



**TRI POINTE®**  
GROUP

OVERVIEW & HISTORY



MARACAY® • PARDEE HOMES® • QUADRANT HOMES® • TRENDMAKER® HOMES • TRI POINTE HOMES® • WINCHESTER® HOMES

🏆 2019 & 2015 BUILDER OF THE YEAR, 2017 FORTUNE 100 FASTEST-GROWING COMPANY

## FORWARD LOOKING STATEMENTS

Various statements contained in this document, including those that express a belief, expectation or intention, as well as those that are not statements of historical fact, are forward-looking statements. These forward-looking statements may include, but are not limited to, statements regarding our strategy, projections and estimates concerning the timing and success of specific projects and our future production, land and lot sales, operational and financial results, including our estimates for growth, financial condition, sales prices, prospects, and capital spending. Forward-looking statements that are included in this document are generally accompanied by words such as “anticipate,” “believe,” “could,” “estimate,” “expect,” “future,” “goal,” “guidance,” “intend,” “likely,” “may,” “might,” “outlook,” “plan,” “potential,” “predict,” “project,” “should,” “strategy,” “target,” “will,” “would,” or other words that convey future events or outcomes. The forward-looking statements in this document speak only as of the date of this document, and we disclaim any obligation to update these statements unless required by law, and we caution you not to rely on them unduly. These forward-looking statements are inherently subject to significant business, economic, competitive, regulatory and other risks, contingencies and uncertainties, most of which are difficult to predict and many of which are beyond our control. The following factors, among others, may cause our actual results, performance or achievements to differ materially from any future results, performance or achievements expressed or implied by these forward-looking statements: the effect of general economic conditions, including employment rates, housing starts, interest rate levels, availability of financing for home mortgages and strength of the U.S. dollar; market demand for our products, which is related to the strength of the various U.S. business segments and U.S. and international economic conditions; the availability of desirable and reasonably priced land and our ability to control, purchase, hold and develop such parcels; access to adequate capital on acceptable terms; geographic concentration of our operations, particularly within California; levels of competition; the successful execution of our internal performance plans, including restructuring and cost reduction initiatives; raw material and labor prices and availability; oil and other energy prices; the effect of U.S. trade policies, including the imposition of tariffs and duties on homebuilding products and retaliatory measures taken by other countries; the effect of weather, including the re-occurrence of drought conditions in California; the risk of loss from earthquakes, volcanoes, fires, floods, droughts, windstorms, hurricanes, pest infestations and other natural disasters, and the risk of delays, reduced consumer demand, and shortages and price increases in labor or materials associated with such natural disasters; the risk of loss from acts of war, terrorism or outbreaks of contagious diseases, such as the Coronavirus disease 2019 (COVID-19); transportation costs; federal and state tax policies; the effect of land use, environment and other governmental laws and regulations; legal proceedings or disputes and the adequacy of reserves; risks relating to any unforeseen changes to or effects on liabilities, future capital expenditures, revenues, expenses, earnings, synergies, indebtedness, financial condition, losses and future prospects; changes in accounting principles; risks related to unauthorized access to our computer systems, theft of our homebuyers’ confidential information or other forms of cyber attack; and additional factors discussed under the sections captioned “Risk Factors” included in our annual and quarterly reports filed with the Securities and Exchange Commission. The foregoing list is not exhaustive. New risk factors may emerge from time to time and it is not possible for management to predict all such risk factors or to assess the impact of such risk factors on our business. Winchester is a registered trademark and is used with permission.



AUREA, QUADRANT HOMES



AVANCE, MARACAY



## INTRODUCING TRI POINTE GROUP



VITA, PARDEE HOMES INLAND EMPIRE



MIDNIGHT RIDGE, PARDEE HOMES LAS VEGAS

Headquartered in Irvine, California, TRI Pointe Group (NYSE: TPH) is a family of premium regional homebuilders that design, build and sell homes in major U.S. markets. As one of the largest homebuilding companies in the United States, TRI Pointe Group combines the resources and leadership of a national organization with the regional insights, community ties and agility of local homebuilders.

