |
| COST OF SALES | 702,054 | 42,365 | 659,689 |
| GROSS PROFIT | 403,989 | 4,142 | 399,847 |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES | 141,831 | 10,070 | 131,761 |
| LOSS ON SALE | 15,423 | 15,423 | - |
| INCOME FROM OPERATIONS | 246,735 | (21,351) | 268,086 |
| INTEREST EXPENSE, NET | (103) | - | (103) |
| INCOME BEFORE INCOME TAXES | 246,838 | (21,351) | 268,189 |
| PROVISION FOR INCOME TAXES | 62,212 | (5,101) | 67,313 |
| NET INCOME (LOSS) | 184,626 | (16,250) | 200,876 |
| EBITDA ₍₁₎ | 291,033 | (20,226) | 311,259 |
| DEPRECIATION AND AMORTIZATION | 44,298 | 1,125 | 43,173 |
| CAPITAL EXPENDITURES | 176,228 | 324 | 175,904 |
| TOTAL ASSETS | 933,705 | - | 933,705 |

1) Refer to the Notes to Consolidated Financial Statements in the Company's annual report on Form 10-K for the year ended December 31, 2022 for the reconciliation of Net Income to EBITDA.

Segment Financials

AS OF AND FOR THE YEAR ENDED DECEMBER 31, 2021

TREX CONSOLIDATED

TREX COMMERCIAL

TREX RESIDENTIAL

(IN THOUSANDS) (UNAUDITED)

| | | | |
|--|----------------|---------------|----------------|
| NET SALES | \$ 1,196,952 | \$ 57,686 | \$ 1,139,266 |
| COST OF SALES | 736,448 | 44,994 | 691,454 |
| GROSS PROFIT | 460,504 | 12,692 | 447,812 |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES | 139,624 | 9,614 | 130,010 |
| GOODWILL IMPAIRMENT | 54,245 | 54,245 | - |
| GAIN ON INSURANCE PROCEEDS | (8,741) | - | (8,741) |
| INCOME FROM OPERATIONS | 275,376 | (51,167) | 326,543 |
| INTEREST EXPENSE, NET | (15) | - | (15) |
| INCOME BEFORE INCOME TAXES | 275,391 | (51,167) | 326,558 |
| PROVISION (BENEFIT) FOR INCOME TAXES | 66,654 | (12,846) | 79,500 |
| NET INCOME | 208,737 | (38,321) | 247,058 |
| EBITDA ₍₁₎ | 311,322 | (50,163) | 361,485 |
| DEPRECIATION AND AMORTIZATION | 35,946 | 1,005 | 34,941 |
| CAPITAL EXPENDITURES | 159,394 | 1,826 | 157,568 |
| TOTAL ASSETS | 920,321 | 39,096 | 881,225 |

1) Refer to the Notes to Consolidated Financial Statements in the Company's annual report on Form 10-K for the year ended December 31, 2021 for the reconciliation of Net Income to EBITDA.



NEXT NEVER RESTS. NEITHER CAN WE.

That's why at Trex,
WE'RE SEEING MORE.



| | |
|--------------|-----------|
| | |
| Trex® | THANK YOU |
| | |



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