



SEEING MORE

INVESTOR PRESENTATION | AS OF Q3 2024
NYSE:TREX

Trex®



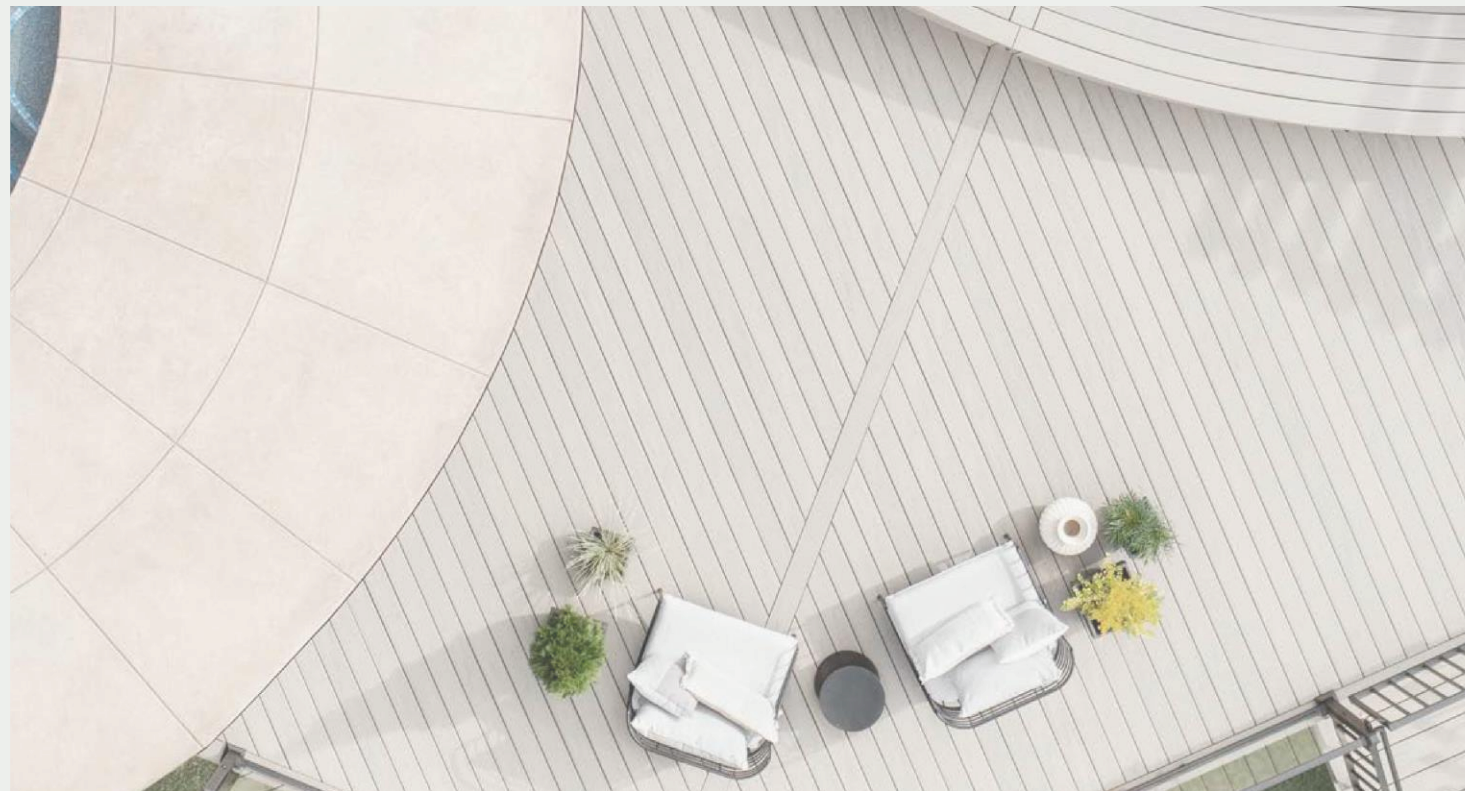
SAFE HARBOR / NON-GAAP MEASURES

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. Management believes these non-GAAP financial measures provide investors with additional meaningful financial information that should be considered when assessing our underlying business performance and trends. Further, management believes these non-GAAP financial measures also enhance investors’ ability to compare period-to-period financial results. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, the Company’s reported results prepared in accordance with GAAP and are not meant to be considered superior to or a substitute for our GAAP results. Our non-GAAP financial measures do not represent a comprehensive basis of accounting. Therefore, our non-GAAP financial measures may not be comparable to similarly titled measures reported by other companies. Reconciliation of the non-GAAP measures to the most directly comparable GAAP measures are available in this presentation. Management uses these non-GAAP financial measures in making financial, operating, compensation and planning decisions and in evaluating the Company’s performance. Disclosing these non-GAAP financial measures allows investors and management to view our operating results excluding the impact of items that are not reflective of the underlying operating performance.



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

\$ 7.2

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 11% from 2022 to 2023

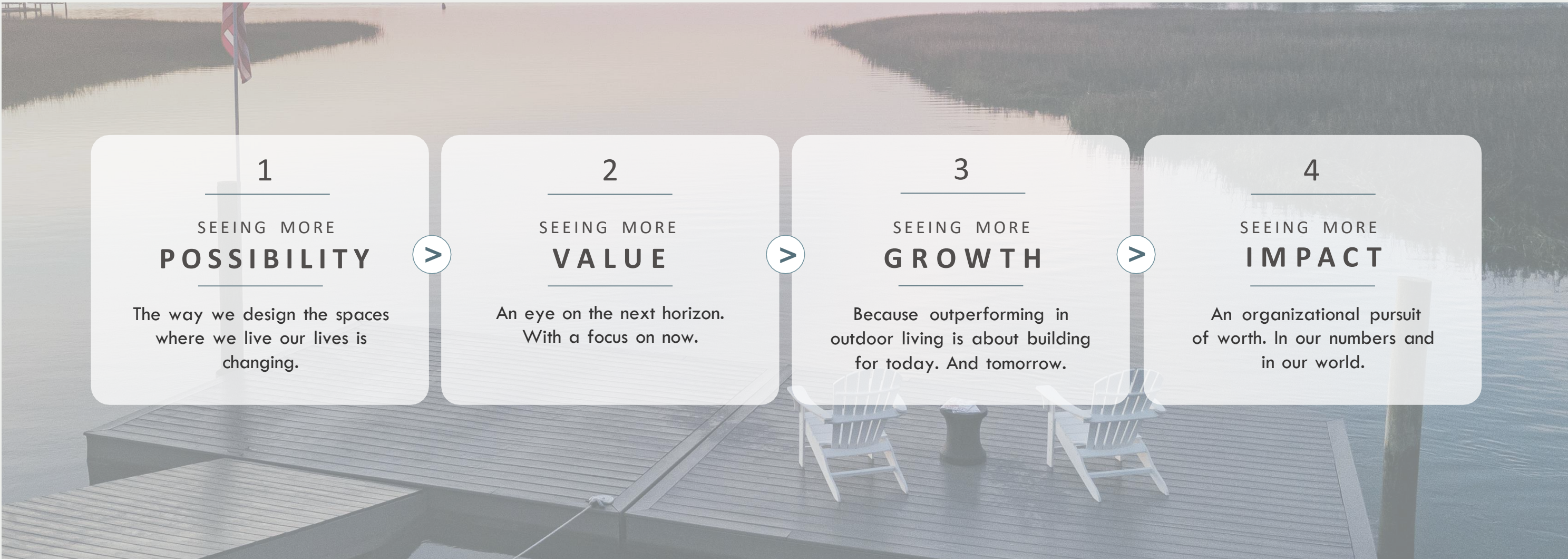
Not a single tree has been felled in the manufacturing of a Trex board

*MARKET CAP AS OF 9/30/2024

**TREX RECEIVED THE HIGHEST NUMERICAL SCORE IN THE PROPRIETARY LIFESTORY RESEARCH 2021-2024 AMERICA'S MOST TRUSTED® OUTDOOR DECKING STUDIES. STUDY RESULTS ARE BASED ON EXPERIENCES AND PERCEPTIONS OF PEOPLE SURVEYED. YOUR EXPERIENCES MAY VARY. VISIT www.lifestoryresearch.com.



What we're seeing



1

SEEING MORE
POSSIBILITY

The way we design the spaces
where we live our lives is
changing.



2

SEEING MORE
VALUE

An eye on the next horizon.
With a focus on now.



3

SEEING MORE
GROWTH

Because outperforming in
outdoor living is about building
for today. And tomorrow.



4

SEEING MORE
IMPACT

An organizational pursuit
of worth. In our numbers and
in our world.



