



# Investor Presentation

Fourth Quarter and Full Year 2023

TaylorMorrison®

# At a Glance

as of the fourth quarter 2023

72,362

homebuilding lots owned & controlled

6.3 years

total homebuilding lot supply (3.0 years owned)

327

active selling communities

\$607,000

average home closing price

24.1%

home closings gross margin

\$1.8 billion

total liquidity

in 2023

\$7.4 billion

total revenue

11,495

home closings

2.8

average sales pace

# Key Metrics Summary

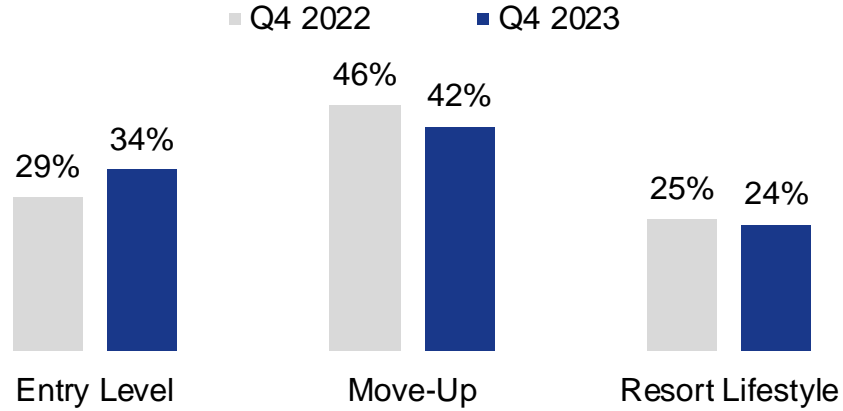
Operating Statistics	Q4 2023	Q4 2022	YOY Change	2023	2022	YOY Change
Net Sales Orders	2,361	1,810	30%	10,830	9,487	14%
Average Sales Price (in Thousands)	\$629	\$578	9%	\$622	\$653	(5%)
Cancellation Rate	11.6%	24.4%	(52%)	12.1%	13.5%	(11%)
Home Closings	3,190	3,797	(16%)	11,495	12,647	(9%)
Backlog Units	5,289	5,954	(11%)	5,289	5,954	(11%)
Backlog Value	\$3,645	\$4,064	(10%)	\$3,645	\$4,064	(10%)
Income Statement Metrics						
Home Closings Revenue	\$1,938	\$2,378	(19%)	\$7,159	\$7,889	(9%)
Total Revenue	\$2,020	\$2,492	(19%)	\$7,418	\$8,225	(10%)
Home Closings Gross Margin	24.1%	23.5%	60 bps	23.9%	25.2%	(130) bps
Adjusted Home Closings Gross Margin	24.1%	24.5%	(40) bps	24.0%	25.5%	(150) bps
SG&A % of Home Closings Revenue	9.7%	7.3%	240 bps	9.8%	8.2%	160 bps
Earnings per Diluted Share	\$1.58	\$2.51	(37%)	\$6.98	\$9.06	(23%)
Adjusted Earnings per Diluted Share	\$2.05	\$2.93	(30%)	\$7.54	\$9.35	(19%)
Balance Sheet Metrics						
Cash and Equivalents	\$799	\$724	10%	\$799	\$724	10%
Stockholders' Equity	\$5,332	\$4,647	15%	\$5,332	\$4,647	15%
Book Value per Diluted Share	\$48.93	\$42.38	15%	\$48.93	\$42.38	15%
Homebuilding Debt-to-Capitalization	26.0%	32.0%	(600) bps	26.0%	32.0%	(600) bps
Homebuilding Net Debt-to-Capitalization	16.8%	24.0%	(720) bps	16.8%	24.0%	(720) bps

# First Quarter and Full Year 2024 Guidance Metrics

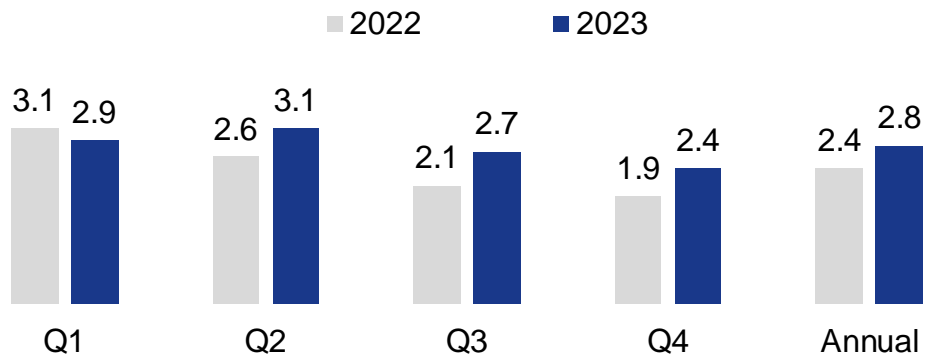
	First Quarter 2024	Full Year 2024
<b>Ending Active Community Count</b>	320 to 325	320 to 325
<b>Home Closings</b>	Approximately 2,700	At Least 12,000
<b>Average Sales Price</b>	Approximately \$600,000	Approximately \$600,000
<b>Home Closings Gross Margin</b>	23.0% to 23.5%	23.0% to 23.5%
<b>SG&amp;A % of Home Closings Revenue</b>	Not Provided	High-9% Range
<b>Effective Tax Rate</b>	Approximately 25%	Approximately 25%
<b>Diluted Share Count</b>	Approximately 108 Million	Approximately 109 Million
<b>Homebuilding Land &amp; Development Spend</b>	Not Provided	\$2.3 Billion to \$2.5 Billion

