







## 2Q 2021 Supplemental Earnings Presentation

August 3, 2021

### Disclaimers

### **Forward-Looking Statements**

Certain statements and information in this presentation may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as "believe," "anticipate," "guidance," "plan," "potential," "expect," "should," "will," "forecast," "target" and similar expressions are forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements reflect our current expectations, assumptions and/ or beliefs concerning future events. As a result, these forward-looking statements rely on a number of assumptions, forecasts, and estimates and, therefore, these forward-looking statements are subject to a number of risks and uncertainties that may cause the Company's actual performance to differ materially from that projected in such statements. Such forward-looking statements may include, but are not limited to, statements concerning our market commentary and performance expectations, including our third quarter 2021 forecasted net sales, gross profit, and Adjusted EBITDA, and our fiscal year 2021 forecasted cost savings initiatives, return of near-term costs, net debt leverage, capital spending, cash interest expense, cash tax rate and other consolidated financial performance guidance. Among the factors that could cause actual results to differ materially include, but are not limited to: industry cyclicality; seasonality of the business and adverse weather conditions; challenging economic conditions affecting the residential, non-residential and repair and remodeling construction industry and markets; commodity price volatility and/or limited availability of raw materials, including polyvinyl chloride resin, glass, aluminum, and steel; our ability to identify and develop relationships with a sufficient number of qualified suppliers and to avoid a significant interruption in our supply chains; increasing difficulty in credit or financing availability of consumers or builders; increase in inflationary activity; ability to successfully achieve price increases; success of automation initiatives; successful implementation of restructuring initiatives; successful integration of our acquired businesses; ability to recruit and retain employees; volatility in the United States and international economies and in the credit markets; the severity, duration and spread of the COVID-19 pandemic, as well as actions that may be taken by the Company or governmental authorities to contain COVID-19 or to treat its impact; an impairment of our goodwill and/or intangible assets; our ability to successfully develop new products or improve existing products: the effects of manufacturing or assembly realignments; retention and replacement of key personnel; enforcement and obsolescence of our intellectual property rights; costs related to compliance with, violations of or liabilities under environmental, health and safety laws; changes in building codes and standards; competitive activity and pricing pressure in our industry; our ability to make strategic acquisitions accretive to earnings and dispositions at favorable prices and terms; our ability to carry out our restructuring plans and to fully realize the expected cost savings; global climate change, including legal, regulatory or market responses thereto: breaches of our information system security measures; damage to our computer infrastructure and software systems; necessary maintenance or replacements to our enterprise resource planning technologies; potential personal injury, property damage or product liability claims or other types of litigation; compliance with certain laws related to our international business operations; increases in labor costs, potential labor disputes, union organizing activity and work stoppages at our facilities of the facilities of our suppliers; significant changes in factors and assumptions used to measure certain of our defined benefit plan obligations and the effect of actual investment returns on pension assets; the cost and difficulty associated with integrating and combining acquired businesses; our ability to realize the anticipated benefits of acquisitions and dispositions and to use the proceeds from dispositions; volatility of the Company's stock price; substantial governance and other rights held by our sponsor investors; the effect on our common stock price caused by transactions engaged in by our sponsor investors, our directors or executives; our substantial indebtedness and our ability to incur substantially more indebtedness; limitations that our debt agreements place on our ability to engage in certain business and financial transactions; our ability to obtain financing on acceptable terms; downgrades of our credit ratings; and the effect of increased interest rates on our ability to service our debt. See also the "Risk Factors" in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2020 and other risks described in documents subsequently filed by the Company from time to time with the SEC, which identify other important factors, though not necessarily all such factors, that could cause future outcomes to differ materially from those set forth in the forward-looking statements. The Company expressly disclaims any obligation to release publicly any updates or revisions to these forward-looking statements, whether as a result of new information, future events, or otherwise.