01

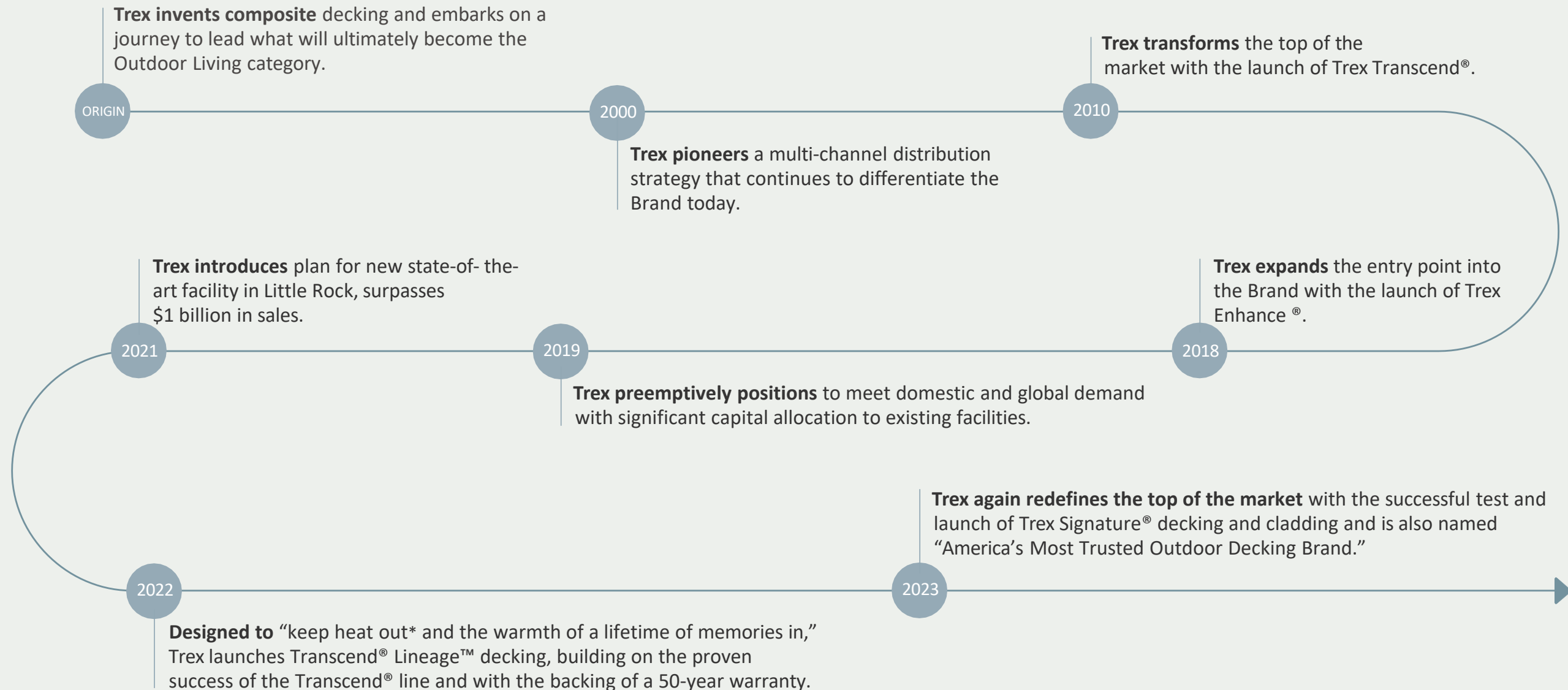
SEEING MORE POSSIBILITY



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.



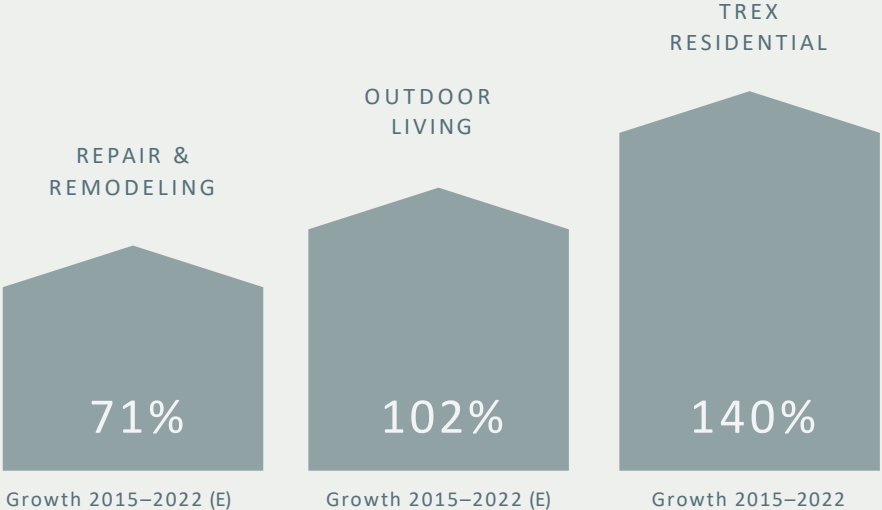
*ALTHOUGH TREX DECKING WITH HEAT MITIGATION IS DESIGNED TO BE COOLER THAN MOST OTHER COMPOSITE DECKING PRODUCTS OF A SIMILAR COLOR, ON A HOT SUNNY DAY, IT WILL GET HOT. ON HOT DAYS, CARE SHOULD BE TAKEN TO AVOID EXTENDED CONTACT BETWEEN EXPOSED SKIN AND THE DECK SURFACE, ESPECIALLY WITH YOUNG CHILDREN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



SEEING MORE 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 SupplyBuilder® 2024

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



SEEING MORE POSSIBILITY

Uniquely poised to meet shifting lifestyle and purchase drivers.

HOME RENOVATION IS STILL TOP OF MIND AND BUDGET FOR CONSUMERS

51%

OF RENOVATING HOMEOWNERS SPENT \$25,000 OR MORE ON THEIR RENOVATIONS IN 2023, UP FROM 37% IN 2020

SOURCE: HOZZ.COM, 2024

25%

SPEND ALLOCATION OF OVERALL BUDGETS FROM HOMEOWNERS GO TO UPGRADES TO OUTDOOR LIVING SPACES

SOURCE: QUALIFIED REMODELER, 2024

MORE DEMAND FOR MULTI-FUNCTION OUTDOOR LIVING SPACES

THE DEMAND FOR OUTDOOR SPACES HAS INCREASED SINCE 2020 BY

50%

SOURCE: AZENCO-OUTDOOR.COM, 2024

64%

OF HOMEOWNERS CURRENTLY WANT THEIR PATIO TO SERVE SEVERAL PURPOSES (EXPECTED TO INCREASE BY 5% IN 2024)

SOURCE: NATIONAL ASSOC. OF REALTORS, 2023

SUSTAINABILITY CONTINUING TO GAIN SIGNIFICANT INDUSTRY INFLUENCE

77%

OF INDIVIDUAL INVESTORS GLOBALLY SAY THEY ARE INTERESTED IN INVESTING IN COMPANIES THAT AIM TO ACHIEVE MARKET-RATE FINANCIAL RETURNS WHILE ALSO CONSIDERING POSITIVE SOCIAL AND/OR ENVIRONMENTAL IMPACT

*SOURCE: MORGAN STANLEY INSTITUTE FOR SUSTAINABLE INVESTING, JANUARY 2024

84%

OF DESIGNERS PRIORITIZE PRODUCTS MADE WITH RESPONSIBLY SOURCED MATERIALS

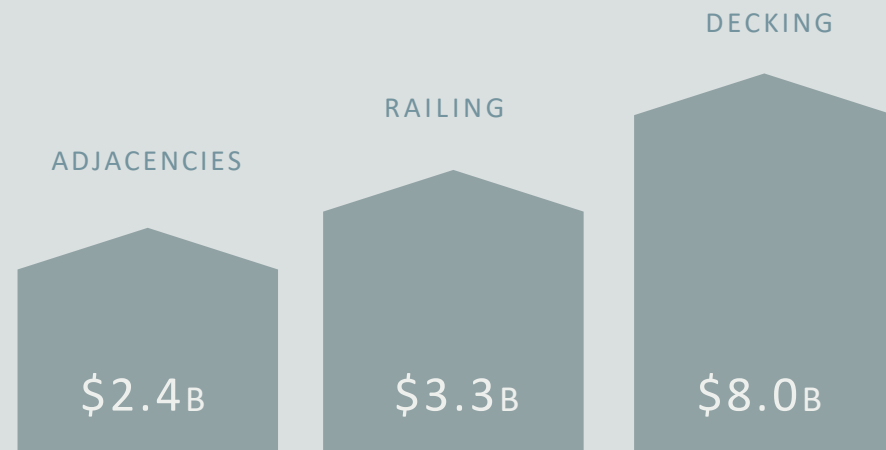
SOURCE: CONSENTINO.COM, 2024

SEEING MORE POSSIBILITY

Organic opportunities for growth.

\$ 13.7_B

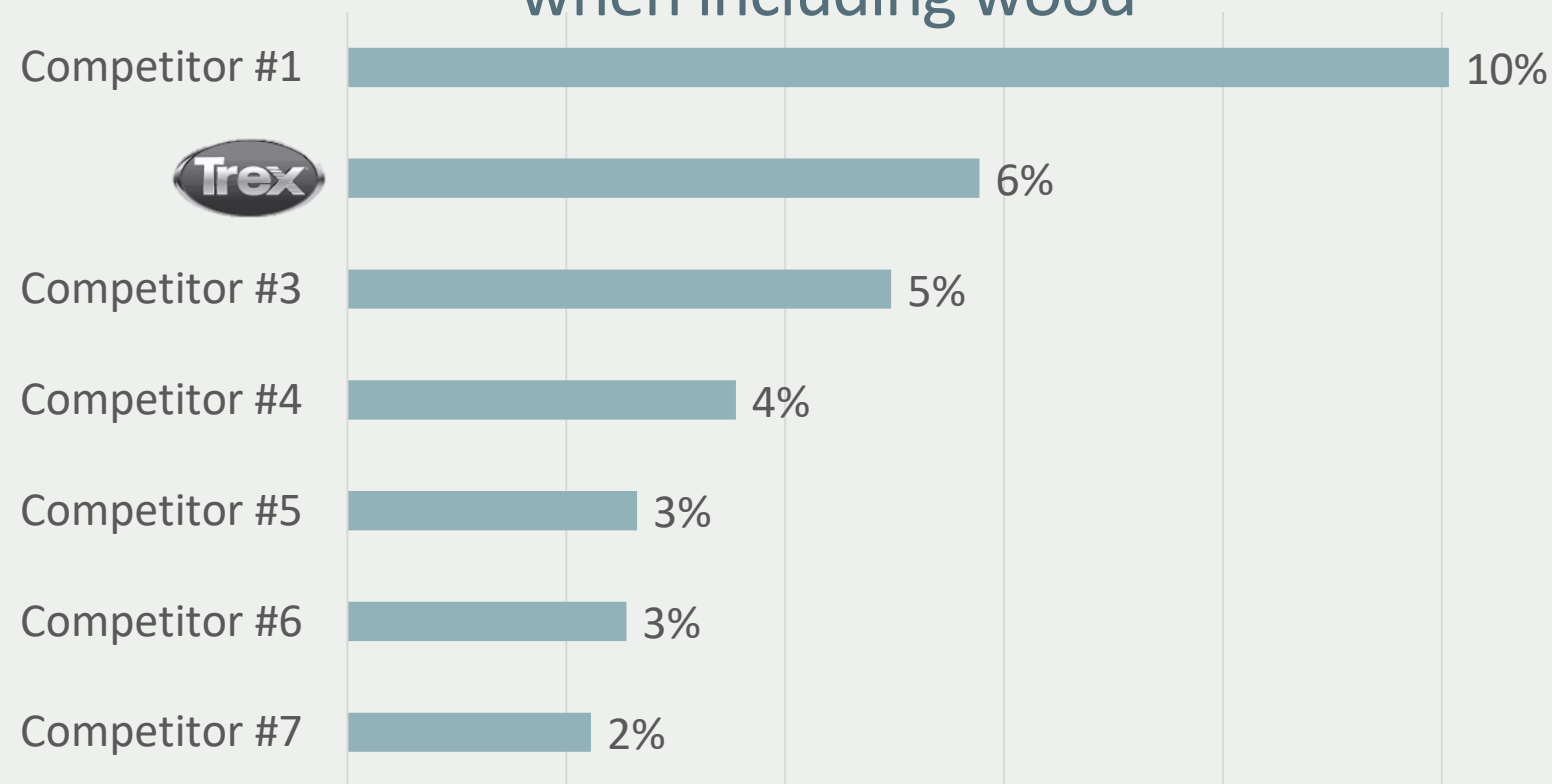
TOTAL ADDRESSABLE MARKET OPPORTUNITY



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

Highly Fragmented Railing Market (\$3.3B)