# Diverse Portfolio Serves All Major Buyer Groups, with a Focus on Core Locations

Monthly Net Sales Orders by Consumer Group



Monthly Net Sales Orders per Community



# Our Buyers Tend to be Well-Qualified with Financial Flexibility

## Taylor Morrison Home Funding Borrower Snapshot



751 Average FICO Score



24% Average Downpayment



\$455,000 Average Loan Amount

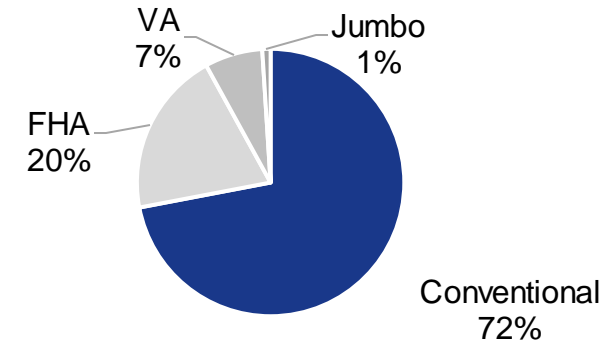


40% Average Debt-to-Income Ratio

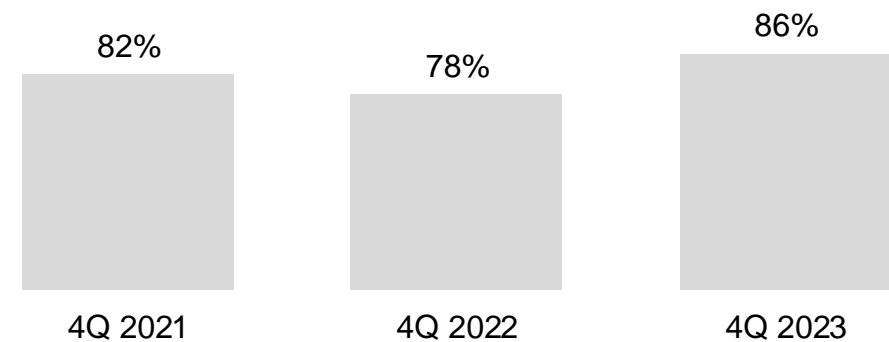


44% First-Time Homebuyers<sup>(1)</sup>

## Mortgage Unit Product Mix as of 4Q23



## Mortgage Capture Rate



6 Note: (1) Defined per mortgage disclosures as buyers who have not owned a home in the prior three years.

# Focused on Driving Enhanced Profitability and Returns



## Operational Initiatives

- Balanced To-be-Built and Spec Home Strategy
- Pace and Price Management
- Floorplan and Option Rationalization
- “Canvas” Option Packages
- Digital Sales and Marketing Innovation
- Efficiencies with Enhanced Scale, Product Alignment Post M&A

## Land-Lighter Balance Sheet

- Opportunistic and Disciplined Land Investment
- Balanced Mix of Owned and Controlled Lots
- Off-Balance Sheet Financing Vehicles Employed to Manage Asset Burden and Exposure

## Balanced Capital Allocation

- Invest for Smart Growth to Drive Returns
- Maintain Significant Liquidity
- Proactive Debt Management
- Returning Excess Capital via Share Repurchases

# Capital Allocation Balances Liquidity, Growth and Returns

- Balanced capital allocation strategy aims to deliver shareholder returns over the course of a housing cycle
- Significant investment to achieve and maintain critical scale and diversification
- Prudent balance sheet management prioritizes liquidity
- Opportunistic return of capital to shareholders through share repurchases



