Builders FirstSource®

OUTPERFORM TODAY. TRANSFORM TOMORROW.

Q2 2023 Earnings Presentation

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AUGUST 2, 2023

Safe Harbor & Non-GAAP Financial Measures

Cautionary Notice

Statements in this presentation and the schedules hereto that are not purely historical facts or that necessarily depend upon future events, including statements about expected market share gains, forecasted financial performance or other statements about anticipations, beliefs, expectations, hopes, synergies, intentions or strategies for the future, may be forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. Readers are cautioned not to place undue reliance on forward-looking statements. In addition, oral statements made by our directors, officers and employees to the investor and analyst communities, media representatives and others, depending upon their nature, may also constitute forward-looking statements. As with the forward-looking statements included in this release, these forward-looking statements are by nature inherently uncertain, and actual results or events may differ materially as a result of many factors. All forward-looking statements are based upon information available to Builders FirstSource on the date this release was submitted. Builders FirstSource undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Forward-looking statements involve risks and uncertainties, many of which are beyond the Company’s control or may be currently unknown to the Company, that could cause actual events or results to differ materially from the events or results described in the forward-looking statements; such risks or uncertainties include those related to the Company’s growth strategies, including acquisitions, organic growth and digital strategies, or the dependence of the Company’s revenues and operating results on, among other things, the homebuilding industry and, to a lesser extent, repair and remodel activity, which in each case is dependent on economic conditions, including inflation, interest rates, consumer confidence, labor and supply shortages, and also lumber and other commodity prices. Builders FirstSource may not succeed in addressing these and other risks. Further information regarding factors that could affect our financial and other results can be found in the risk factors section of Builders FirstSource’s most recent annual report on Form 10-K filed with the Securities and Exchange Commission (the “SEC”) and may also be described from time to time in the other reports Builders FirstSource files with the SEC. Consequently, all forward-looking statements in this release are qualified by the factors, risks and uncertainties contained therein.

Use of Non-GAAP Financial Measures

This presentation includes financial measures and terms not calculated in accordance with accounting principles generally accepted in the United States (“GAAP”) in order to provide investors with an alternative method for assessing our operating results in a manner that enables investors to more thoroughly evaluate our current performance as compared to past performance. We believe these non-GAAP measures provide investors with a better baseline for modeling our future earnings expectations. Our management uses these non-GAAP measures for the same purpose. We believe that our investors should have access to the same set of tools that we use in analyzing our results. These non-GAAP measures should be considered in addition to results prepared in accordance with GAAP but should not be considered a substitute for or superior to GAAP results. Our calculations of adjusted net income, adjusted net income per share, adjusted EBITDA, free cash flow and net leverage are not necessarily comparable to similarly titled measures reported by other companies. The company provided detailed explanations and reconciliations of these non-GAAP financial measures in the earnings release included in its Form 8-K filed with the Securities and Exchange Commission on August 2, 2023.

Our Strategic Priorities Fuel Long-term Profitable Growth

Organic Growth of Value-Added Products and Services

Drive Operational Excellence

Continue to Build Our High-Performing Culture

Pursue Strategic Tuck-In Acquisitions

Resilient Q2 2023 Performance

$4.5B
Net Sales
34.6% Decrease[2]

$1.6B
Gross Profit
33.9% Decrease[2]

Gross Margin up 40bps[2] to 35.2%

$769M
Adjusted EBITDA[1]
49.0% Decrease[2]

Adj. EBITDA[1] Margin of 17.0%

$3.89
Adjusted EPS[1]
37.9% Decrease[2]

Q2 2023 Total Capital Deployed: ~$0.8B (M&A of $12M, Share Repurchases of $0.7B, Net CapEx of $0.1B)

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1) Adjusted EBITDA, Adjusted EBITDA Margin and Adjusted EPS are non-GAAP financial measures. See the non-GAAP Financial Measures slide in this presentation for a definition thereof and a discussion of certain matters regarding non-GAAP guidance
2) Comparison reflects YoY change relative to prior year quarter