Trex has second most railing market share when including wood*



• Source: Principia SupplyBuilder® 2024

Trex leads alternative railing market share

Trex Railing Product Line Buildout

| | 2023 | 2025 |
|------------------------------|------|------|
| Wood Conversion | ✓ | ✓ |
| Composite | ✓ | ✓ |
| Aluminum | X | ✓ |
| Vinyl/PVC | X | ✓ |
| Steel/Iron | X | ✓ |
| Specialty + Premium Aluminum | ✓ | ✓ |

Projected doubling of Trex's market share over next five years



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.

BEST

PERFORMANCE

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[®]

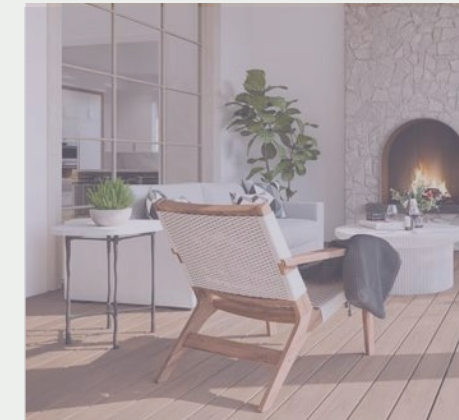
Established looks paired with assured performance.



2022 LAUNCH

TrexTranscend[®]
LINEAGE[™]

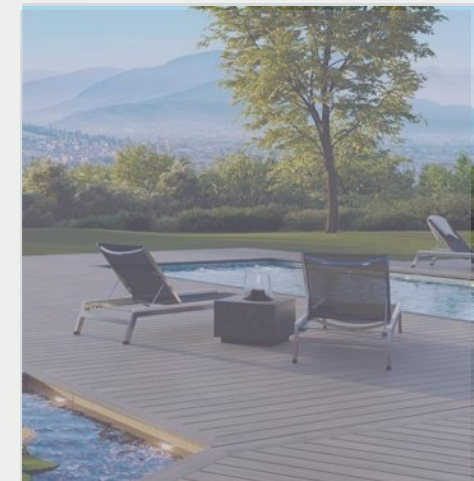
The next generation of design and performance.



2024 NATIONAL LAUNCH

TrexSignature[®]

Setting a new standard for style in outdoor living.



LOWER PRICED

PRICE POINT

HIGHER PRICED


SEEING MORE VALUE

Colors that elevate every backyard, designed to harmonize beauty and value.

PREMIUM DECKING

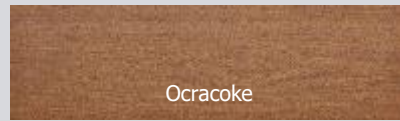
WOOD CONVERSION FOCUSED DECKING

TrexSignature®

\$\$\$\$\$  50 ★★★★★



Whidbey



Ocracoke

PRICE \$ - \$\$\$\$\$\$

YEARS OF WARRANTY 15 25 35 50

SCRATCH RESISTANCE ★ - ★★★★★




BOARD PROFILES  SOLID  SCALLOPED

GROOVED EDGE  SQUARE EDGE

Use with Trex Hideaway® Hidden Fastening System for a clean, screw free appearance

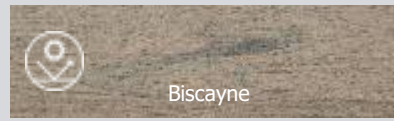
TrexTranscend®

LINEAGE™

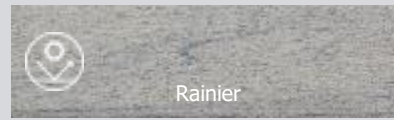
\$\$\$\$\$  50 ★★★★★



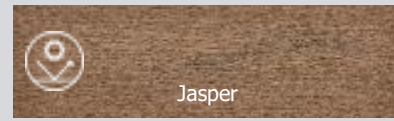
Island Mist



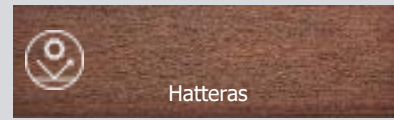
Biscayne



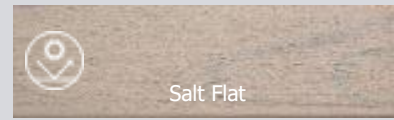
Rainier



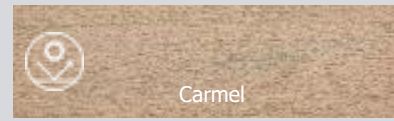
Jasper



Hatteras



Salt Flat



Carmel

TrexTranscend®

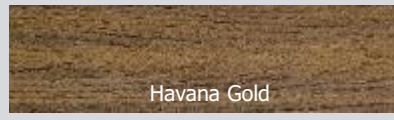
\$\$\$  50 ★★★★★



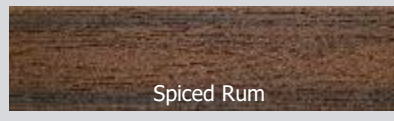
Island Mist



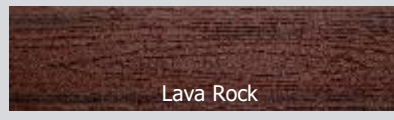
Tiki Torch



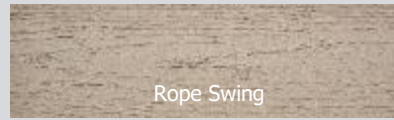
Havana Gold



Spiced Rum



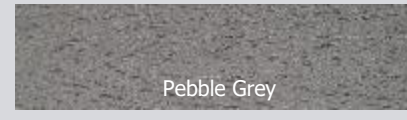
Lava Rock



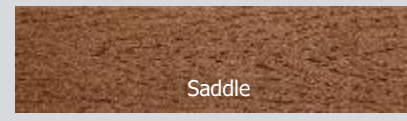
Rope Swing

TrexSelect®

\$\$  35 ★★



Pebble Grey



Saddle

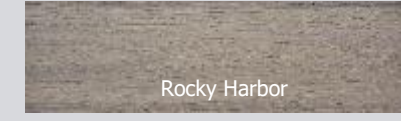
TrexEnhance®

NATURALS

\$  25 ★



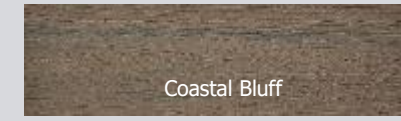
Foggy Wharf



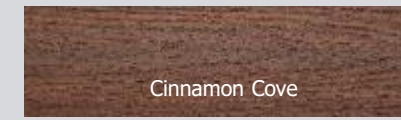
Rocky Harbor



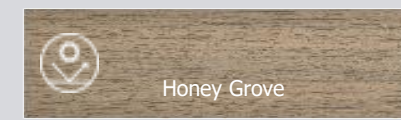
Toasted Sand



Coastal Bluff



Cinnamon Cove

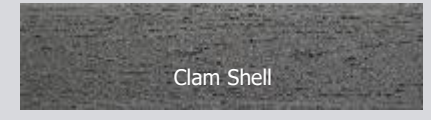


Honey Grove

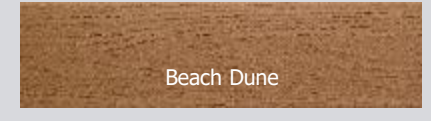
TrexEnhance®

BASICS

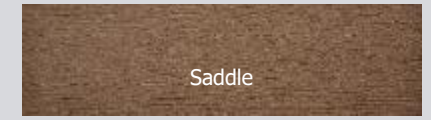
\$  25 ★



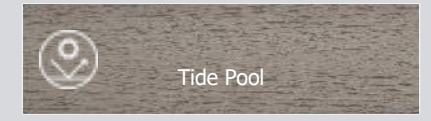
Clam Shell



Beach Dune



Saddle



Tide Pool

*ALTHOUGH TREX DECKING WITH HEAT MITIGATION 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

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 7 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

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

BEST

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.



PERFORMANCE

GOOD

LOWER PRICED

PRICE POINT

HIGHER PRICED

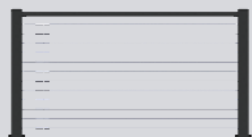
SEEING MORE VALUE

A wealth of railing designs, delivering style *and* value across the portfolio.

