

THE AZEK COMPANY

NYSE: AZEK

FISCAL 2024

FINANCIAL HIGHLIGHTS ^{(1) (2)}

\$1.44B Consolidated Net Sales
Up 5% YoY

\$1.37B Residential Segment Net Sales
Up 12% YoY

Up 11% YoY Adjusted Net Sales Excluding Results for Vycom

\$153M Net Income
Up 146% YoY

10.6% Net Profit Margin
Expanded 600 bps YoY

\$379M Adjusted EBITDA
Up 34% YoY

26.3% Adjusted EBITDA Margin
Expanded 560 bps YoY

\$224M Net Cash From Operating Activities

\$147M Free Cash Flow

FISCAL YEAR 2025 PLANNING ASSUMPTIONS ^{(1) (2)}

\$1.51B - \$1.54B Consolidated Net Sales
Implies 5% - 7% YoY Growth

\$400M - \$415M Adjusted EBITDA
Implies 5% - 9% YoY Growth

26.5% - 27.0% Adjusted EBITDA Margin



COMPANY HIGHLIGHTS

NEW PRODUCT INNOVATIONS

Debuting Three New Platforms for 2025
Introducing premium vinyl and steel railings and exterior trim made with up to 95% recycled material—pioneering the future of outdoor living

CAPITAL

Announced New Distribution Partner in West
Capital to distribute and market AZEK portfolio through its 10 locations across eight states



Named Top Workplace for Fourth Year
Recognized for fostering innovation, collaboration, growth, and employee well-being year after year

\$243
MILLION

Returned to Shareholders
Through share repurchases in fiscal 2024

For more information, visit investors.azekco.com

Our Purpose: Revolutionize Outdoor Living to Create a More Sustainable Future

Disclaimer:

⁽¹⁾ The information above represents a snapshot of certain financial metrics for our fiscal year 2024. Our fiscal year 2025 outlook and other statements about our future plans, expectations and opportunities are forward-looking statements, are based on information available to us as of November 19, 2024 and are subject to a number of risks, uncertainties and assumptions, including those described in our Annual Reports on Form 10-K and in our other filings with the U.S. Securities and Exchange Commission, available at investors.azekco.com and sec.gov. In light of these risks, uncertainties and assumptions, our expectations for our future results presented above may not occur and actual results may differ materially and adversely from those anticipated or implied in the forward-looking statements above. All comparisons are versus the same period in the prior fiscal year.

Non-GAAP Financial Measures

⁽²⁾ Adjusted EBITDA, Adjusted EBITDA Margin, Net Sales Excluding Results for Vycom and Free Cash Flow are non-GAAP financial measures and are not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with GAAP. Reconciliations for such measures for our fiscal year 2024 to their most comparable GAAP measures follow. We have not reconciled either of Adjusted EBITDA or Adjusted EBITDA Margin guidance to its most comparable GAAP measure as a result of the uncertainty regarding, and the potential variability of, reconciling items such

Adjusted EBITDA Reconciliation

(U.S. dollars in thousands)	Years Ended September 30,	
	2024	2023
Net income	\$ 153,379	\$ 62,361
Interest expense, net	40,253	39,293
Depreciation and amortization	129,042	132,544
Tax expense	56,145	22,138
Stock-based compensation costs	25,835	18,704
Acquisition and divestiture costs ¹	1,284	6,890
Gain on sale of business ²	(37,688)	—
Secondary offering costs	—	1,065
Other costs ³	11,091	843
Total adjustments	225,962	221,477
Adjusted EBITDA	\$ 379,341	\$ 283,838
Net profit margin	10.6%	4.6%
Adjusted EBITDA Margin	26.3%	20.7%

Adjusted Net Sales Excluding Results for Vycom Reconciliation

(U.S. dollars in thousands)	Years Ended September 30,	
	2024	2023
Consolidated Net Sales	\$ 1,441,448	\$ 1,370,315
Impact from sale of Vycom business	(3,319)	(77,098)
Adjusted net sales excluding Vycom	\$ 1,438,129	\$ 1,293,217

Free Cash Flow Reconciliation

(U.S. dollars in thousands)	Years Ended September 30,	
	2024	2023
Net cash provided by operating activities	\$ 224,479	\$ 362,542
Less: Purchases of property, plant and equipment	(77,147)	(88,545)
Free Cash Flow	\$ 147,332	\$ 273,997
Net cash provided by (used) in investing activities	49,139	(88,504)
Net cash used in financing activities	(387,907)	(116,541)

- Acquisition and divestiture costs reflect costs directly related to completed acquisitions of \$0.5 million and \$3.9 million for fiscal years 2024 and 2023, respectively, costs related to divestitures of \$0.5 million and \$3.0 million for fiscal years 2024 and 2023, respectively, and inventory step-up adjustments related to recording the inventory of acquired businesses at fair value on the date of acquisition of \$0.3 million for fiscal year 2024.
- Gain on sale of business relates to the sale of the Vycom business.
- Other costs reflect costs related to the restatement of AZEK's consolidated financial statements and condensed consolidated interim financial information for each of the quarters within fiscal years ended September 30, 2023 and 2022, and for the fiscal quarter ended December 31, 2023 (the "Restatement") of \$5.9 million for fiscal year 2024, costs related to removal of dispensable equipment resulting from a modification of the Company's manufacturing process of \$2.4 million for fiscal year 2024, reduction in workforce costs of \$0.3 million and \$0.5 million for fiscal years 2024 and 2023, respectively, legal expenses of \$1.8 million and \$0.3 million for fiscal years 2024 and 2023, respectively, and other costs of \$0.7 million for fiscal year 2024.