#### **Non-GAAP Financial Measures**

This presentation includes certain "non-GAAP financial measures" as defined under the Securities Exchange Act of 1934 and in accordance with Regulation G. Management believes the use of such non-GAAP financial measures assists investors in understanding the ongoing operating performance of the Company by presenting the financial results between periods on a more comparable basis. Such non-GAAP financial measures should not be construed as an alternative to reported results determined in accordance with U.S. GAAP. We have included reconciliations of these non-GAAP financial measures to the most directly comparable financial measures calculated and provided in accordance with U.S. GAAP in the Appendix to this presentation. A reconciliation of the forecasted range for Adjusted EBITDA for the third quarter of 2021 is not included in this presentation due to the number of variables in the projected range and because we are currently unable to quantify accurately certain amounts that would be required to be included in the GAAP measure or the individual adjustments for such reconciliation. In addition, we believe such reconciliation would imply a degree of precision that would be confusing or misleading to investors.

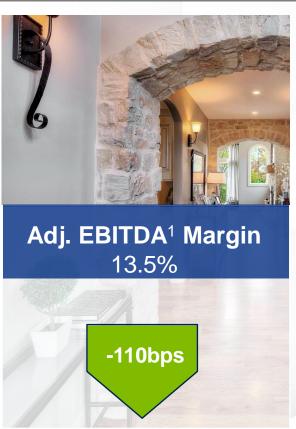


## Financial Results Summary

2Q 2021 vs 2Q 2020

### STRONG SECOND-QUARTER FINANCIAL RESULTS







Second quarter 2021 had 1 more ship day than second quarter 2020



Amounts are pro forma and give affect to the acquisition as if it occurred in the periods presented. See Appendix for reconciliations of non-GAAP financial measures.

# > Positioning for long-term profitable growth



Leveraging the business model to deliver long-term profitable growth



Optimizing the portfolio to strengthen financial flexibility and fuel growth



Investing to further growth in large, deep markets



Advancing net debt leverage reduction towards our target of 2.0x to 2.5x





## > Strategy furthers growth in large, deep markets





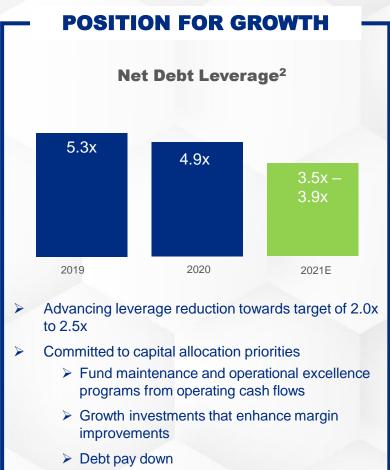
### Financial flexibility accelerates long-term value creation

#### **FUEL FOR GROWTH**



- Focus on continuous improvement and automation initiatives to support our costadvantaged platform
- Operate with relentless drive for exceptional results and a passion for superior execution
- > Margin expansion is a guiding principle
- Portfolio optimization enhances the business model and monetizes strong assets











Financial Performance

# **New Takeaways**

### Robust end-market momentum across all channels

- Strong bookings continue with backlogs at historic levels
- Economic fundamentals support favorable trends

### Material supply shortages and rising commodity costs persist

- Price actions offset commodity costs at historic highs
- Strong supplier collaboration navigating through material constraints
- Costs to serve customers are increasing

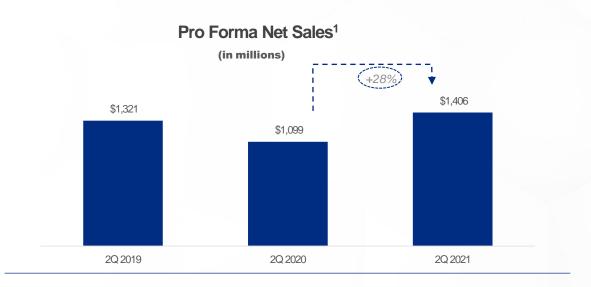
### Advancing strategy with focused actions

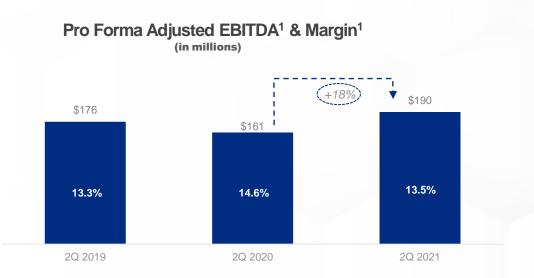
- Acquisition of Prime Window Systems and Cascade Windows<sup>1</sup> furthers leading market position in vinyl windows
- Redeploy investments that further growth in large, deep markets
- Disciplined capital allocation priorities guide use of proceeds from divestitures