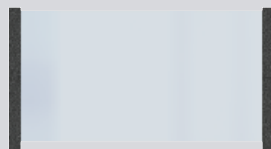
TrexSignature®

X-SERIES™ RAILING

\$\$\$\$\$ (50) ★★★★★



Stainless steel cable infill



Frameless glass infill

PRICE \$ - \$\$\$\$\$

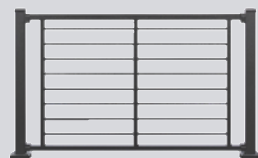
YEARS OF WARRANTY (15) (25) (35) (50)

SCRATCH RESISTANCE ★ - ★★★★★

TrexSignature®

ALUMINUM RAILING

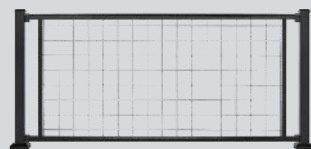
\$\$\$\$\$ (50) ★★★★★



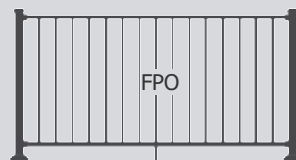
Rod rail infill



Glass infill



Mesh infill

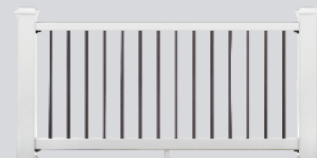


Square vertical balusters

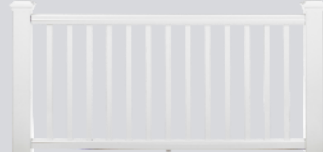
TrexTranscend®

COMPOSITE RAILING

\$\$\$ (50) ★★★★★



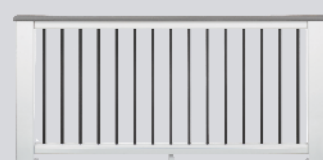
Round aluminum balusters



Square composite balusters



Mix and match colors

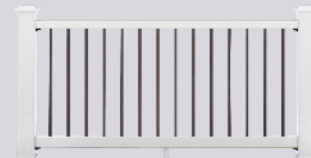
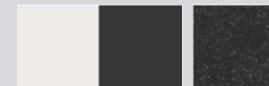


Cocktail rail

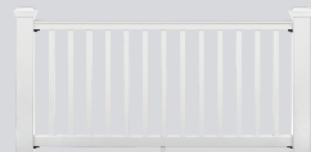
TrexSelect®

COMPOSITE RAILING

\$\$ (25) ★★



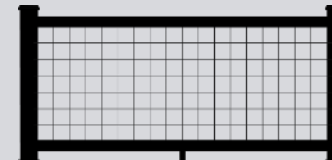
Classic rail with round aluminum balusters



T-Rail with square composite balusters



T-Rail with round aluminum balusters

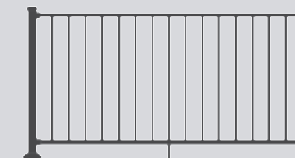


Trex Select® Mesh Panels and Railing Kits

TrexSelect™

ALUMINUM RAILING

\$\$ (25) ★★



Square balusters

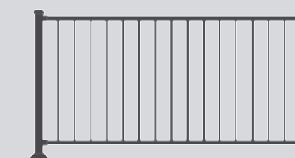


Round balusters

TrexEnhance™

STEEL RAILING

\$ (15) ★



Round balusters

TrexEnhance®

COMPOSITE RAILING

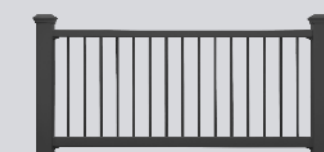
\$ (25) ★



*Available at home centers



Round aluminum balusters



Round aluminum balusters



Round aluminum balusters

SEEING MORE VALUE

New ways to see beyond your outdoor space like never before.

Trex Select® T-Rail Railing

Ease. Efficiency. Economic value. That's what Trex Select® T-shaped top rail delivers. It's long-lasting, easy to maintain and quick to install.



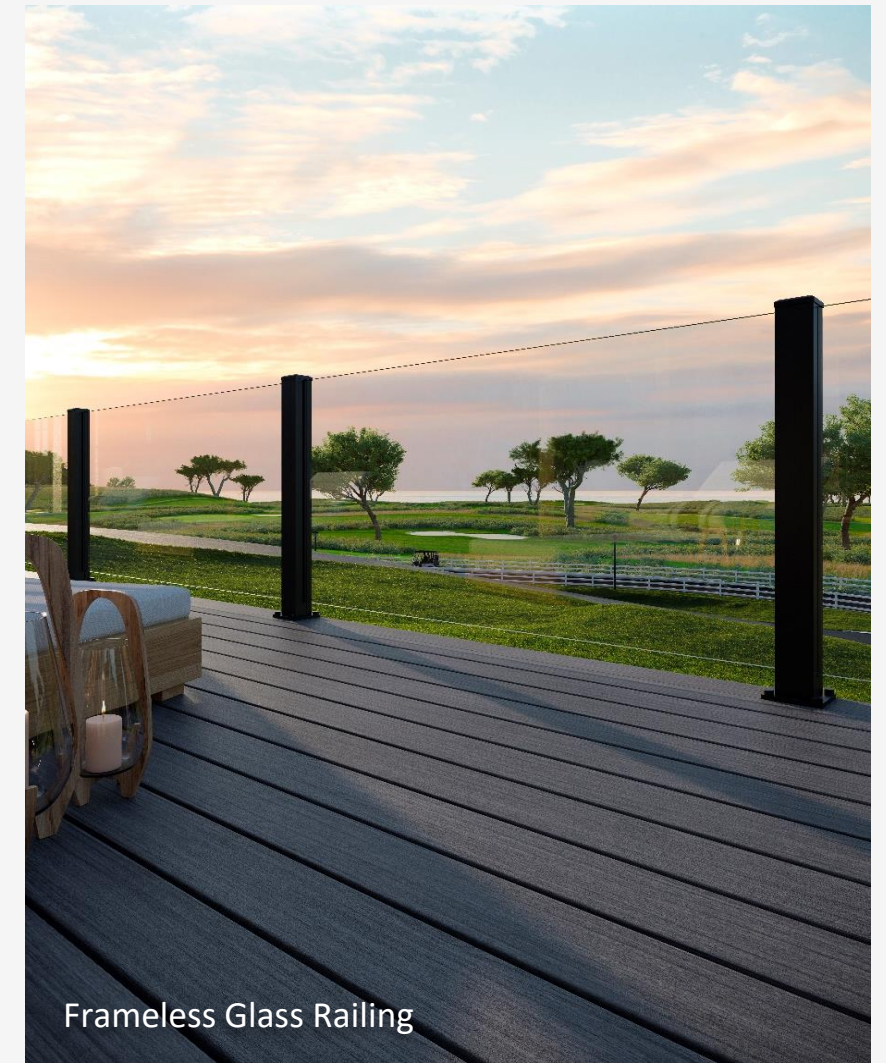
Trex Select® Railing All-In-One Post Kits

Priced to compete with vinyl railing, the new All-In-One Post Kits come in a Classic White finish and include composite post sleeves, post caps and post skirts packaged together for easy ordering, shipping and stocking.



Trex Signature® X-Series™ Railing

The innovative Trex Signature X-Series specialty railing offers strength, style and streamlined looks. Options include a modern stainless steel cable rail or the frameless glass infill for unobstructed views unlike any other.



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

HOUSE

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

TREXPRO PLATINUM
CONSUMER

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

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

Staying hidden is what makes us stand out.

Trex Hideaway Fastener Collection Expansion

Gain the peace of mind that comes from the enduring strength and exquisite aesthetics that you can only get from a Trex deck built from the joist up.

Trex Hideaway Clips

Crafted specifically for Trex decking, Trex Hideaway® Clips offer a strong and seamless connection for a secure installation, every time.

Trex Hideaway Plugs & Screws

Crafted specifically for Trex decking, Trex Hideaway Color Match Composite Deck Screws and Decking Plugs offer both precision and lasting beauty that work across all decking lines.



BY TREX
FOR TREX



PRODUCT
WARRANTY

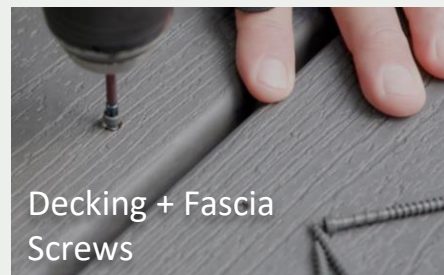


WORRY-FREE
INSTALL

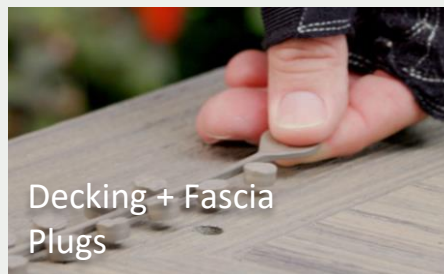
\$250_M
TOTAL ADDRESSABLE
MARKET OPPORTUNITY