Recent recognition of TRI Pointe Group includes 2017 FORTUNE 100 Fastest-Growing Companies<sup>1</sup>, 2019 Builder of the Year<sup>2</sup>, 2019 Best Places to Work<sup>3</sup>, 2015 Builder of the Year<sup>4</sup>, and leading homebuilding analyst firm, Zelman & Associates, found TRI Pointe Group to have the highest-rated local management teams among public homebuilders in their 2015 survey of land developers and private homebuilders.

### VISION

 LIFE INSPIRING HOMES.

It's our toughest mission and highest calling.

At our core, TRI Pointe Group is a homebuilder, utilizing decades of industry experience, local market knowledge and operational expertise to deliver life inspiring homes to our customers.

As our life inspiring homes vision suggests, business as usual isn't the business we're in. TRI Pointe Group is different by design, and we believe that this mindset drives us to be an industry innovator and creates value for our stockholders.

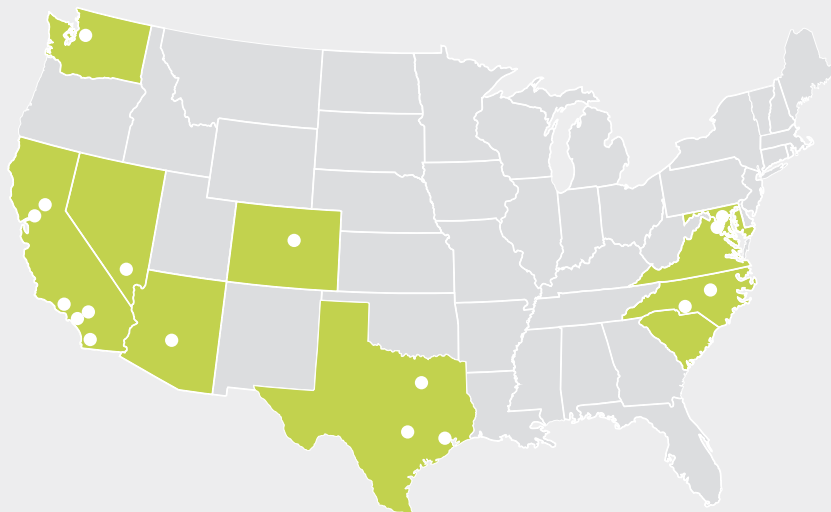
<sup>1</sup> FORTUNE named TRI Pointe Group among the 2017 100 Fastest-Growing Companies based on top three-year performances in revenues, profits and stock returns.







<sup>2</sup> *Builder and Developer Magazine*, a national homebuilding publication, named TRI Pointe Group the Builder of the Year in 2019.

<sup>3</sup> For the fourth consecutive year, *Orange County Business Journal* and Best Companies Group recognized TRI Pointe Group as one of the Best Places to Work in Orange County.

<sup>4</sup> *BUILDER Magazine* named TRI Pointe Group the Builder of the Year in 2015. The Builder of the Year Award is *BUILDER Magazine's* highest yearly honor.

## FAMILY OF HOMEBUILDERS



HOMEBUILDER:	MARKETS:	2019 ORDERS:	2019 DELIVERIES:	2019 HS REVENUE:	2019 ASP:	LOTS OWNED OR CONTROLLED
	Phoenix	709	530	\$272,723	\$515	3,730
	Inland Empire, Las Vegas, Los Angeles, San Diego	1,733	1,675	\$1,101,580	\$658	13,267
	Greater Puget Sound Area	300	257	\$239,704	\$933	1,103
	Austin, Dallas-Fort Worth, Houston	914	882	\$406,471	\$461	4,034
	Charlotte, Denver, Los Angeles, Orange County, Raleigh, Sacramento, San Diego, San Francisco Bay Area	1,174	1,163	\$796,959	\$685	6,170
	Maryland, Virginia	508	414	\$251,938	\$609	1,725