Executing Against Our Strategy

Organic Growth of Value-Added Products and Services

- For Q2 on a year-over-year basis, core organic net sales for Single-Family decreased 31.0% amid declining single-family starts. Multi-Family increased 29.6%, reflecting continued strength, while Repair and Remodel ("R&R")/Other increased 4.6%

Drive Operational Excellence

- $50M in productivity savings in Q2 2023 and $84M year-to-date driven by improved procurement and SG&A efficiencies
- Digital initiatives on track. Direct access to the myBLDR.com customer portal established in Q2; enhances ability to sell our digital services to more customers

Continue to Build Our High-Performing Culture

- Improved recordable incident rate (RIR) safety performance 38% through June 2023; increasing training and development, and providing improved benefits to better attract and retain high-performing talent
- Experienced, cycle-tested management team (30+ years average industry experience) delivering on commitment to superior execution in a down market

Pursue Strategic Tuck-In Acquisitions

- Completed four acquisitions through July 2023 with aggregate FY22 sales of ~$242 million

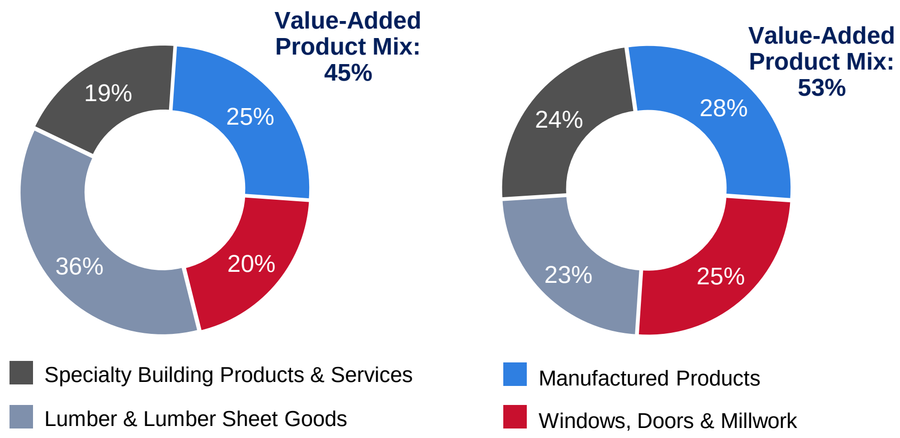
Continuing to Drive Long-Term Shareholder Value

Disciplined M&A Approach Continues

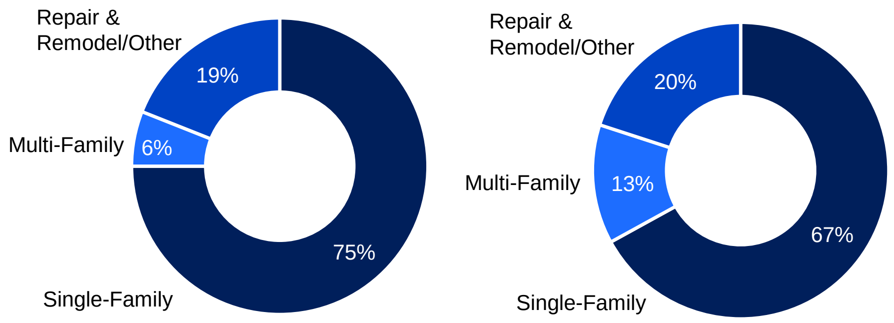
Acquisition	Date	Rationale
Church's Lumber Yards	Q3 2023	▪ Expands presence in Detroit and provides capacity for the addition of value-added operations
JB Millworks	Q2 2023	▪ Enhances millwork capabilities in Chattanooga
Builders Millwork Supply	Q2 2023	▪ Enhances millwork capabilities and increases utilization of BFS millwork network in Alaska
Noltex Truss	Q1 2023	▪ Provides components to the single and multi-family markets throughout Texas
PIMA / Sunrise Carpentry	Q4 2022	▪ Provides dedicated millwork capability in Phoenix
Trussway	Q3 2022	▪ Expands footprint in multi-family roof and floor trusses as well as value-added components
Fulcrum Building Group	Q3 2022	▪ Enhances millwork capabilities and adds resources along the Gulf Coast
HLH	Q3 2022	▪ Adds lumber and hardware operations in Flagstaff
Valley Truss	Q2 2022	▪ Provides components to the single- and multi-family markets in Boise
Panel Truss	Q2 2022	▪ Expands value-added capacity to single- and multi-family markets in Texas and the Southeast