Butt Joint Clip



Decking + Fascia
Screws



Decking + Fascia
Plugs



Hidden Fastener

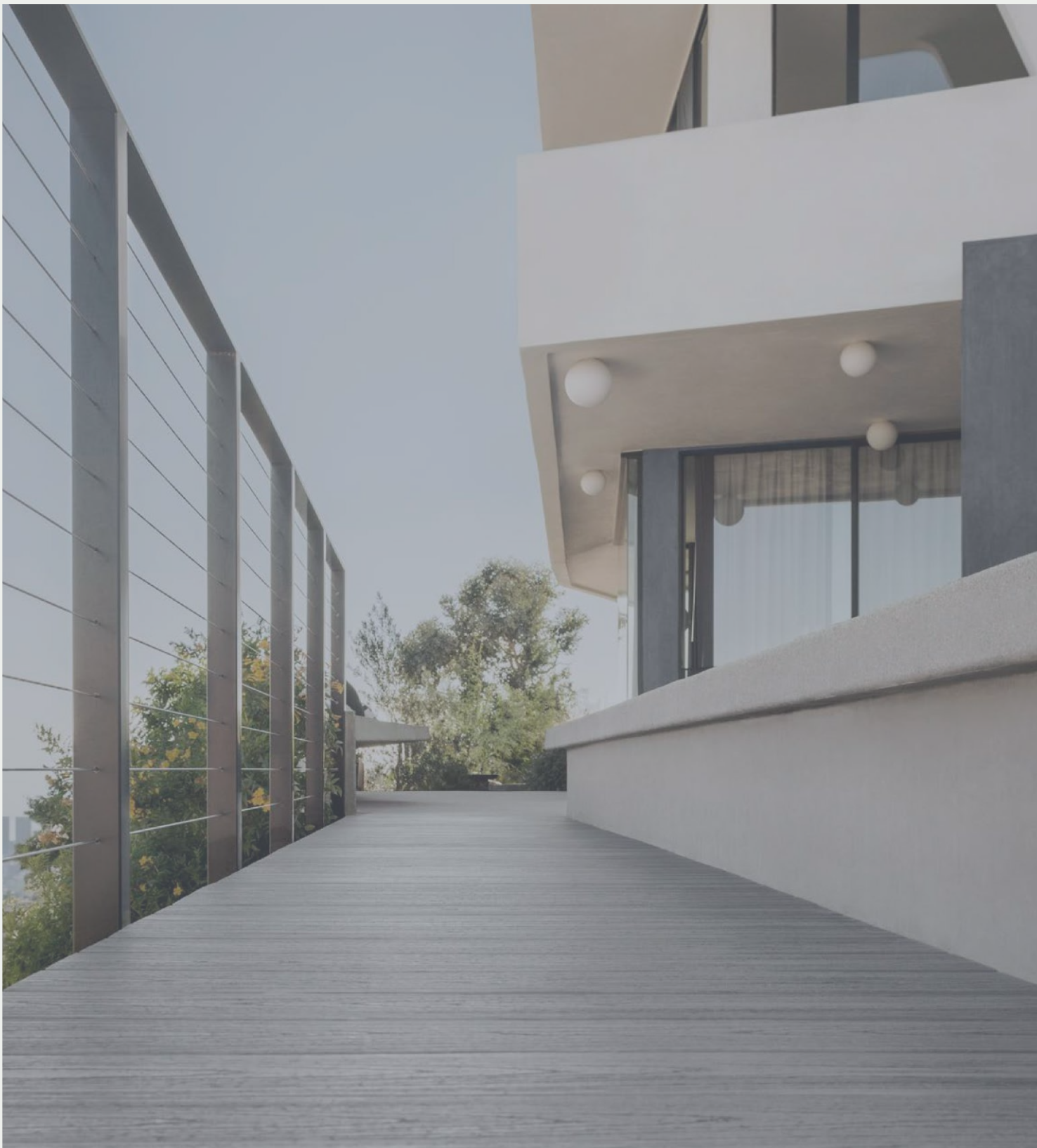


Color-Match Screw

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

Builders FirstSource

Morris Tolly National Supplier of the Year
Supplier of the Year, Northeast Region

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

Sustainable Brand Leader in the Decking Category

LIFE STORY

2024 AMERICA'S MOST TRUSTED® survey

2024 AMERICA'S MOST TRUSTED Outdoor Decking Brand (4th consecutive year) 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



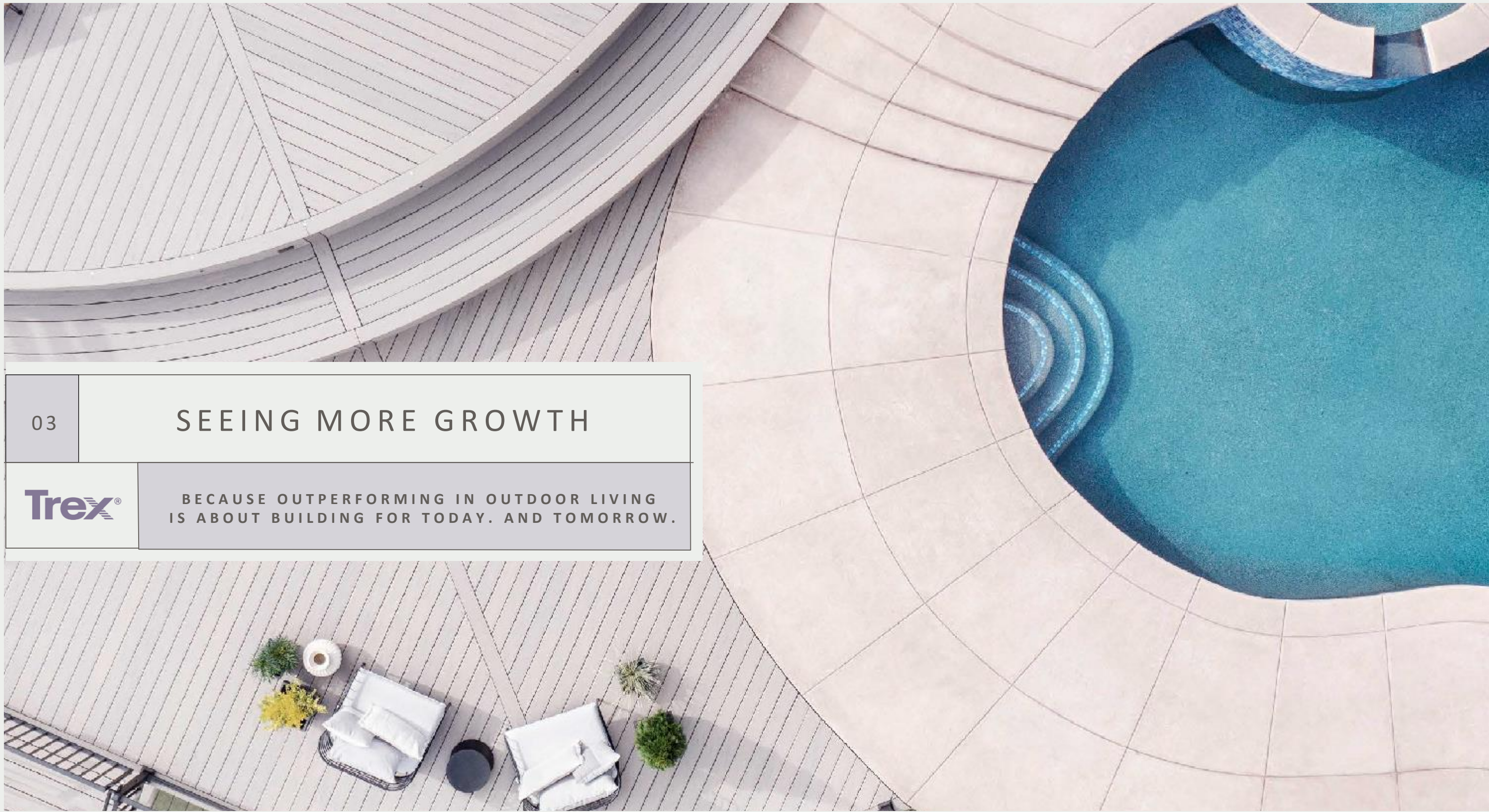
2023 Sustainability Award

03

SEEING MORE GROWTH

Trex[®]

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





SEEING MORE GROWTH

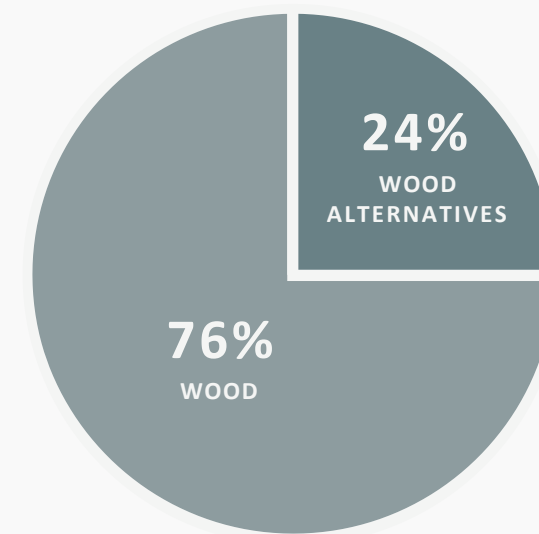
A performance story that begs the question: Why would you build with wood?

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

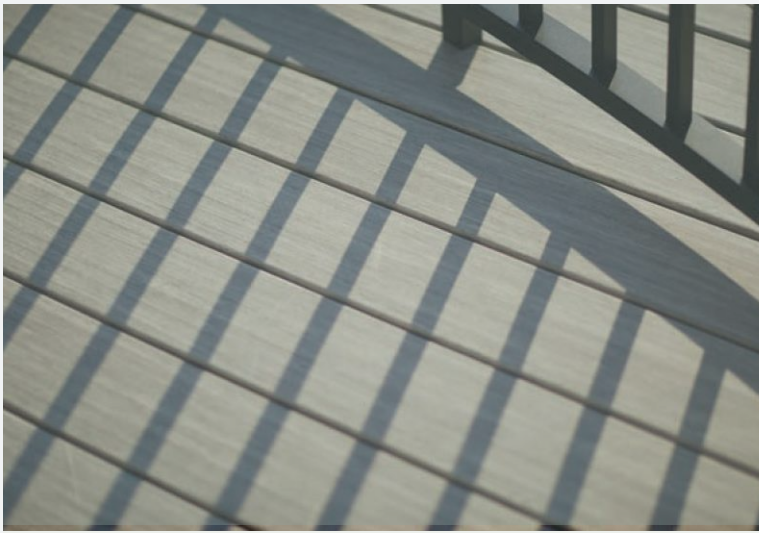
| WOOD | | TREX | |
|-----------------|-------------------------|----------------|-------------------------|
| \$1,050 | DECK 1 MATERIAL COST | \$1,700 | DECK 1 MATERIAL COST |
| \$5,350 | DECK 1 LABOR | \$5,350 | DECK 1 LABOR |
| \$6,400 | DECK 1 COST | \$7,050 | DECK 1 COST |
| \$6,400 | DECK 2 REBUILD | \$ - | 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