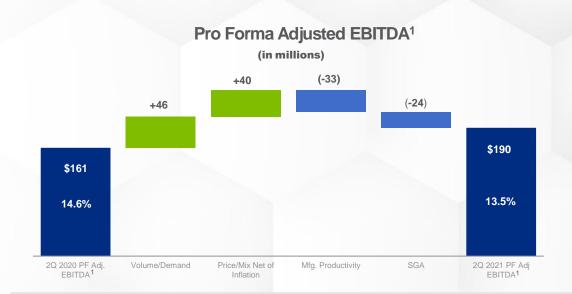


# **2Q 2021 Operating Performance**





1 See Appendix for reconciliations of non-GAAP financial measures.

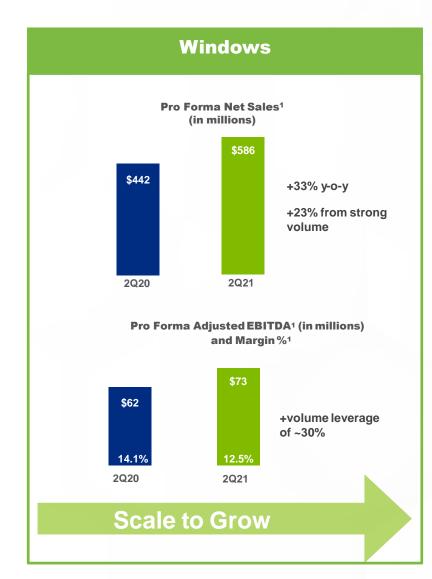


### **▶** Strong performance across all segments

- · Residential Segments pro forma net sales were over 30% higher and **Commercial Segment over 23% higher**
- > Focused on serving the customer while managing volume driven market recovery challenges
  - · Increasing costs from commodities and actions to serve the customer are offset by price increases and continuous improvement initiatives



# Segment Overview – Windows



### **Key Comments**



### **Second-Quarter Highlights**

- Record second-quarter results
- Advanced strategic retail customer footprint
- Expanded through acquisitions

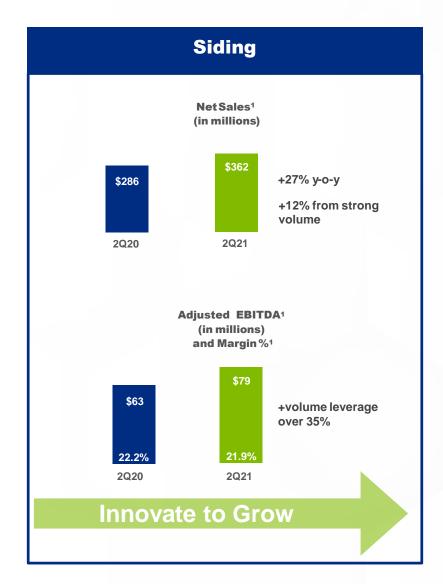
#### 2021 Sentiment

- Firm market leadership position leveraging 2020 capacity increases
- 70% of capital expenditures investing in growth and continuous improvement projects
- Price to offset PVC resin, aluminum, and other inflationary impacts compressing margins in the short-term





# Segment Overview – Siding



### **Key Comments**



### **Second-Quarter Highlights**

- Record second-quarter results
- > Advancing new product development initiatives

#### **2021 Sentiment**

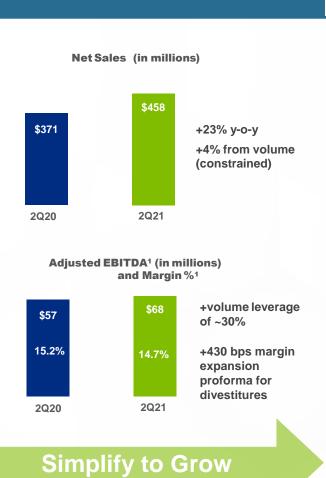
- Investing in new product development and automation projects
- Price to offset PVC resin, aluminum, and other inflationary impacts compressing margins in the short-term