2019 ORDERS: 5,338 • 2019 DELIVERIES: 4,921  
 2019 HOME SALES ("HS") REVENUE: \$3,069,375 • 2019 AVERAGE SALES PRICE ("ASP"): \$624  
 LOTS OWNED OR CONTROLLED: 30,029

*Note: \$'s in thousands. Data as of and for the year ended December 31, 2019.*

## THE HISTORY

- TRI Pointe Homes was formed & began operations in Southern California
- Opened operations in Northern California
- First initial public offering of a homebuilder in over 10 years

2009

2010

2011

2012

2013

- \$150 million Starwood Capital Group equity commitment

- Opened operations in Colorado

- Launched TRI Pointe Connect & TRI Pointe Assurance for mortgage & title services

- #1 Rated Local Management Teams<sup>3</sup>

- Millennial "Responsive Home" completed

2014

2015

2016

- WRECO transaction closed

- 2014 Developer of the Year award<sup>1</sup>

- 2015 Homebuilder of the Year award<sup>2</sup>

- Trendmaker expanded into the Austin market

- HIVE 100 Innovators award<sup>4</sup>

- TRI Pointe Homes expanded into Sacramento

- Dunhill & Nathan Carlisle Homes acquired & become Trendmaker Homes' Dallas-Fort Worth Division

- Best Places to Work Award<sup>5</sup> 4<sup>th</sup> consecutive year

- 2019 Builder of the Year award<sup>6</sup>

2017

2018

2019

- FORTUNE 100 Fastest-Growing Companies

- TRI Pointe Advantage Insurance Services launched

- TRI Pointe Homes expanded into the Carolinas

- TRI Pointe Assurance expands into escrow services

<sup>1</sup> *Builder and Developer magazine*, a national homebuilding publication, named TRI Pointe the Developer of the Year in 2014.

<sup>2</sup> *BUILDER magazine* named TRI Pointe Group the Builder of the Year in 2015. The Builder of the Year Award is *BUILDER magazine's* highest yearly honor.

<sup>3</sup> Leading homebuilding analyst firm Zelman & Associates found TRI Pointe Group to have the highest-rated local management teams among public homebuilders in its 2015 survey of land developers and private homebuilders.

<sup>4</sup> Recognizing housing's most influential innovators, real estate media firm Hanley Wood awarded TRI Pointe Group with a HIVE 100 Innovators award in the Business Management category.

<sup>5</sup> *Orange County Business Journal* and Best Companies Group recognized TRI Pointe Group as one of the Best Places to Work in Orange County in 2016, 2017, 2018 and 2019.

<sup>6</sup> *Builder and Developer magazine*, a national homebuilding publication, named TRI Pointe Group the Builder of the Year in 2019.

## FINANCIAL & OPERATIONAL HIGHLIGHTS

(dollars in thousands except earnings per share)

### KEY INCOME STATEMENT DATA

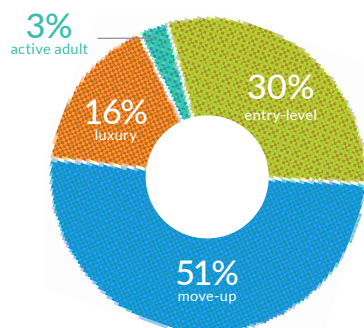
	2019	2018
Home Sales Revenue	\$3,069,375	\$3,244,087
Homebuilding Gross Margin %	19.8%	21.8%
SG&A Expense as a % of Home Sales Revenue	11.5%	10.6%
Homebuilding Income from Operations	\$253,859	\$353,204
Net Income Available to Stockholders	\$207,187	\$269,911
Diluted Earnings per Share	\$1.47	\$1.81