**In 2023,**

**\$827M**  
Operating Cash Flow Generated

**\$1.8B**  
Invested in Homebuilding Land and Development

**\$350M**  
Senior Debt Repayment

**\$128M**  
Share Repurchases

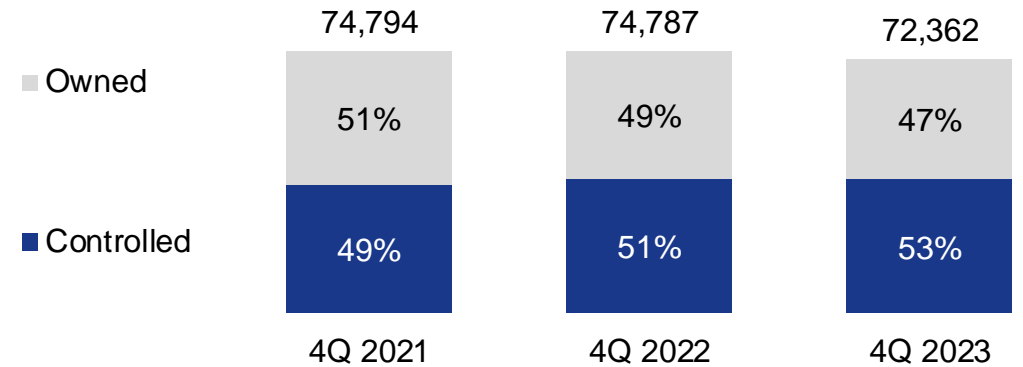
**\$1.8B**  
Year-End Liquidity

# Disciplined Land Investment Supported by Strong Lot Portfolio

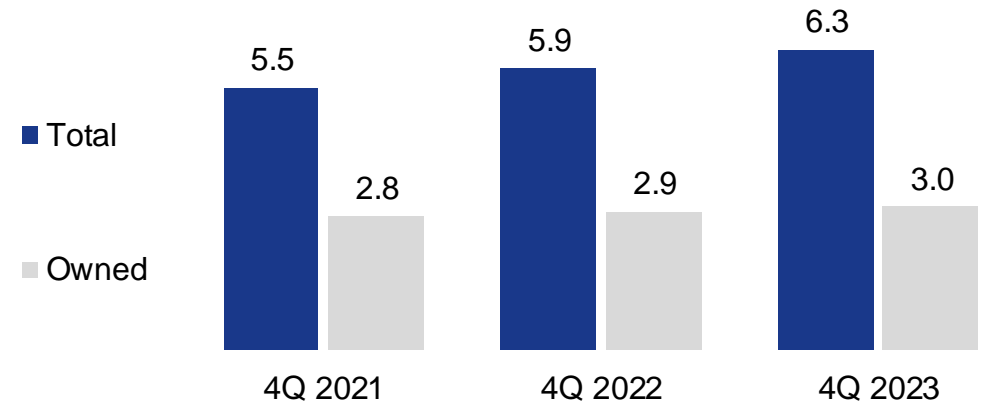
## Q4 2023 Highlights

- Disciplined land investment strategy focuses on prime land locations in core submarkets
- 72,362 owned and controlled homebuilding lots
  - 53% of lots controlled, up from 49% two years ago
  - Selectively deploying land-lighter investment tools to balance cost of capital with expected returns
- Total homebuilding land spend in 2023 was \$1.8 billion, of which 51% was for lot acquisitions and 49% was for development
- Total homebuilding land spend in 2024 is expected to be in the range of \$2.3 billion to \$2.5 billion
  - Approximately 40% of this expected investment is allocated to development

Homebuilding Lot Supply<sup>(1)</sup>



Years of Homebuilding Lot Supply<sup>(2)</sup>



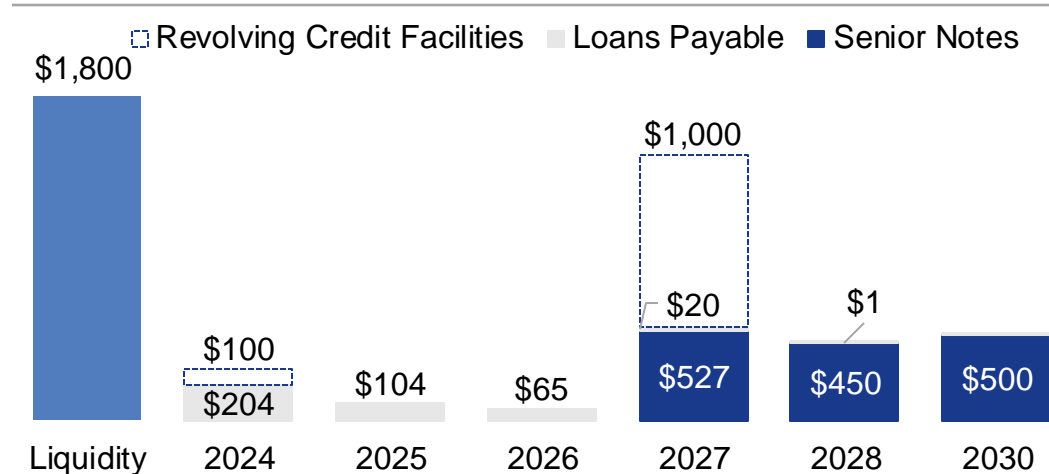
Notes: (1) We adjusted our methodology for calculating owned and controlled lots as of December 31, 2023. Specific to owned lots, we have excluded lots that have begun vertical construction. Those lots are defined separately as homes in inventory. With regard to controlled lots, we have expanded our definition to include those lots under contract with an earnest money deposit that have not yet been formally approved by our investment committee to offer a more complete look at our lot pipeline. All presented periods have been recast under the new methodology. (2) Based on trailing twelve-month home closings.

# Well-Capitalized Balance Sheet Provides Financial Flexibility

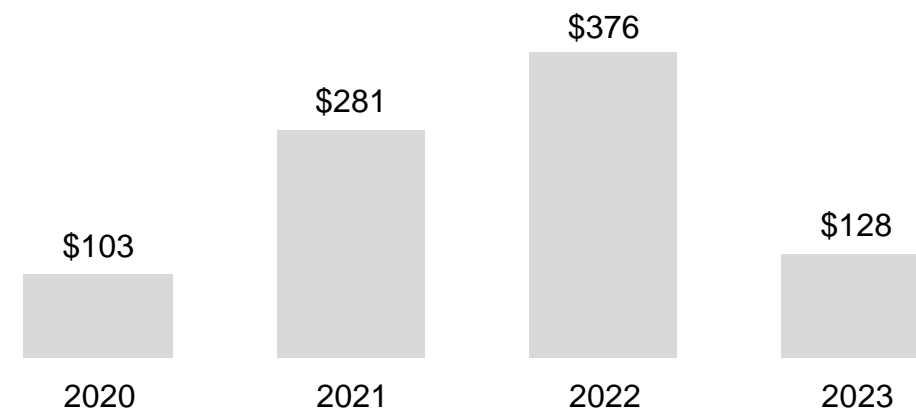
## Q4 2023 Highlights

- \$1.8 billion total liquidity
  - \$799 million unrestricted cash
  - \$1.1 billion total revolving credit facility capacity, which were undrawn outside of normal course letters of credit
- 16.8% net homebuilding debt-to-capital ratio
  - Down from 24.0% a year ago
- Repurchased 2.8 million shares for \$128 million in 2023
  - Remaining repurchase authorization was \$494 million at quarter end
  - Since 2015, repurchases totaled over \$1.4 billion, representing approximately 50% of beginning shares
  - Expect to repurchase approximately \$300 million of common stock in 2024