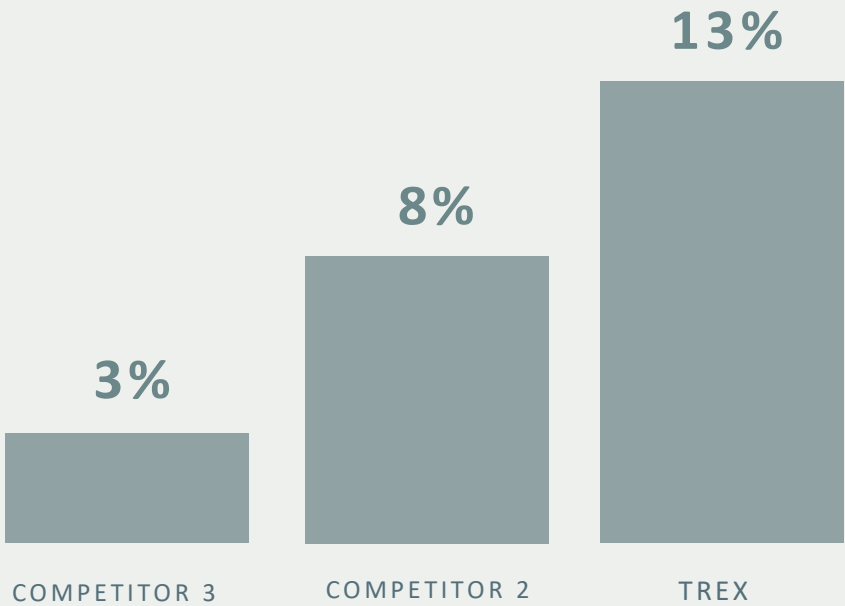
+1% market share growth from wood equals
+\$80M in annual composite sales



SEEING MORE GROWTH

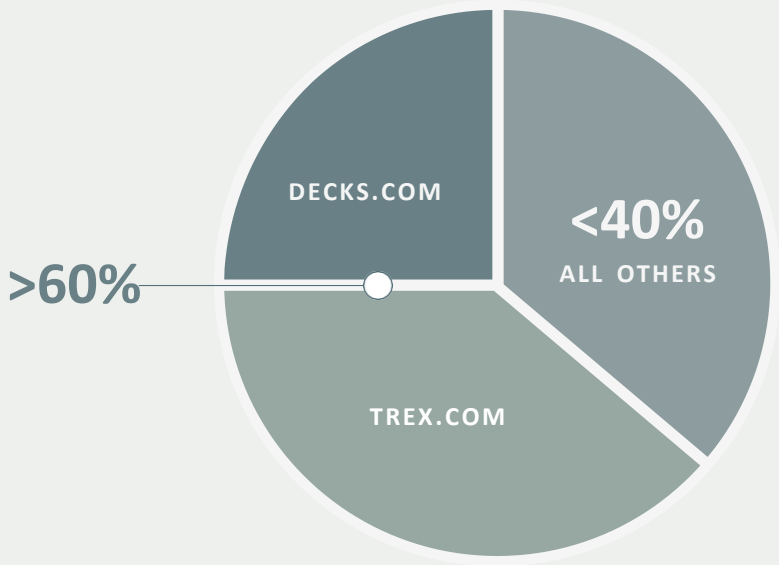
Leading position versus competition across key success metrics.

MARKET SHARE OF DECKING & RAILING*



Source: Principia SupplyBuilder® 2024

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



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

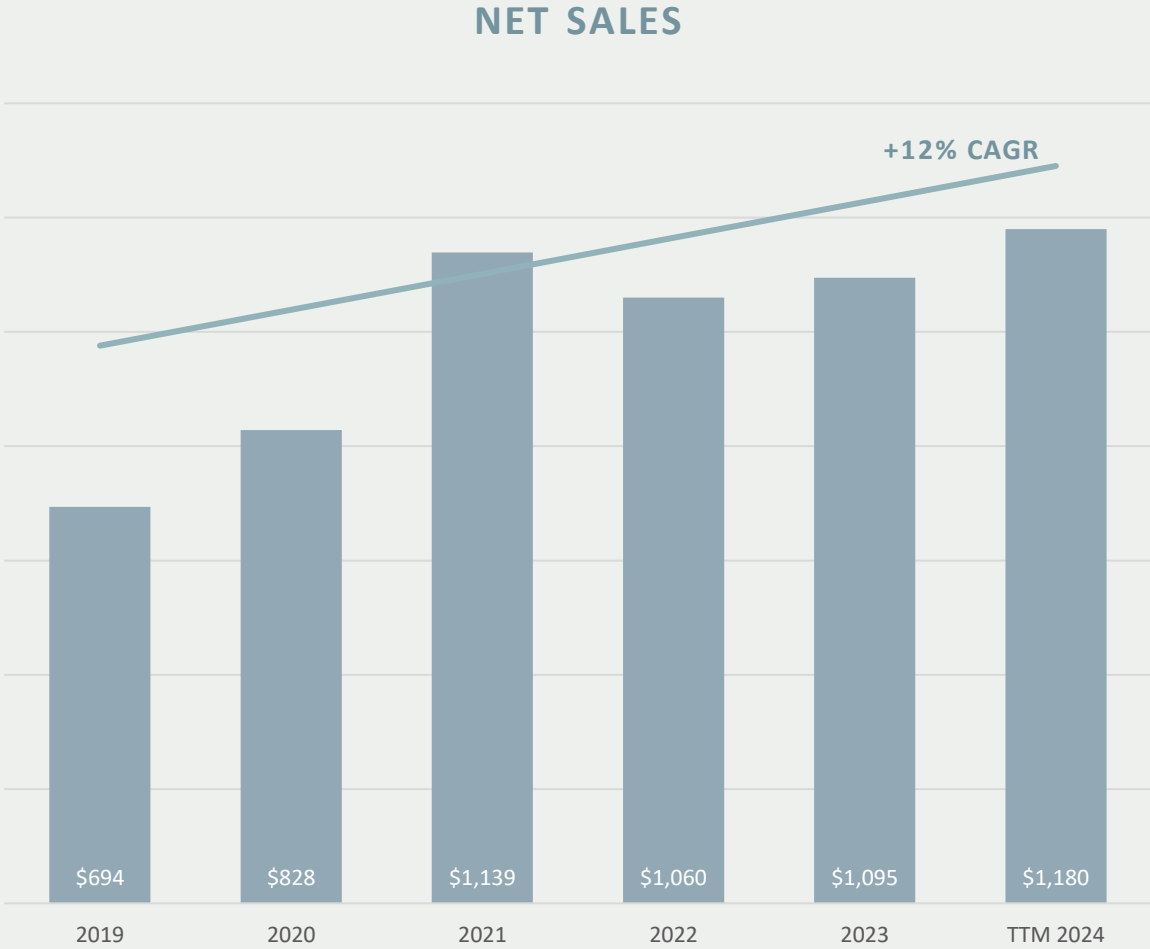
RECENT INTRODUCTION OF 2 NEW LINES IN A YEAR, REDEFINING BOTH AESTHETICS AND PERFORMANCE AT THE TOP OF THE MARKET

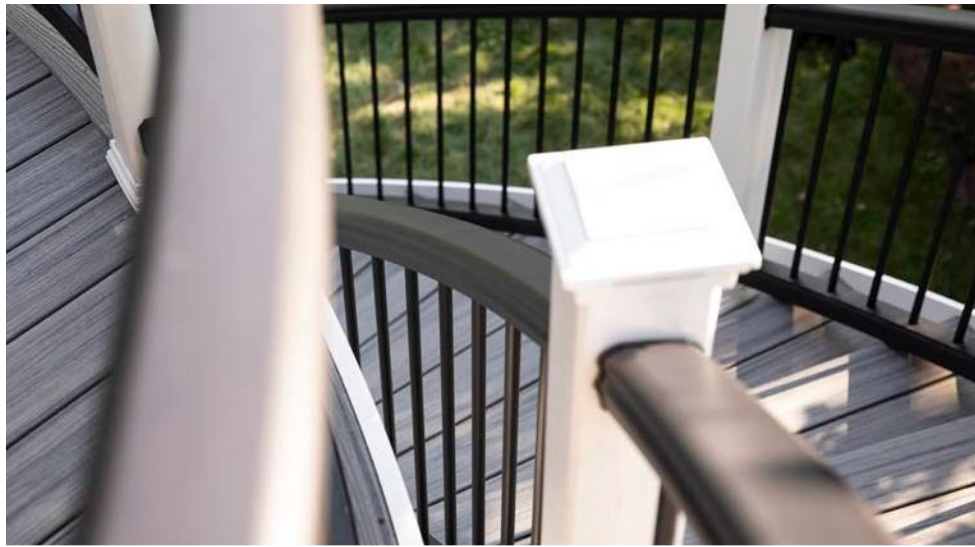
2019 LAUNCH OF TREX ENHANCE, PROVIDING BRAND ACCESS AT MULTIPLE LEVELS OF THE MARKET

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





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

Leading brand position at
both Lowe's and Home Depot

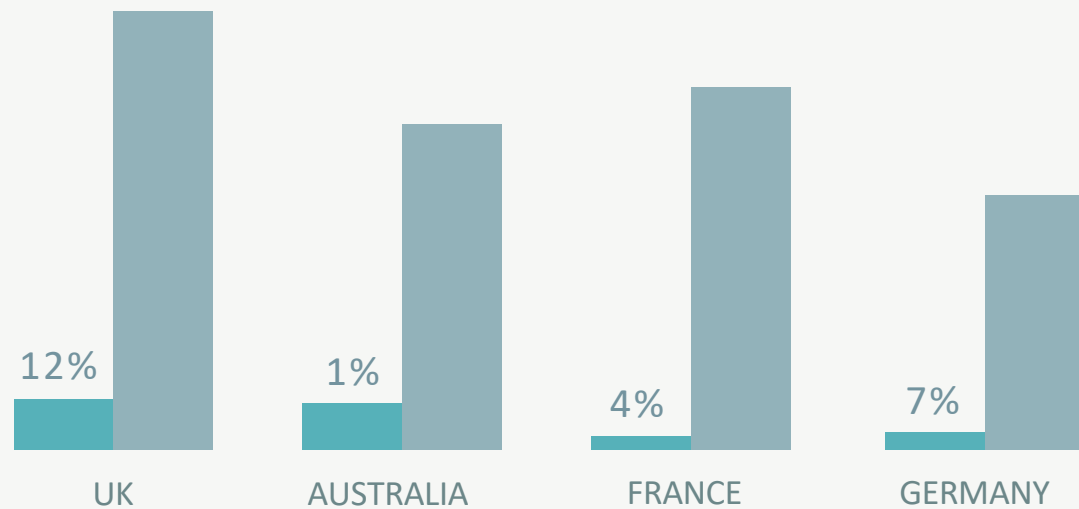
Over 6,700 stocking locations

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 in the U.S. and U.K. 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.