### KEY BALANCE SHEET DATA

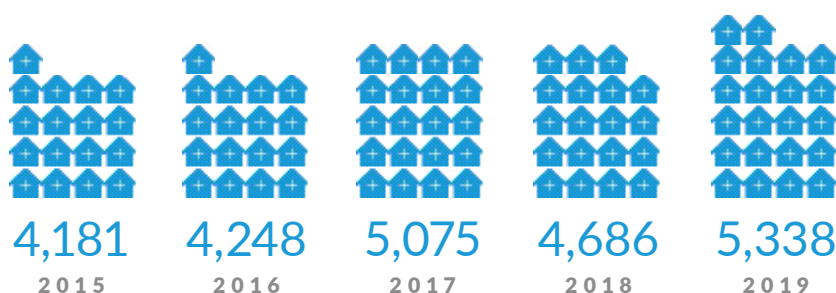
	12/31/2019	12/31/2018
Cash and Cash Equivalents	\$329,011	\$277,696
Real Estate Inventories	\$3,065,436	\$3,216,059
Total Debt	\$1,283,985	\$1,410,804
Total Stockholders' Equity	\$2,186,530	\$2,056,924
Ratio of Debt-to-Capital	37.0%	40.7%

### OTHER DATA

	2019	2018
Net New Home Orders	5,338	4,686
New Homes Delivered	4,921	5,071
Average Sales Price of Homes Delivered	\$624	\$640
Backlog of Homes at Fiscal Year End	1,752	1,335
Backlog Dollar Value at Fiscal Year End	\$1,136,163	\$897,343
Lots Owned or Controlled	30,029	27,740

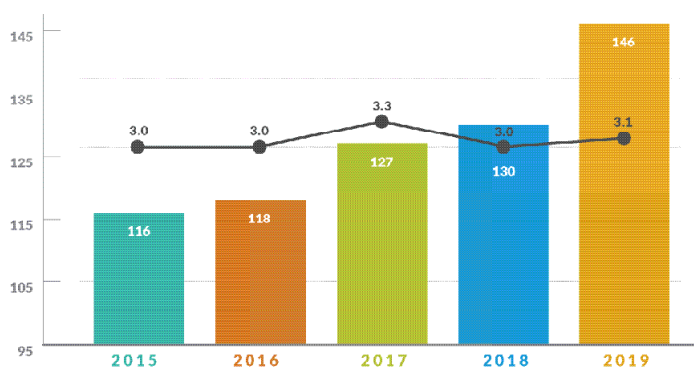


2019 % Orders by Segment

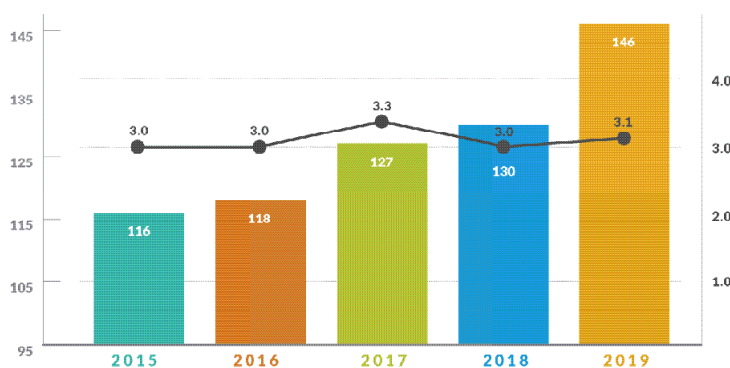


Net New Homes Ordered

Average Selling Communities



Absorption per Community per Month







LAKESIDE ESTATES AT PALOMA CREEK,  
TRENDMAKER HOMES DALLAS-FORT WORTH



STRADA 2.0, PARDEE HOMES LAS VEGAS



6 CREEKS, TRENDMAKER HOMES AUSTIN



GROVE NORTH, QUADRANT HOMES



SENDERO, PARDEE HOMES SAN DIEGO



SOLA, PARDEE HOMES LOS ANGELES

## BEST-IN-CLASS EXECUTIVE LEADERSHIP TEAM

TRI Pointe Group's CEO and COO have been working together for over 25 years. TRI Pointe Group's senior management has significant experience running a large, geographically diverse, growth-oriented public homebuilder. Deep managerial talent at each operating division with key local relationships supports dynamic, tailored growth strategies.