Debt Maturity Summary as of Q4 2023 (in Millions)



Annual Share Repurchases (in Millions)



# Innovative Digital Sales Capabilities Driving Efficiencies

Oct. 2020

## Quick Move-In Reservation System Launch

Shoppers can reserve spec homes with an online shopping cart

March 2021

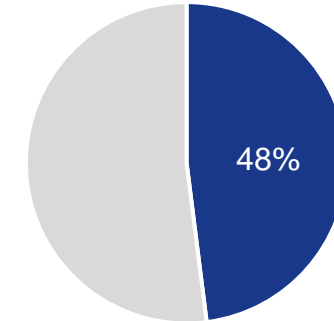
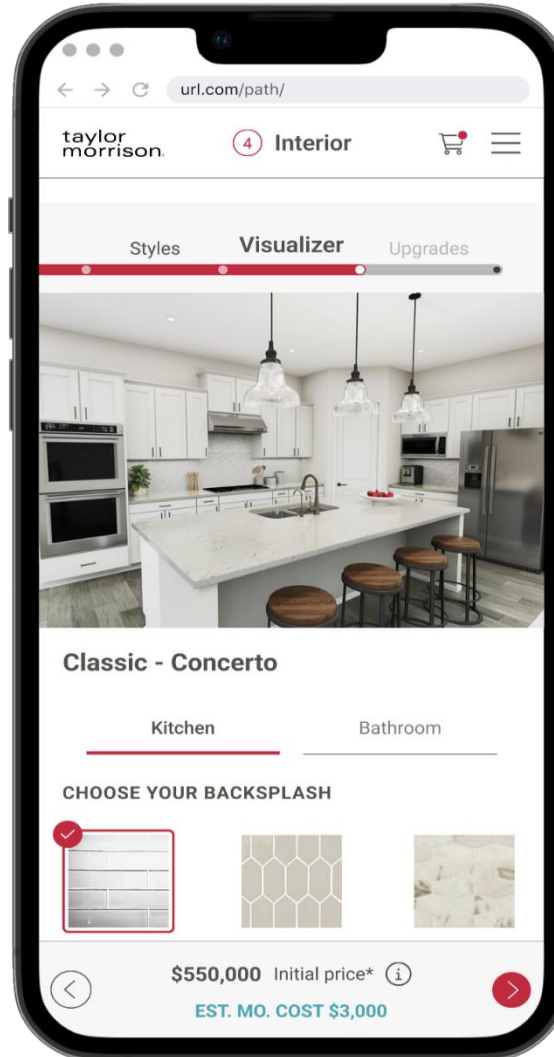
## To-Be-Built 1.0 Reservation System Launch

Shoppers can choose their lot, floorplan and exterior selections

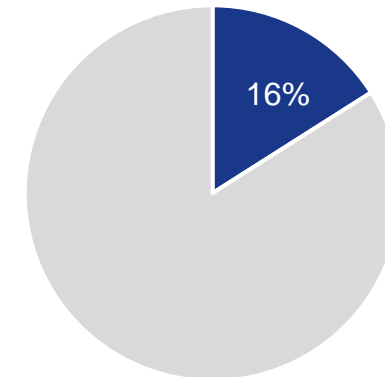
Oct. 2022

## To-Be-Built 2.0 Reservation System Upgrade

Shoppers can choose structural options, interior design packages and upgrades



4Q23 online reservation-to-sales conversion



4Q23 online sales contribution to total sales

Appendix



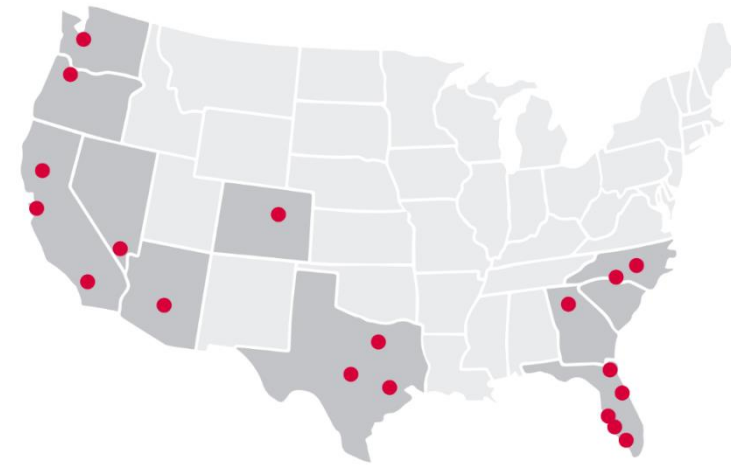
# About Taylor Morrison

Headquartered in Scottsdale, Arizona, Taylor Morrison (NYSE:TMHC) is a leading land developer and homebuilder with operations in 19 housing markets across 11 states.

We serve a wide array of homebuyers with our diverse product portfolio, including entry level, move up and resort lifestyle consumers.

In addition, we develop lifestyle-oriented horizontal apartment communities that meet the need of rental households. Our Financial Services segment offers mortgage financing, title services and homeowners' insurance.

Backed by a homebuilding legacy of over 100 years, we are committed to sustainability, our communities and our team. This commitment has helped us earn the distinction of America's Most Trusted® Homebuilder by Lifestory Research for an unmatched nine consecutive years.