Before (Q4 2021) | **After (Q2 2023)**

8% Growth in Value Added Products



7% Growth in Multi-Family as % of Mix



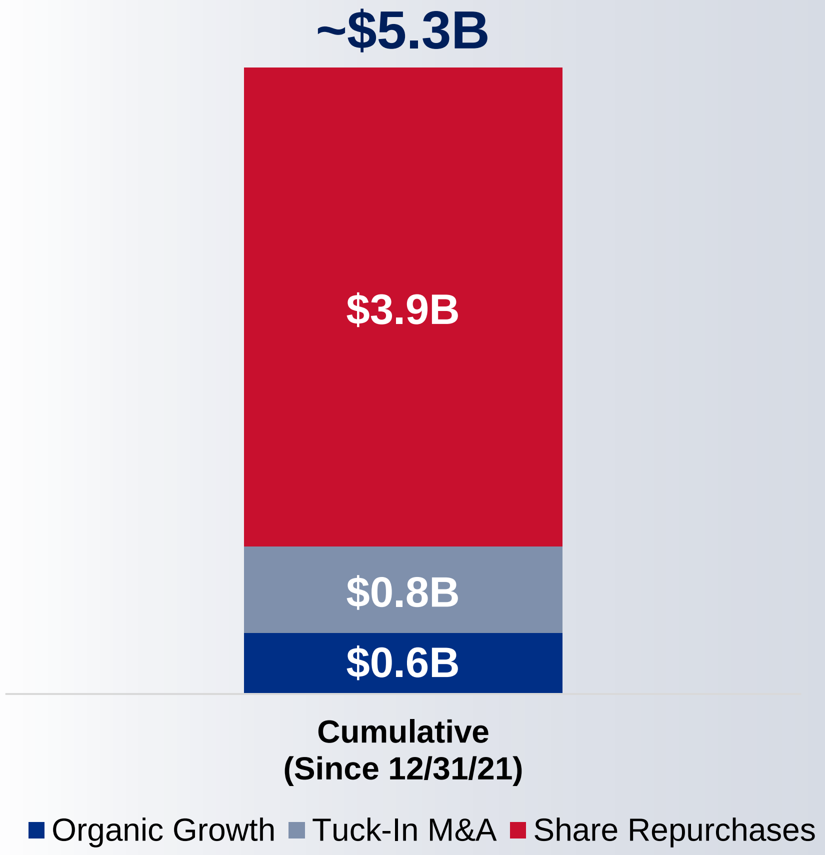
Progress Against Deployable Capital Goal

2021 Investor Day Goal

$7B - $10B

DEPLOYABLE CAPITAL

(2022 – 2025)