25%

REDUCTION IN GHG EMISSIONS INTENSITY COMPARED TO 2022

95%

OF MATERIALS IN DECKING ARE 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%

PROCESS 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 CIRCULARITY PROGRAM, KEEPING THIS MATERIAL OUT OF LANDFILLS

2,500+

COMMUNITY GROUPS AND SCHOOLS PARTICIPATED IN THE NEXTREX® RECYCLING CHALLENGE, RECYCLING OVER 1.8M POUNDS OF PE FILM

67,000

POUNDS OF PACKAGING MATERIALS SAVED FROM 2022 TO 2023





SEEING MORE IMPACT

At Trex, caring comes from within.

Social Impact

25% women in workforce / 29% women in management / 27% 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

\$3.3 million in community investments by Trex and its employees over the last 10 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

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

NCG committee oversees sustainability matters 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

\$853M

CAPITAL EXPENDITURES OVER PAST FIVE YEARS

\$200M

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

\$550M

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

DISCIPLINED MANAGEMENT OF SHAREHOLDER CAPITAL

\$786M

IN SHARE REPURCHASES OVER THE PAST 10 YEARS

\$395M

IN 2022 REPURCHASES

\$116M

IN SHARE REPURCHASES AS PART OF NEW PROGRAM COMMENCED MAY 2023

\$100M

IN 2024 REPURCHASES

CAPITAL ALLOCATION STRATEGY

1

High-return CapEx spending

2

High-impact acquisitions

3

Share buybacks



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

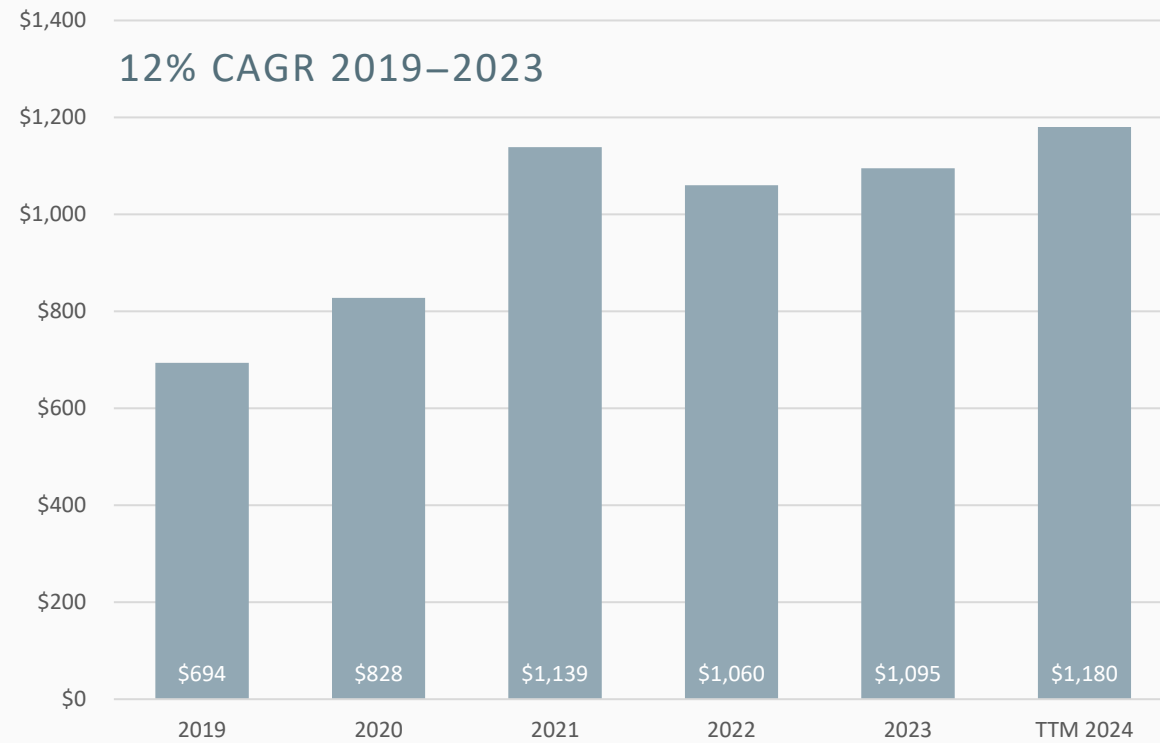
Continued Advancements in
Raw Material Substitution

Monetization of Manufacturing
Scrap/Pellets and Other

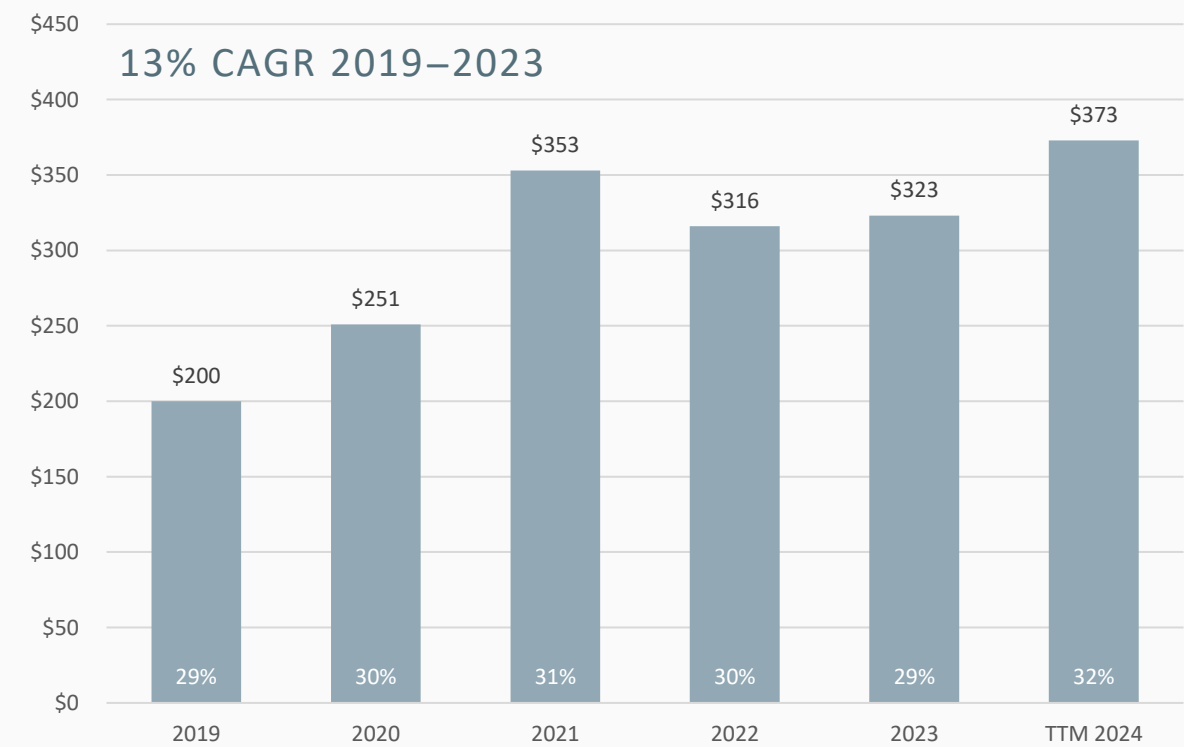
SEEING MORE IMPACT

Trending top-line & bottom-line momentum.

RESIDENTIAL ADJUSTED SALES (\$Ms)



RESIDENTIAL ADJUSTED EBITDA (\$Ms)



See non-GAAP Reconciliations provided herein

SEEING MORE IMPACT

Guidance

\$1.14_B

MIDPOINT FULL YEAR
REVENUE

30.5%

HIGH END
EBITDA MARGIN

~\$220_M

CAPEX

~16%

SG&A EXPENSE

\$53–55_M

DEPRECIATION &
AMORTIZATION

25–26%

TAX RATE

FULL YEAR

~\$5_M

ONE-TIME
START-UP COSTS
ENDING Q3 2025

~\$10_M

ANNUAL DEPRECIATION
TO BEGIN Q2 2025

~\$12_M

ONE-TIME
START-UP COSTS
FIRST HALF 2027

~\$20_M

ANNUAL DEPRECIATION
TO BEGIN Q2 2027

2025 LITTLE ROCK –
RECYCLED PLASTIC PROCESSING

2027 LITTLE ROCK –
DECKING LINES



SEEING MORE IMPACT

Trex Residential Financials

| \$ MILLIONS | 2019 | 2020 | 2021 | 2022 | 2023 | TTM 2024 |
|-------------------------|-------------|-------------|-------------|-------------|-------------|-----------------|
| ADJUSTED SALES | \$694 | \$828 | \$1,139 | \$1,060 | \$1,095 | \$1,180 |
| ADJUSTED GROSS PROFIT | \$294 | \$350 | \$448 | \$400 | \$449 | \$502 |
| ADJUSTED GROSS MARGIN % | 42.4% | 42.3% | 39.3% | 37.7% | 41.0% | 42.5% |
| ADJUSTED SG&A | \$109 | \$116 | \$130 | \$127 | \$176 | \$183 |
| % OF NET SALES | 16% | 14% | 10% | 12% | 16% | 16% |
| ADJUSTED OPER INCOME | \$186 | \$234 | \$318 | \$273 | \$272 | \$318 |
| % OF NET SALES | 27% | 28% | 28% | 26% | 25% | 27% |
| DEPRECIATION | \$13 | \$17 | \$35 | \$43 | \$50 | \$54 |
| ADJUSTED EBITDA | \$199 | \$251 | \$353 | \$316 | \$323 | \$373 |
| % OF NET SALES | 29% | 30% | 31% | 30% | 29% | 32% |
| FREE CASH FLOW | \$89 | \$17 | \$101 | \$47 | \$223 | \$49 |
| NET DEBT | -\$149 | -\$122 | -\$142 | \$209 | \$4 | \$57 |
| ADJUSTED ROIC | 71.2% | 57.2% | 51.2% | 32.8% | 31.0% | 28.5% |