- West**
  - Bay Area
  - Portland
  - Sacramento
  - Seattle
  - Southern California
- Central**
  - Austin
  - Dallas-Fort Worth
  - Denver
  - Las Vegas
  - Phoenix
  - Houston
- East**
  - Atlanta
  - Charlotte
  - Fort Myers-Naples
  - Jacksonville
  - Orlando
  - Raleigh
  - Sarasota
  - Tampa



# Taylor Morrison's Competitive Advantages

1

**Diversified consumer groups and price points**  
Exposure to key demographic groups mitigates risk and enables a balanced spec and to-be-built business

2

**Leading national and local scale**  
Top 10 positions in 16 of 19 markets provides operational efficiencies, cost leverage and land advantages

3

**Core locations in prime submarkets**  
Concentration in prime locations enhances our portfolio's through-the-cycle resiliency

4

**Consumer-centric product offerings**  
Floorplans, option offerings and digital sales capabilities are driven by deep research insights to best serve our consumers

5

**Community-focused land developer**  
Development expertise adds value to homebuilding operations and expands investment opportunities

6

**Well-capitalized balance sheet**  
Significant financial flexibility to invest for growth and drive shareholder returns

7

**Wholly-owned financial services**  
Leveraging finance as a sales tool improves customer experience, operational predictability and profitability

8

**America's Most Trusted® builder**  
Committed to delivering an exceptional customer experience and embracing smart innovation

# Transformational Journey Delivered Scale and Diversification

Regional M&A and Strategic Refinement

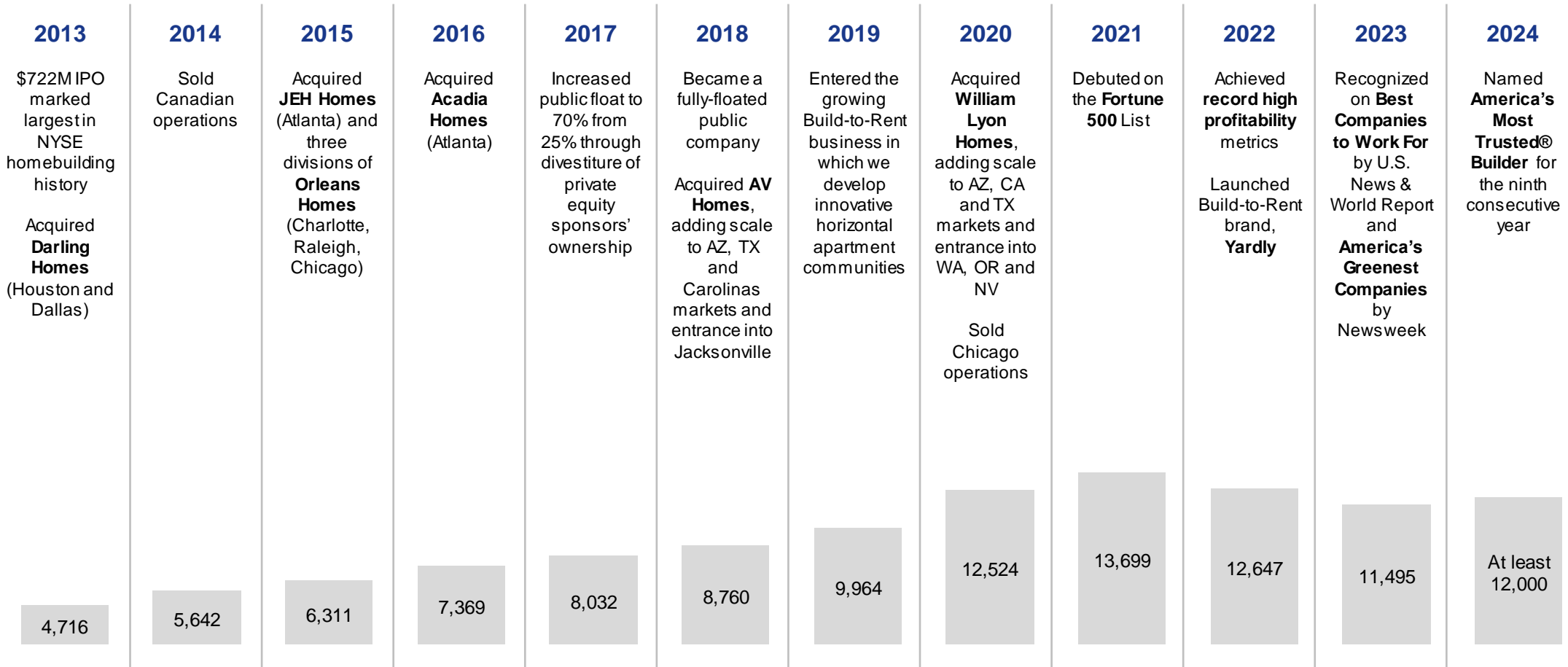
Enhanced Public Market Liquidity

Large Scale M&A

Operational Effectiveness

Milestones

Home Closings



# Committed to ESG Progress and Transparency

## BUILDING FOR THE FUTURE



Appointed our first **Corporate Director of Sustainability** to execute our sustainability strategy



Measured **our carbon footprint** across our full value chain



Safeguarded **open spaces** and promoted **biodiversity** in our communities with the **National Wildlife Federation**



Introduced new **construction quality standards** to enhance production efficiency



Learn more about our commitment to ESG progress and transparency in our latest [ESG Report](#).