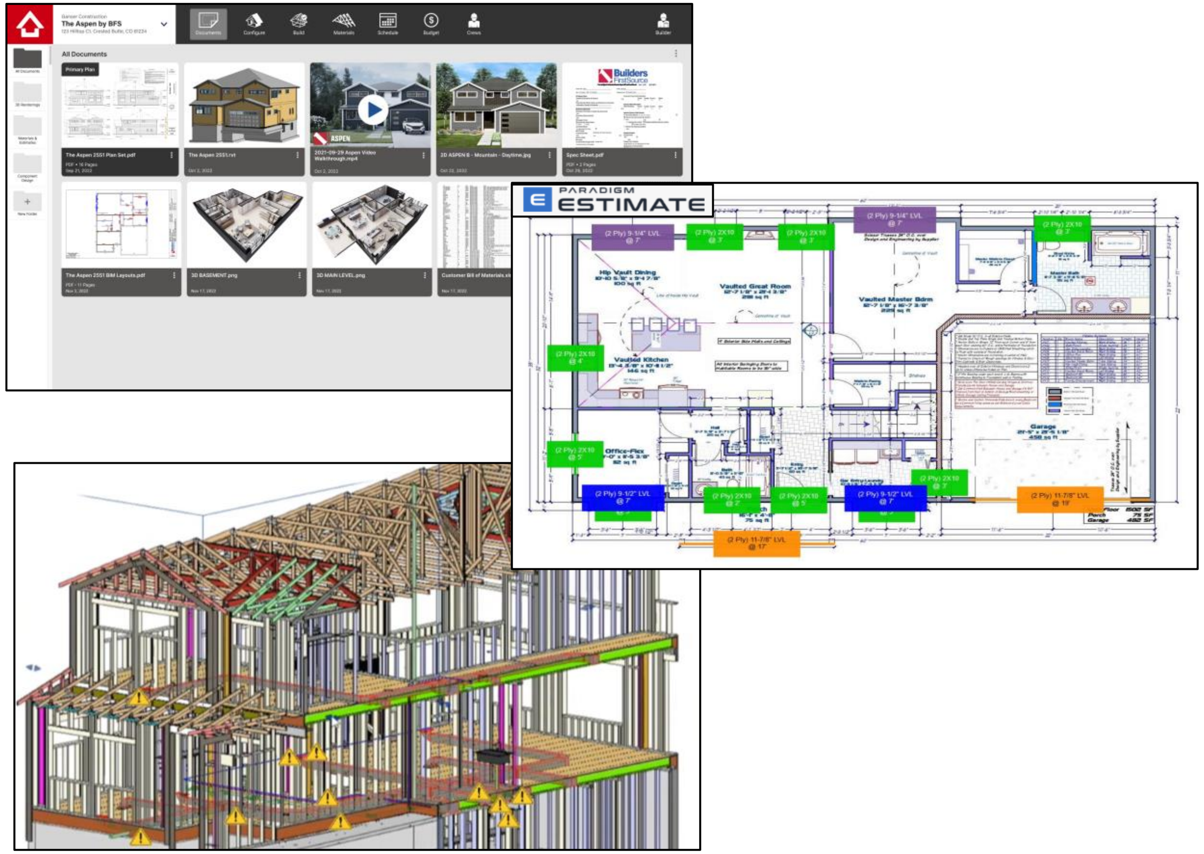
Deployed ~$5.3B since 12/31/21:

- ✓ **$3.9B** deployed to repurchase common shares
- ✓ **$0.8B** deployed on 10 acquisitions to expand our footprint into high-growth geographies and enhance our value-added offerings
- ✓ **$0.6B** allocated to ROI-generating growth investments focused on digital and automation