## Segment Overview – Commercial

#### **Commercial**



### **Key Comments**



### **Second-Quarter Highlights**

- Effectively managed operational costs
- Focused portfolio optimization unlocking value
- Strong demand for quick-turn Components business

### **2021 Sentiment**

- Strong order rates and rising backlog in Buildings and components
- Steel costs at historic highs due to global demand and short supply
- Actively managing price to offset steel and other inflationary impacts





## **Expect Strong Momentum to Continue**

Projections include the impacts of acquisitions and divestitures as if occurred at the beginning of the quarter









# Fiscal Days by Quarter 2018 - 2021

### **Fiscal Days by Quarter**

	2018	2019	2020	2021
Q1	64	63	67	64
Q2	64	64	63	64
Q3	63	63	64	63
Q4	61	62	59	61
FY	252	252	253	252





## Reconciliation of Pro Forma Net Sales and Adj. EBITDA

	T	hree Months Ended	T	hree Months Ended	Т	hree Months Ended	Т	hree Months Ended	T	hree Months Ended	Т	hree Months Ended	Th	aree Months Ended	Th	ree Months Ended	Th	ree Months Ended
		June 29,	S	eptember 28,	Ι	December 31,		April 4,		July, 4		October, 3		December, 31		April 3,		July 3,
		2019		2019		2019		2020		2020		2020		2020		2021		2021
Reported net sales	\$	1,295,457	\$	1,285,043	\$	1,244,415	\$	1,113,811	\$	1,084,936	\$	1,227,253	\$	1,191,369	\$	1,267,032	\$	1,400,121
Impact of acquisitions and divestitures 1,2,3,4,5		(55,471)		(46,151)		(54,115)		(52,658)		(33,547)		(39,216)		(34,842)		(35,225)		(47,587)
Pro forma net sales	\$	1,239,986	\$	1,238,892	\$	1,190,300	\$	1,061,153	\$	1,051,389	\$	1,188,037	\$	1,156,527	\$	1,231,806	\$	1,352,534
Operating income (loss), GAAP	\$	80,931	\$	95,560	\$	65,610	\$	(500,791)	\$	58,925	\$	103,979	\$	71,381	\$	55,208	\$	96,810
Restructuring and impairment		7,107		4,984		2,538		13,992		15,411		2,918		1,956		1,838		4,652
Strategic development and acquisition		12,086		10,500		13,517		4,857		784		7,909		5,791		3,314		(61)
Non cash charge of purchase price allocated to inventories		-		-		-		-		-		-		-		-		-
Goodwill impairment		-		-		-		503,171		-				-		-		-
COVID-19		-		-		-		1,230		6,805		2,599		1,874		(643)		244
Customer inventory buy backs		175		159		-		120		193		140		188		-		-
Other, net		1,357		1,699		946		1,138		474		(153)		(213)		3,177		8,588
Adjusted operating income	\$	101,656	\$	112,902	\$	82,611	\$	23,717	\$	82,592	\$	117,392	\$	80,977	\$	62,894	\$	110,232
Other income and expense, net		(397)		717		518		(662)		660		(23)		494		337		493
Depreciation and amortization		67,529		64,009		72,279		69,769		70,711		71,933		72,189		72,615		73,286
Share-based compensation expense		3,474		3,134		3,465		3,387		5,156		4,025		4,488		3,302		5,291
Adjusted EBITDA	\$	172,262	\$	180,762	\$	158,873	\$	96,211	\$	159,119	\$	193,327	\$	158,148	\$	139,148	\$	189,303
Impact of acquisitions and divestitures 1,2,3,4,5		(16,201)		(12,861)		(16,109)		(9,072)		(14,135)		(17,884)		(11,133)		(7,127)		884
Pro Forma Adjusted EBITDA	\$	156,061	\$	167,901	\$	142,764	\$	87,139	\$	144,984	\$	175,443	\$	147,016	\$	132,021	\$	190,186
Pro Forma Adjusted EBITDA margin		12.6%		13.6%		12.0%		8.2%		13.8%		14.8%		12.7%		10.7%		14.1%