SEEING MORE IMPACT

Trex Residential Non-GAAP Reconciliation

| \$ Millions | 2019 | 2020 | 2021 | 2022 | 2023 | TTM 2024 |
|--|--------|--------|---------|---------|---------|----------|
| GAAP Sales | \$694 | \$828 | \$1,139 | \$1,060 | \$1,095 | \$1,180 |
| Adjustments | | | | | | |
| Adjusted Sales | \$694 | \$828 | \$1,139 | \$1,060 | \$1,095 | \$1,180 |
| GAAP Gross Profit | \$294 | \$344 | \$448 | \$400 | \$452 | \$502 |
| Adjustments* | | \$6 | | | -\$4 | |
| Adjusted Gross Profit | \$294 | \$350 | \$448 | \$400 | \$449 | \$502 |
| GAAP Operating Income | \$186 | \$228 | \$327 | \$268 | \$276 | \$318 |
| Adjustments** | | \$6 | -\$9 | \$4 | -\$4 | |
| Adjusted Operating Income | \$186 | \$234 | \$318 | \$273 | \$272 | \$318 |
| GAAP Net Income | \$143 | \$171 | \$247 | \$201 | \$205 | \$239 |
| GAAP Income Tax / Interest / Depreciation / Amortization | \$56 | \$74 | \$114 | \$110 | \$121 | \$134 |
| Adjustments** | | \$6 | -\$9 | \$4 | -\$4 | |
| Adjusted EBITDA | \$199 | \$251 | \$353 | \$316 | \$323 | \$373 |
| GAAP Operating Cash Flows | \$154 | \$187 | \$257 | \$223 | \$389 | \$254 |
| GAAP Investing Cash Flows | -\$65 | -\$170 | -\$156 | -\$176 | -\$166 | -\$205 |
| Free Cash Flow | \$89 | \$17 | \$101 | \$47 | \$223 | \$49 |
| GAAP Debt | \$0 | \$0 | \$0 | \$222 | \$6 | \$70 |
| Less: GAAP Cash | -\$149 | -\$122 | -\$142 | -\$13 | -\$2 | -\$13 |
| Net Debt | -\$149 | -\$122 | -\$142 | \$209 | \$4 | \$57 |
| GAAP Diluted EPS *** | \$1.22 | \$1.47 | \$2.13 | \$1.80 | \$1.89 | \$2.20 |
| Impact of Adjustments to Operating Income | \$0.00 | \$0.05 | -\$0.08 | \$0.03 | -\$0.03 | \$0.00 |
| Adjusted Diluted EPS *** | \$1.22 | \$1.52 | \$2.05 | \$1.83 | \$1.86 | \$2.20 |

* Gross Profit Adjustments: 2020 legacy product warranty reserve; 2023 legacy product warranty reserve

** Operating Income & EBITDA Adjustments: 2020 Legacy product warranty reserve; 2021 Gain on insurance proceeds; 2022 non-executive retention compensation; 2023 legacy product warranty reserve

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

Segment Financials

AS OF AND FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2024 TREX RESIDENTIAL AND CONSOLIDATED
(IN THOUSANDS) (UNAUDITED)

| | | |
|--|----|------------------|
| NET SALES | \$ | 983,822 |
| COST OF SALES | | 552,896 |
| GROSS PROFIT | | 430,926 |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES | | 140,708 |
| INCOME FROM OPERATIONS | | 290,218 |
| INTEREST (INCOME), NET | | (11) |
| INCOME BEFORE INCOME TAXES | | 290,229 |
| PROVISION FOR INCOME TAXES | | 73,609 |
| NET INCOME | | 216,620 |
| EBITDA ₍₁₎ | | 331,436 |
| DEPRECIATION AND AMORTIZATION | | 41,218 |
| CAPITAL EXPENDITURES | | 151,481 |
| TOTAL ASSETS | | 1,267,220 |

1) Refer to the MD&A in the Company's quarterly report on Form 10-Q for the quarter ended September 30, 2024 for the reconciliation of Net Income to EBITDA.

SEEING MORE IMPACT

Segment Financials

AS OF AND FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2023 TREX RESIDENTIAL AND CONSOLIDATED

(IN THOUSANDS) (UNAUDITED)

| | | |
|--|----|----------------|
| NET SALES | \$ | 899,092 |
| COST OF SALES | | 517,321 |
| GROSS PROFIT | | 381,771 |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES | | 133,694 |
| INCOME FROM OPERATIONS | | 248,077 |
| INTEREST EXPENSE, NET | | 2,555 |
| INCOME BEFORE INCOME TAXES | | 245,522 |
| PROVISION FOR INCOME TAXES | | 62,089 |
| NET INCOME | | 183,433 |
| EBITDA ₍₁₎ | | 285,271 |
| DEPRECIATION AND AMORTIZATION | | 37,194 |
| CAPITAL EXPENDITURES | | 112,920 |
| TOTAL ASSETS | | 996,812 |

1) Refer to the MD&A in the Company's quarterly report on Form 10-Q for the quarter ended September 30, 2023 for the reconciliation of Net Income to EBITDA.

Segment Financials

| AS OF AND FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2022 (IN THOUSANDS) (UNAUDITED) | TREX CONSOLIDATED | TREX COMMERCIAL | TREX RESIDENTIAL |
|--|-------------------|-----------------|------------------|
| NET SALES | \$ 913,950 | \$ 35,058 | \$ 878,892 |
| COST OF SALES | 575,452 | 31,167 | 544,285 |
| GROSS PROFIT | 338,498 | 3,891 | 334,607 |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES | 106,387 | 7,070 | 99,317 |
| INCOME FROM OPERATIONS | 232,111 | (3,179) | 235,290 |
| INTEREST (INCOME), NET | (103) | - | (103) |
| INCOME (LOSS) BEFORE INCOME TAXES | 232,214 | (3,179) | 235,393 |
| PROVISION FOR INCOME TAXES | 57,665 | (789) | 58,454 |
| NET INCOME (LOSS) | 174,549 | (2,390) | 176,939 |
| EBITDA ₍₁₎ | 265,381 | (2,344) | 267,725 |
| DEPRECIATION AND AMORTIZATION | 33,269 | 835 | 32,434 |
| CAPITAL EXPENDITURES | 108,163 | 226 | 107,937 |
| TOTAL ASSETS | 841,898 | 38,972 | 802,926 |

1) Refer to the MD&A in the Company's quarterly report on Form 10-Q for the quarter ended September 30, 2022 for the reconciliation of Net Income to EBITDA.

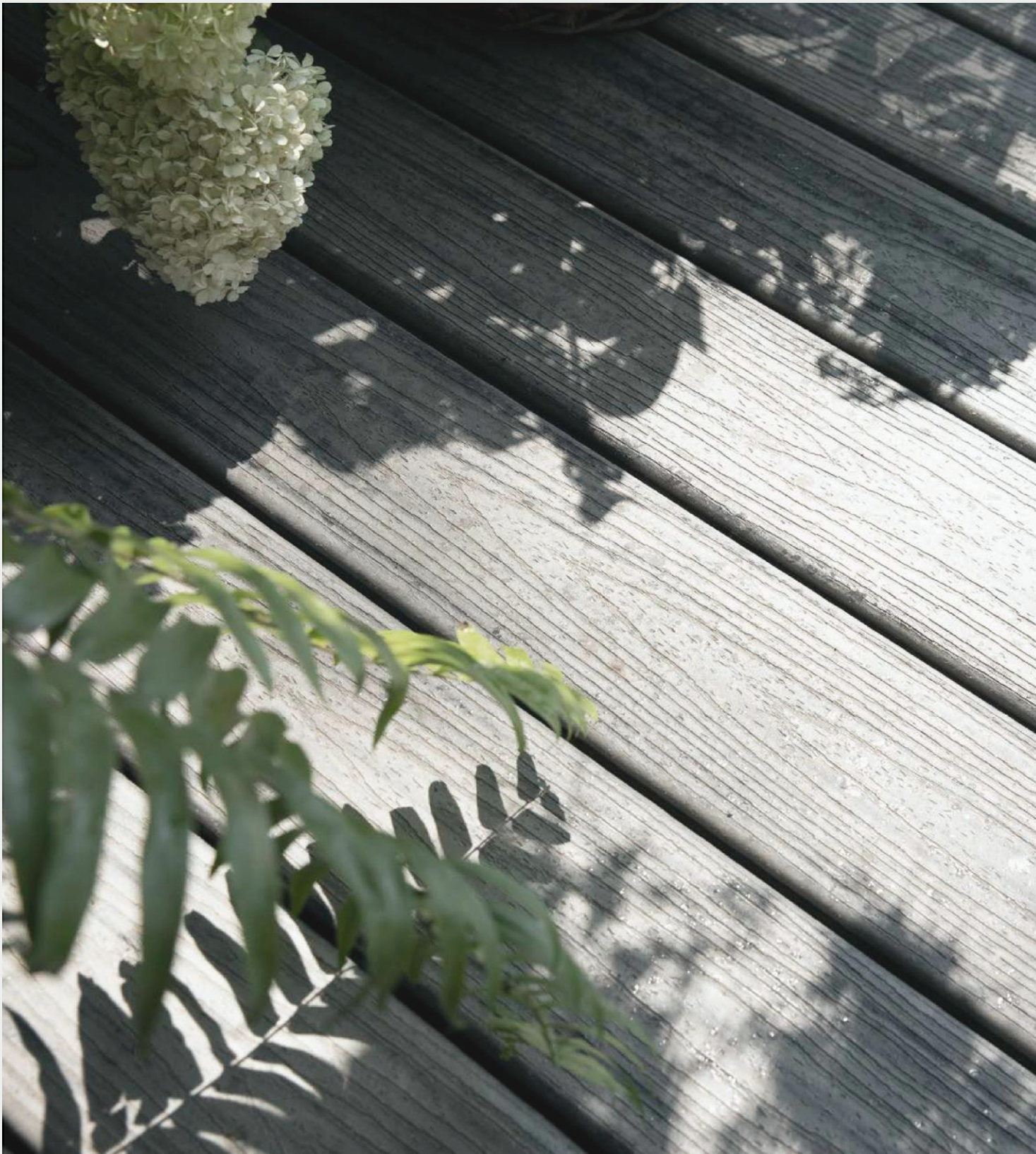


NEXT NEVER RESTS. NEITHER CAN WE.

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



Trex[®] THANK YOU



Contact Us

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