On Track to Deliver on Deployable Capital Goal by 2025

Digital Adoption is Beginning to Taking Hold

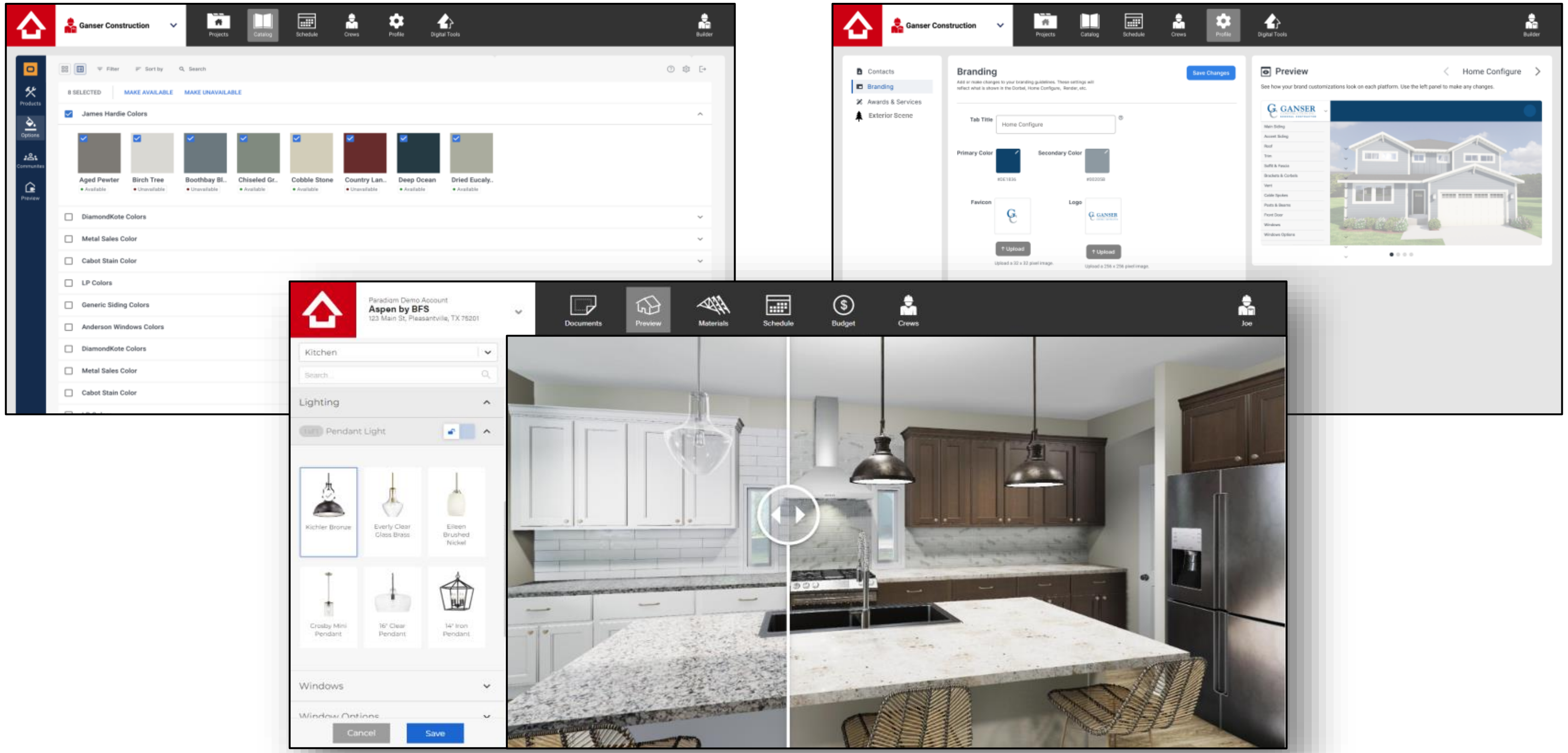
- Direct access to the myBLDR.com customer portal established in Q2; enhances ability to sell our digital services to more customers
  - Serves as an entry point to our collaborative project management platform
  - Combines Paradigm's next generation estimating technology with our 3D Home Configuration model
- Digital Tools offer our customers more control over their design, cost estimating, and building process, ultimately saving both our customers and their clients time and money
- Completed 13,000 automated take-offs from customer plans on our Paradigm technology in the first half of 2023, up 250% from 2022
- Roll-out schedule on track as we continue to gain momentum in Digital Tools orders and new pipeline opportunities

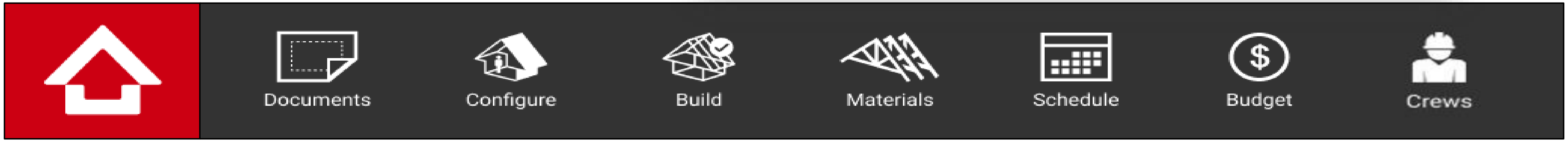


Digital Transformation of Homebuilding Industry is a $1B Opportunity to BFS

Digital Solutions: myBLDR.com

- ✓ A collaborative project management platform for homebuilders
  - ✓ Ongoing release of new features and enhancements to the user experience
  - ✓ Increased investment in BFS adoption and external marketing as our path to customer acquisition
  - ✓ Technology development milestones on track
  - ✓ Aligned on expectations for “full product launch” capabilities expected at the end of this year
  - ✓ Continuing to gain feedback from the customer pilot of our Home Configure solution (our 3D virtual application that allows a user to configure a home)