## PEOPLE FIRST



2019



2020



2021



2022



2023

Only homebuilder recognized on **Bloomberg's Gender-Equality Index**)



Director



Diversity · Equity · Inclusion · Belonging

Expanded our **diversity, equity and inclusion program** to include belonging and appointed our first **Director of DEIB and Talent Acquisition**



2016



2017



2018



2019



2020



2021



2022



2023



2024

Recognized as **America's Most Trusted® Home Builder**

## TRANSPARENCY & ACCOUNTABILITY



Launched a **Board Fellowship Program** to provide talented business leaders from diverse backgrounds with real-world public board experience



Introduced an **external security operations** center to complement and strengthen our internal **cybersecurity** operations



Hosted our first **Governance Roadshow** to engage with our shareholders on key ESG topics in 2022

# Historical Operating Data by Region

	2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	2023	Q4 2023 vs Q4 2022
<b>Net Sales Orders</b>												
East	5,395	1,027	1,121	1,041	939	4,128	1,079	1,047	940	902	3,968	(4%)
Central	3,800	887	642	450	310	2,289	674	808	641	602	2,725	94%
West	5,215	1,140	791	578	561	3,070	1,101	1,168	1,011	857	4,137	53%
<b>TMHC</b>	<b>14,410</b>	<b>3,054</b>	<b>2,554</b>	<b>2,069</b>	<b>1,810</b>	<b>9,487</b>	<b>2,854</b>	<b>3,023</b>	<b>2,592</b>	<b>2,361</b>	<b>10,830</b>	<b>30%</b>
<b>Homes Closed</b>												
East	5,011	937	1,097	1,118	1,612	4,764	1,004	1,228	996	1,252	4,480	(22%)
Central	3,411	664	778	835	1,082	3,359	731	936	709	767	3,143	(29%)
West	5,277	1,167	1,157	1,097	1,103	4,524	806	961	934	1,171	3,872	6%
<b>TMHC</b>	<b>13,699</b>	<b>2,768</b>	<b>3,032</b>	<b>3,050</b>	<b>3,797</b>	<b>12,647</b>	<b>2,541</b>	<b>3,125</b>	<b>2,639</b>	<b>3,190</b>	<b>11,495</b>	<b>(16%)</b>
<b>Home Closings Revenue</b>												
East	\$2,359	\$506	\$613	\$638	\$917	\$2,674	\$602	\$732	\$573	\$712	\$2,619	(22%)
Central	\$1,730	\$369	\$457	\$522	\$667	\$2,015	\$463	\$613	\$423	\$436	\$1,936	(35%)
West	\$3,082	\$770	\$813	\$823	\$795	\$3,201	\$548	\$652	\$616	\$789	\$2,604	(1%)
<b>TMHC</b>	<b>\$7,171</b>	<b>\$1,644</b>	<b>\$1,883</b>	<b>\$1,984</b>	<b>\$2,378</b>	<b>\$7,889</b>	<b>\$1,613</b>	<b>\$1,997</b>	<b>\$1,612</b>	<b>\$1,938</b>	<b>\$7,159</b>	<b>(19%)</b>
<b>Home Closings Gross Margin</b>												
East	21.5%	24.5%	27.3%	27.9%	26.3%	26.6%	27.5%	27.8%	27.6%	26.9%	27.4%	60
Central	19.6%	19.9%	25.7%	27.0%	24.1%	24.4%	24.0%	26.1%	25.6%	25.8%	25.4%	170
West	19.9%	23.6%	26.6%	27.5%	19.7%	24.4%	19.9%	18.3%	17.3%	20.6%	19.1%	90
<b>TMHC</b>	<b>20.3%</b>	<b>23.1%</b>	<b>26.6%</b>	<b>27.5%</b>	<b>23.5%</b>	<b>25.2%</b>	<b>23.9%</b>	<b>24.2%</b>	<b>23.1%</b>	<b>24.1%</b>	<b>23.9%</b>	<b>60</b>
<b>Sales Order Backlog</b>												
East	3,219	3,309	3,333	3,256	2,583	2,583	2,658	2,477	2,421	2,071	2,071	(20%)
Central	2,787	3,010	2,874	2,489	1,717	1,717	1,660	1,532	1,464	1,299	1,299	(24%)
West	3,108	3,081	2,715	2,196	1,654	1,654	1,949	2,156	2,233	1,919	1,919	16%
<b>TMHC</b>	<b>9,114</b>	<b>9,400</b>	<b>8,922</b>	<b>7,941</b>	<b>5,954</b>	<b>5,954</b>	<b>6,267</b>	<b>6,165</b>	<b>6,118</b>	<b>5,289</b>	<b>5,289</b>	<b>(11%)</b>
<b>Backlog Value</b>												
East	\$1,902	\$2,003	\$2,120	\$2,122	\$1,733	\$1,733	\$1,776	\$1,627	\$1,613	\$1,480	\$1,480	(15%)
Central	\$1,748	\$1,963	\$1,949	\$1,694	\$1,211	\$1,211	\$1,133	\$1,009	\$960	\$864	\$864	(29%)
West	\$2,107	\$2,233	\$2,031	\$1,580	\$1,119	\$1,119	\$1,328	\$1,458	\$1,524	\$1,300	\$1,300	16%
<b>TMHC</b>	<b>\$5,757</b>	<b>\$6,198</b>	<b>\$6,100</b>	<b>\$5,396</b>	<b>\$4,064</b>	<b>\$4,064</b>	<b>\$4,237</b>	<b>\$4,094</b>	<b>\$4,097</b>	<b>\$3,645</b>	<b>\$3,645</b>	<b>(10%)</b>



Disclosures

# Reconciliation of Non-GAAP Measures

In addition to the results reported in accordance with accounting principles generally accepted in the United States (“GAAP”), we provide our investors with supplemental information relating to: (i) adjusted net income and adjusted earnings per common share, (ii) adjusted home closings gross margin; and (iii) net homebuilding debt to capitalization ratio.