### Reconciliation of Pro Forma Net Sales and Adj. EBITDA – Windows Segment

	Tł	nree Months Ended	Tł	Three Months Ended		Three Months Ended		hree Months Ended	Tł	ree Months Ended	Т	hree Months Ended	Three Months Ended		Thi	ree Months Ended	 ee Months Ended
		June 29,	Se	ptember 28,	D	ecember 31,		April 4,		July, 4		October, 3	Ι	December, 31		April 3,	July 3,
		2019		2019		2019		2020		2020		2020		2020		2021	2021
Reported net sales	\$	508,647	\$	504,338	\$	495,868	\$	448,450	\$	428,275	\$	501,314	\$	511,586	\$	527,263	\$ 579,744
Impact of acquisitions and divestitures <sup>2,5</sup>		53,867		52,331		49,177		47,473		46,037		54,439		58,689		58,421	50,144
Pro forma net sales	\$	562,514	\$	556,669	\$	545,045	\$	495,923	\$	474,312	\$	555,753	\$	570,275	\$	585,684	\$ 629,888
Operating income (loss), GAAP	\$	31,912	\$	34,446	\$	30,499	\$	(313,190)	\$	23,101	\$	37,295	\$	29,150	\$	29,362	\$ 38,783
Restructuring and impairment		900		505		339		1,466		4,184		1,539		310		932	23
Strategic development and acquisition		8,052		4,993		2,893		16		-		-		-		-	1,314
Goodwill impairment		-		-		-		320,990		- 11		-		-		-	-
COVID-19		-		-		-		928		3,964		1,031		921		-	-
Other, net		(424)		577		2,905		785		(785)		252		349		-	-
Adjusted operating income	\$	40,440	\$	40,521	\$	36,636	\$	10,995	\$	30,464	\$	40,117	\$	30,730	\$	30,294	\$ 40,120
Other income and expense, net		(411)		285		(385)		-		-		(115)		8		(87)	13
Depreciation and amortization		24,848		23,778		22,134		29,853		30,182		30,644		30,840		30,798	 32,174
Adjusted EBITDA	\$	64,877	\$	64,584	\$	58,385	\$	40,848	\$	60,646	\$	70,646	\$	61,578	\$	61,005	\$ 72,307
Impact of acquisitions and divestitures <sup>2,5</sup>		6,690		5,561		5,075		4,312		5,285		7,499		8,644		6,582	7,145
Pro Forma Adjusted EBITDA	\$	71,567	\$	70,145	\$	63,460	\$	45,160	\$	65,931	\$	78,145	\$	70,222	\$	67,587	\$ 79,452
Pro Forma Adjusted EBITDA margin		12.7%		12.6%		11.6%		9.1%		13.9%		14.1%		12.3%		11.5%	 12.6%
110 1 0111th Pagastea Libit Dil margin		12.770		12.070		11.070		7.170		13.770		14.170		12.570		11.570	12.0

## **▶** Reconciliation of Pro Forma Net Sales and Adj. EBITDA – Siding Segment

	Tł	nree Months Ended	Tł	nree Months Ended	Tl	nree Months Ended	T	hree Months Ended	Th	ree Months Ended	Th	aree Months Ended	Tł	nree Months Ended	Tł	nree Months Ended	 ee Months Ended
		June 29,	Se	ptember 28,	D	ecember 31,		April 4,		July, 4	October, 3		December, 3			April 3,	July 3,
		2019		2019		2019		2020		2020		2020		2020		2021	2021
Reported net sales	\$	306,525	\$	315,799	\$	270,806	\$	241,043	\$	285,249	\$	321,898	\$	293,756	\$	316,391	\$ 362,187
Impact of acquisitions and divestitures <sup>1</sup>		11,730		13,264		10,561		8,358		-		-		-		-	-
Pro forma net sales	\$	318,255	\$	329,063	\$	281,367	\$	249,401	\$	285,249	\$	321,898	\$	293,756	\$	316,391	\$ 362,187
Operating income (loss), GAAP	\$	25,937	\$	37,063	\$	14,927	\$	(168,867)	\$	30,638	\$	45,313	\$	30,986	\$	27,528	\$ 53,383
Restructuring and impairment		5,544		2,531		599		1,091		2,524		(714)		65		141	13
Strategic development and acquisition		-		-		-		21		955		7,139		2,043		323	(3,167)
Non cash charge of purchase price allocated to inventories		-		-		-		-		-		-		-			-
Goodwill impairment		-		-		-		176,774		-		-		-			-
COVID-19		-		-		-				43		24		14		13	7
Customer inventory buybacks		175		159		-		120		193		140		188			-
Other, net		1,202		(1,172)		(1,458)		(412)		412		(1,351)		138			27
Adjusted operating income	\$	32,858	\$	38,581	\$	14,068	\$	8,727	\$	34,765	\$	50,551	\$	33,434	\$	28,005	\$ 50,263
Other income and expense, net		(750)		700		264		<u> </u>		(6)		(4)		(22)		(32)	(34)
Depreciation and amortization		30,415		28,804		37,435		28,007		28,514		28,547		28,669		29,148	29,209
Adjusted EBITDA	\$	62,523	\$	68,085	\$	51,767	\$	36,734	\$	63,273	\$	79,094	\$	62,081	\$	57,121	\$ 79,438
Impact of acquisitions and divestitures <sup>1</sup>		2,676		3,831		2,638	_	1,869	-	-	=			- 1		- 1	-
Pro Forma Adjusted EBITDA	\$	65,199	\$	71,916	\$	54,405	\$	38,603	\$	63,273	\$	79,094	\$	62,081	\$	57,121	\$ 79,438
Pro Forma Adjusted EBITDA margin		20.5%		21.9%		19.3%		15.5%		22.2%		24.6%		21.1%		18.1%	 21.9%