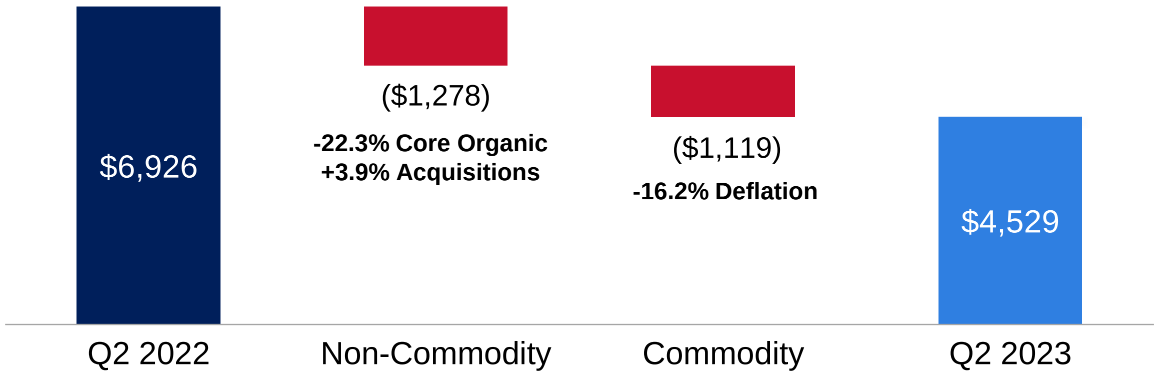


Q2 2023 Financial Update

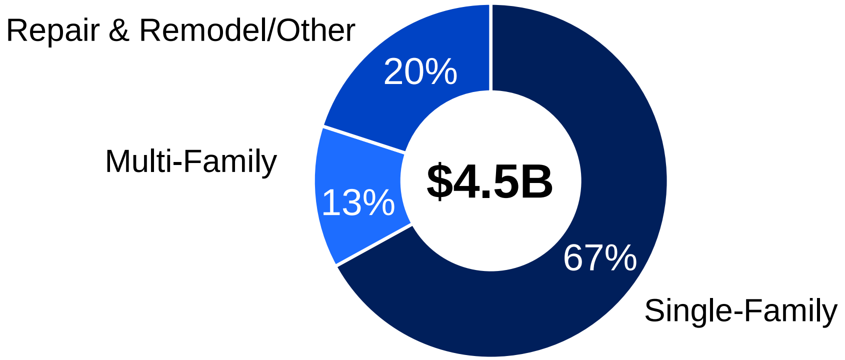
Core Organic Sales Highlights

- Single-Family: -31.0% as Single-Family housing demand has slowed
- Multi-Family: +29.6% driven by a strong rental market and resulting backlog
- R&R/Other: +4.6% through increased sales focus and capacity versus prior year

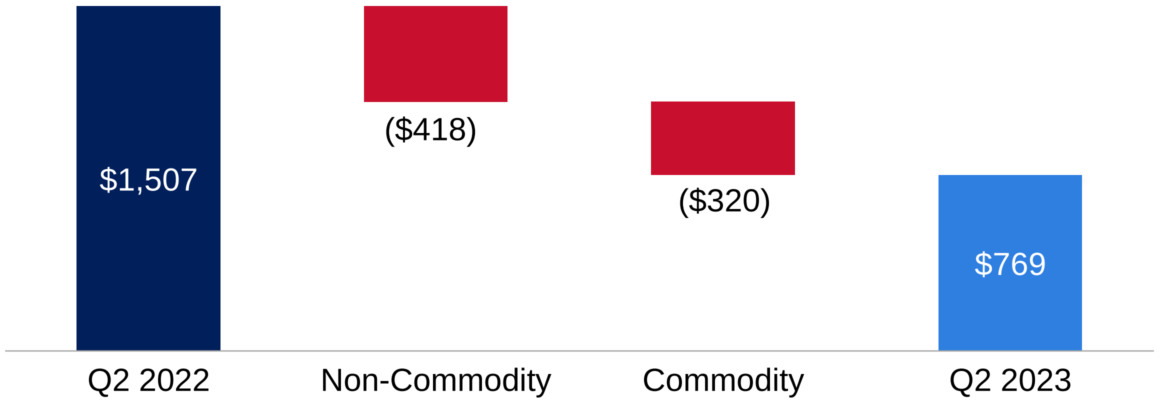
Net Sales ($M) Bridge (Q2 2022 vs. Q2 2023)