Adjusted net income and adjusted earnings per common share are non-GAAP financial measures that reflect the net income/(loss) available to the Company excluding, to the extent applicable in a given period, the impact of inventory impairment charges, impairment of investment in unconsolidated entities, pre-acquisition abandonment charges, gains/losses on land transfers to joint ventures, extinguishment of debt, net, and legal settlements that the Company deems not to be in the ordinary course of business and in the case of adjusted net income and adjusted earnings per common share, the tax impact due to such items. Net homebuilding debt to capitalization ratio is a non-GAAP financial measure we calculate by dividing (i) total debt, plus unamortized debt issuance cost/(premium), net, and less mortgage warehouse borrowings, net of unrestricted cash and cash equivalents (“net homebuilding debt”), by (ii) total capitalization (the sum of net homebuilding debt and total stockholders’ equity). Adjusted home closings gross margin is a non-GAAP financial measure based on GAAP home closings gross margin (which is inclusive of capitalized interest), excluding inventory impairment charges.

Beginning with the fourth quarter of 2023, we are excluding the impact of legal settlements that the Company deems not to be in the ordinary course of business from our calculation of Adjusted Net Income as we believe such legal settlements are not characteristic of our underlying operating performance. The Company believes the exclusion of such amounts is useful to investors as it assists in the comparison of our operational performance across different periods. While all previously reported periods have been conformed to the new definition, we determined that no further adjustments to prior periods were necessary under the new definition.

Management uses these non-GAAP financial measures to evaluate our performance on a consolidated basis, as well as the performance of our regions, and to set targets for performance-based compensation. We also use the ratio of net homebuilding debt to total capitalization as an indicator of overall leverage and to evaluate our performance against other companies in the homebuilding industry. In the future, we may include additional adjustments in the above-described non-GAAP financial measures to the extent we deem them appropriate and useful to management and investors.

We believe that adjusted net income and adjusted earnings per common share are useful for investors in order to allow them to evaluate our operations without the effects of various items we do not believe are characteristic of our ongoing operations or performance and also because such metrics assist both investors and management in analyzing and benchmarking the performance and value of our business. Because we use the ratio of net homebuilding debt to total capitalization to evaluate our performance against other companies in the homebuilding industry, we believe this measure is also relevant and useful to investors for that reason. We believe that adjusted home closings gross margin is useful to investors because it allows investors to evaluate the performance of our homebuilding operations without the varying effects of items or transactions we do not believe are characteristic of our ongoing operations or performance.

These non-GAAP financial measures should be considered in addition to, rather than as a substitute for, the comparable U.S. GAAP financial measures of our operating performance or liquidity. Although other companies in the homebuilding industry may report similar information, their definitions may differ. We urge investors to understand the methods used by other companies to calculate similarly-titled non-GAAP financial measures before comparing their measures to ours.

A reconciliation of (i) adjusted net income and adjusted earnings per common share, (ii) adjusted home closings gross margin; and (iii) net homebuilding debt to capitalization ratio to the comparable GAAP measures is presented in the pages that follow.

# Reconciliation of Non-GAAP Measures

## Adjusted Net Income and Adjusted Earnings Per Common Share

<i>(Dollars in thousands, except per share data)</i>	Three Months Ended		Twelve Months Ended	
	December 31,		December 31,	
	2023	2022	2023	2022
Net income	\$ 172,585	\$ 275,331	\$ 768,929	\$ 1,052,800
Legal settlements <sup>(1)</sup>	64,665	-	64,665	-
Inventory impairments <sup>(2)</sup>	-	24,870	11,791	24,870
Impairment of investment in unconsolidated entities <sup>(3)</sup>	-	11,186	-	14,714
Pre-acquisition abandonment charges <sup>(1)</sup>	1,176	24,903	4,235	33,240
Gain on land transfers to joint ventures <sup>(1)</sup>	-	-	-	(14,508)
Loss/(gain) on extinguishment of debt, net <sup>(4)</sup>	26	(334)	295	(13,876)
Tax impact due to above non-GAAP reconciling items	(15,216)	(14,726)	(19,737)	(10,654)
<b>Adjusted net income</b>	<b>\$ 223,236</b>	<b>\$ 321,230</b>	<b>\$ 830,178</b>	<b>\$ 1,086,586</b>
Basic weighted average number of shares	107,227	108,277	108,424	114,982
<b>Adjusted earnings per common share - Basic</b>	<b>\$ 2.08</b>	<b>\$ 2.97</b>	<b>\$ 7.66</b>	<b>\$ 9.45</b>
Diluted weighted average number of shares	108,969	109,643	110,145	116,221
<b>Adjusted earnings per common share - Diluted</b>	<b>\$ 2.05</b>	<b>\$ 2.93</b>	<b>\$ 7.54</b>	<b>\$ 9.35</b>

## Adjusted Home Closings Gross Margin

<i>(Dollars in thousands)</i>	Three Months Ended		Twelve Months Ended	
	December 31,		December 31,	
	2023	2022	2023	2022
Home closings revenue	\$ 1,937,632	\$ 2,378,167	\$ 7,158,857	\$ 7,889,371
Cost of home closings	1,470,652	1,819,710	5,451,401	5,904,458
<b>Home closings gross margin</b>	<b>\$ 466,980</b>	<b>\$ 558,457</b>	<b>\$ 1,707,456</b>	<b>\$ 1,984,913</b>
Inventory impairment charges <sup>(2)</sup>	-	24,870	11,791	24,870
<b>Adjusted home closings gross margin</b>	<b>\$ 466,980</b>	<b>\$ 583,327</b>	<b>\$ 1,719,247</b>	<b>\$ 2,009,783</b>
Home closings gross margin as a percentage of home closings revenue	24.1%	23.5%	23.9%	25.2%
Adjusted home closings gross margin as a percentage of home closings revenue	24.1%	24.5%	24.0%	25.5%