### Reconciliation of Pro Forma Net Sales and Adj. EBITDA – Commercial Segment

	Th	Three Months Ended				nree Months Ended	Tł	nree Months Ended	T	hree Months Ended	Tł	nree Months Ended	Tl	nree Months Ended	Three Months Ended		Three Months Ended		Th	ree Months Ended
		June 29,	Se	September 28,		ecember 31,	April 4,		July, 4		October, 3		December, 31			April 3,		July 3,		
		2019		2019		2019		2020		2020		2020		2020		2021		2021		
Reported net sales	\$	480,285	\$	464,906	\$	477,741	\$	424,318	\$	371,412	\$	404,041	\$	386,027	\$	423,378	\$	458,190		
Impact of acquisitions and divestitures <sup>3,4</sup>		(121,068)		(111,746)		(113,852)		(108,489)		(79,585)		(93,655)		(93,532)		(93,646)		(97,731)		
Pro forma net sales	\$	359,217	\$	353,160	\$	363,889	\$	315,829	\$	291,827	\$	310,386	\$	292,495	\$	329,732	\$	360,459		
Operating income (loss), GAAP	\$	58,809	\$	59,317	\$	58,637	\$	16,841	\$	36,664	\$	56,137	\$	49,944	\$	41,585	\$	53,330		
Restructuring and impairment		132		802		823		11,705		7,364		1,358		(157)		672		2,374		
Strategic development and acquisition		733		238		4,041		(105)		(149)		(8)		-		58		774		
Goodwill impairment		-		-		-		5,407		-		-		-		-		-		
COVID-19		-		-		_		302		1,220		1,063		60		(774)		-		
Other, net		1,082		1,210		344		811		289		(155)		75		163		14		
Adjusted operating income	\$	60,756	\$	61,567	\$	63,845	\$	34,961	\$	45,388	\$	58,395	\$	49,923	\$	41,704	\$	56,493		
Other income and expense, net		213		146		(101)		114		123		200		243		354		370		
Depreciation and amortization		11,399		10,785		11,591		10,901		11,020		11,743		11,549		11,360		10,644		
Share-based compensation expense		-		-		-		-		-		-		- 1						
Adjusted EBITDA	\$	72,368	\$	72,498	\$	75,335	\$	45,976	\$	56,531	\$	70,338	\$	61,715	\$	53,418	\$	67,506		
Impact of acquisitions and divestitures <sup>3,4</sup>		(25,567)		(22,253)		(23,821)		(15,253)		(19,420)		(25,383)		(19,776)		(13,709)		(6,261)		
Pro Forma Adjusted EBITDA	\$	46,801	\$	50,245	\$	51,514	\$	30,723	\$	37,111	\$	44,955	\$	41,938	\$	39,709	\$	61,245		
Pro Forma Adjusted EBITDA margin		13.0%	_	14.2%		14.2%		9.7%		12.7%		14.5%		14.3%		12.0%		17.0%		