STEVEN J. GILBERT | CHAIRMAN OF THE BOARD

Chairman of the Board of Gilbert Global Equity Partners, L.P.  
Former Founder, Managing General Partner of Soros Capital L.P.  
Former Principal Advisor to Quantum Industrial Holdings Ltd.



DOUGLAS F. BAUER | CHIEF EXECUTIVE OFFICER

Over 30 years of real estate & homebuilding experience  
Former President & COO of William Lyon Homes



THOMAS J. MITCHELL | PRESIDENT & COO

Over 30 years of real estate & homebuilding experience  
Former EVP &  
Southern California Regional President at William Lyon Homes



GLENN J. KEELER | CHIEF FINANCIAL OFFICER,  
CHIEF ACCOUNTING OFFICER, & TREASURER

Over 7 years of real estate & homebuilding experience  
Former Corporate Controller of STEC, Inc.  
Former Director of Finance & Controller of Lantronix, Inc.



## BOARD OF DIRECTORS



STEVEN J. GILBERT

Chairman of the Board of TRI Pointe Group,  
Chairman of the Board of Gilbert Global Equity  
Partners, L.P., Former Founder and Managing General  
Partner of Soros Capital L.P., Former Principal  
Advisor to Quantum Industrial Holdings Ltd.



DOUGLAS F. BAUER

Chief Executive Officer  
of TRI Pointe Group



LAWRENCE B. BURROWS

Former Senior Vice President of Wood Products  
for Weyerhaeuser, Former President and  
Chief Executive Officer of WRECO



DANIEL S. FULTON

Former President, Chief Executive Officer  
and member of the board of directors of  
Weyerhaeuser, Former President and  
Chief Executive Officer of WRECO



CONSTANCE B. MOORE

Former Director, President and  
Chief Executive Officer of BRE Properties, Inc

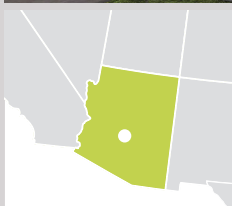


VICKI D. McWILLIAMS

Executive Vice President of Stores  
for Williams-Sonoma, Inc.,  
Former Executive Vice President of Nordstrom

## SIX PREMIUM HOMEBUILDER BRANDS & MANAGEMENT TEAM

MARACAY



FOUNDED  
1991  
ARIZONA



ANDY WARREN

YEARS  
IN INDUSTRY:  
33

pardee  
HOMES



FOUNDED  
1921  
CALIFORNIA



JIMMY AYALA  
San Diego



KLIF ANDREWS  
Las Vegas

COMBINED YEARS  
IN INDUSTRY:  
77



MIKE TAYLOR  
Inland Empire

QUADRANT  
HOMES



FOUNDED  
1959  
WASHINGTON

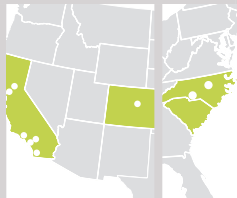


KEN KRIVANEC

YEARS  
IN INDUSTRY:  
31



FOUNDED  
1971  
•  
TEXAS



FOUNDED  
2009  
•  
CALIFORNIA  
CAROLINAS  
COLORADO



FOUNDED  
1979  
•  
MARYLAND  
VIRGINIA



SEAN RICKS  
Dallas-Fort Worth



BRYAN HAVEL  
Austin



JEFF FRANKEL  
Bay Area



TOM GRABLE  
Southern California



BRAD BLANK

YEARS  
IN INDUSTRY:  
6



JOE MANDOLA  
Houston

COMBINED YEARS  
IN INDUSTRY:  
55



DARREN DUPREE  
Colorado



PHIL BODEM  
Sacramento



GRAY SHELL  
Carolinas

COMBINED YEARS  
IN INDUSTRY:  
131