# Reconciliation of Non-GAAP Measures

## Debt to Capitalization Ratios Reconciliation

<i>(Dollars in thousands)</i>	As of December 31, 2023	As of September 30, 2023	As of December 31, 2022
Total debt	\$ 2,017,102	\$ 1,992,077	\$ 2,483,861
Plus: unamortized debt issuance cost, net	8,375	8,815	10,767
Less: mortgage warehouse borrowings	(153,464)	(191,645)	(306,072)
<b>Total homebuilding debt</b>	<b>\$ 1,872,013</b>	<b>\$ 1,809,247</b>	<b>\$ 2,188,556</b>
Total equity	5,332,286	5,175,110	4,646,859
<b>Total capitalization</b>	<b>\$ 7,204,299</b>	<b>\$ 6,984,357</b>	<b>\$ 6,835,415</b>
<b>Total homebuilding debt to capitalization ratio</b>	<b>26.0%</b>	<b>25.9%</b>	<b>32.0%</b>
<b>Total homebuilding debt</b>	<b>\$ 1,872,013</b>	<b>\$ 1,809,247</b>	<b>\$ 2,188,556</b>
Less: cash and cash equivalents	(798,568)	(613,811)	(724,488)
<b>Net homebuilding debt</b>	<b>\$ 1,073,445</b>	<b>\$ 1,195,436</b>	<b>\$ 1,464,068</b>
Total equity	5,332,286	5,175,110	4,646,859
<b>Total capitalization</b>	<b>\$ 6,405,731</b>	<b>\$ 6,370,546</b>	<b>\$ 6,110,927</b>
<b>Net homebuilding debt to capitalization ratio</b>	<b>16.8%</b>	<b>18.8%</b>	<b>24.0%</b>

- 1) Included in Other expense, net on the Consolidated Statement of Operations
- 2) Included in Cost of home closings on the Consolidated Statement of Operations
- 3) Included in Net (income)/loss from unconsolidated entities on the Consolidated Statement of Operations
- 4) Included in Loss/(gain) on extinguishment of debt, net on the Consolidated Statement of Operations

# Forward-Looking Statements

This presentation includes “forward-looking statements.” These statements are subject to a number of risks, uncertainties and other factors that could cause our actual results, performance, prospects or opportunities, as well as those of the markets we serve or intend to serve, to differ materially from those expressed in, or implied by, these statements. You can identify these statements by the fact that they do not relate to matters of a strictly factual or historical nature and generally discuss or relate to forecasts, estimates or other expectations regarding future events. Generally, the words “anticipate,” “estimate,” “expect,” “project,” “intend,” “plan,” “believe,” “may,” “will,” “can,” “could,” “might,” “should” and similar expressions identify forward-looking statements, including statements related to expected financial, operating and performance results, planned transactions, planned objectives of management, future developments or conditions in the industries in which we participate and other trends, developments and uncertainties that may affect our business in the future.

Such risks, uncertainties and other factors include, among other things: inflation or deflation; changes in general and local economic conditions; slowdowns or severe downturns in the housing market; homebuyers’ ability to obtain suitable financing; increases in interest rates, taxes or government fees; shortages in, disruptions of and cost of labor; higher cancellation rates of existing agreements of sale; competition in our industry; any increase in unemployment or underemployment; the seasonality of our business; the physical impacts of climate change and the increased focus by third-parties on sustainability issues; our ability to obtain additional performance, payment and completion surety bonds and letters of credit; significant home warranty and construction defect claims; our reliance on subcontractors; failure to manage land acquisitions, inventory and development and construction processes; availability of land and lots at competitive prices; decreases in the market value of our land inventory; new or changing government regulations and legal challenges; our compliance with environmental laws and regulations regarding climate change; our ability to sell mortgages we originate and claims on loans sold to third parties; governmental regulation applicable to our financial services and title services business; the loss of any of our important commercial lender relationships; our ability to use deferred tax assets; raw materials and building supply shortages and price fluctuations; our concentration of significant operations in certain geographic areas; risks associated with our unconsolidated joint venture arrangements; information technology failures and data security breaches; costs to engage in and the success of future growth or expansion of our operations or acquisitions or disposals of businesses; costs associated with our defined benefit and defined contribution pension schemes; damages associated with any major health and safety incident; our ownership, leasing or occupation of land and the use of hazardous materials; existing or future litigation, arbitration or other claims; negative publicity or poor relations with the residents of our communities; failure to recruit, retain and develop highly skilled, competent people; utility and resource shortages or rate fluctuations; constriction of the capital markets; risks related to instability in the banking system; risks associated with civil unrest, acts of terrorism, threats to national security, the conflicts in Eastern Europe and the Middle East and other geopolitical events; the scale and scope of current and future public health events, including pandemics and epidemics; any failure of lawmakers to agree on a budget or appropriation legislation to fund the federal government’s operations (also known as a government shutdown), and financial markets’ and businesses’ reactions to any such failure; risks related to our substantial debt and the agreements governing such debt, including restrictive covenants contained in such agreements; our ability to access the capital markets; the risks associated with maintaining effective internal controls over financial reporting; provisions in our charter and bylaws that may delay or prevent an acquisition by a third party; and our ability to effectively manage our expanded operations.

In addition, other such risks and uncertainties may be found in our most recent annual report on Form 10-K and our subsequent quarterly reports filed with the Securities and Exchange Commission (SEC) as such factors may be updated from time to time in our periodic filings with the SEC. We undertake no duty to update any forward-looking statement, whether as a result of new information, future events or changes in our expectations, except as required by applicable law.

## **Investor Relations Contact**

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