### Reconciliation of Pro Forma Segment Net Sales 1Q 2019 – 2Q 2021

	Т	hree Months Ended	T	hree Months Ended	Г	Three Months Ended	Т	three Months Ended	Thi	ree Months Ended	Th	ree Months Ended						
		June 29, 2019	S	eptember 28, 2019	Ι	December 31, 2019		April 4, 2020		July, 4 2020	October, 3 2020		December, 31 2020		April 3, 2021			July 3, 2021
Windows		2017		2017		2017		2020		2020		2020		2020		2021		2021
Reported	\$	508,647	\$	504,338	\$	495,868	\$	448,450	\$	428,275	\$	501,314	\$	511,586	\$	527,263	\$	579,744
Impact of acquisitions and divestitures <sup>2,5</sup>		53,867		52,331		49,177		47,473		46,037		54,439		58,689		58,421		50,144
Pro forma	\$	562,514	\$	556,669	\$	545,045	\$	495,923	\$	474,312	\$	555,753	\$	570,275	\$	585,684	\$	629,888
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Impact of acquisitions and divestitures <sup>1</sup>		11,730		13,264		10,561		8,358		-		-   -		-		-		-
Pro forma	\$	318,255	\$	329,063	\$	281,367	\$	249,401	\$	285,249	\$	321,898	\$	293,756	\$	316,391	\$	362,187
Commercial																		
Reported	\$	480,285	\$	464,906	\$	477,741	\$	424,318	\$	371,412	\$	404,041	\$	386,027	\$	423,378	\$	458,190
Impact of acquisitions and divestitures <sup>3,4</sup>		(121,068)		(111,746)		(113,852)		(108,489)		(79,585)		(93,655)		(93,532)		(93,646)		(97,731)
Pro forma	\$	359,217	\$	353,160	\$	363,889	\$	315,829	\$	291,827	\$	310,386	\$	292,495	\$	329,732	\$	360,459
Consolidated																		
Reported	\$	1,295,457	\$	1,285,043	\$	1,244,415	\$	1,113,811	\$	1,084,936	\$	1,227,253	\$	1,191,369	\$	1,267,032	\$	1,400,121
Impact of acquisitions and divestitures 1,2,3,4,5		(55,471)		(46,151)		(54,115)		(52,658)		(33,547)		(39,216)		(34,842)		(35,225)		(47,587)
Pro forma	\$	1,239,986	\$	1,238,892	\$	1,190,300	\$	1,061,153	\$	1,051,389	\$	1,188,037	\$	1,156,527	\$	1,231,806	\$	1,352,534



# Net Debt & Total Liquidity Outstanding 1Q 2019 – 2Q 2021

	June 29, 2019	Se	2019	De	ecember 31, 2019	April 4, 2020	July, 4 2020	,	October, 3 2020	De	ecember, 31 2020	April 3, 2021	July 3, 2021
Asset-based credit facility	\$ 220	\$	170	\$	70	\$ 415	\$ 385	\$	-	\$	-	\$ -	\$ 160
Cash flow revolver	-		-		-	115	115		-		-	-	-
Term loan	2,536		2,537		2,524	2,517	2,511		2,504		2,498	2,492	2,594
Senior notes	645		645		645	645	645		1,145		1,145	1,145	500
Total Debt	\$ 3,401	\$	3,352	\$	3,239	\$ 3,692	\$ 3,656	\$	3,649	\$	3,643	\$ 3,637	\$ 3,254
Less: Cash and cash equivalents (unrestricted)	87		105		98	476	483		628		674	667	88
Net Debt	\$ 3,314	\$	3,246	\$	3,140	\$ 3,216	\$ 3,172	\$	3,022	\$	2,969	\$ 2,970	\$ 3,166
								+					
Pro forma TTM Adj. EBITDA <sup>1,2</sup>	549		566		598	624	609		618		616	658	688
Pro forma Adj. EBITDA Leverage	6.0x		5.7x		5.3x	5.2x	5.2x		4.9x		4.8x	4.5x	4.6x
Total Liquidity	\$ 553	\$	626	\$	639	\$ 594	\$ 629	\$	1,279	\$	1,317	\$ 1,353	\$ 607





























