Q2 2023 Net Sales Mix by End Market



Adjusted EBITDA[1] ($M) Bridge (Q2 2022 vs. Q2 2023)



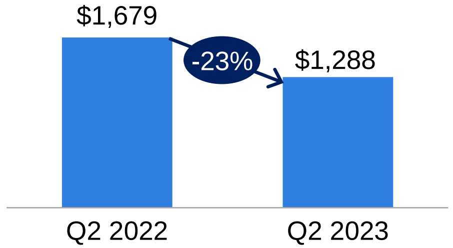
1) Adjusted EBITDA, Adjusted EBITDA margin and Adjusted EPS are non-GAAP financial measures. See the non-GAAP Financial Measures slide in this presentation for a definition thereof and a discussion of certain matters regarding non-GAAP guidance

Broad Resiliency Across Value-Added Portfolio

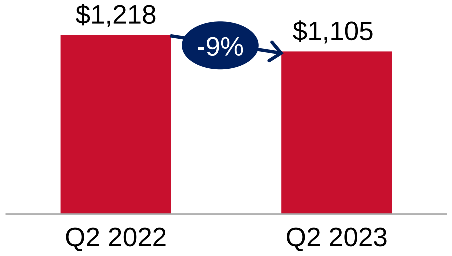
Net Sales ($M) by Product Category (Q2 2022 vs. Q2 2023)

Value-Added Products

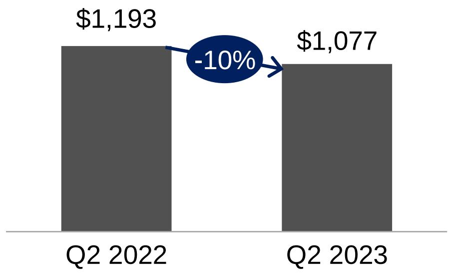
Manufactured Products



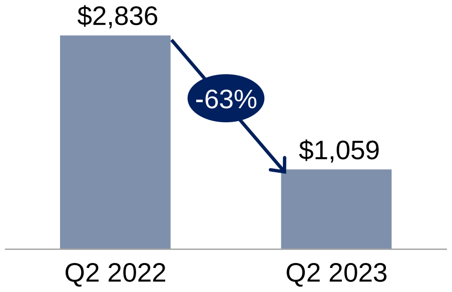
Windows, Doors & Millwork



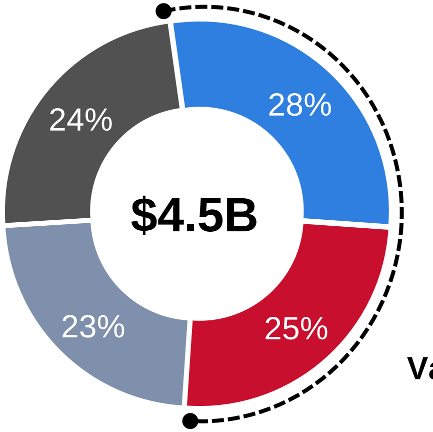
Specialty Building Products & Services



Lumber & Lumber Sheet Goods



Q2 2023 Net Sales Mix by Product Category



- Manufactured Products
- Windows, Doors & Millwork
- Specialty Building Products & Services
- Lumber & Lumber Sheet Goods

Value-Added Product Mix: 53%

Core Organic Sales[1] Highlights

- **Value-Added Core Organic Sales decreased ~20%**
- Manufactured Products decreased ~26%
- Windows, Doors & Millwork decreased ~11%

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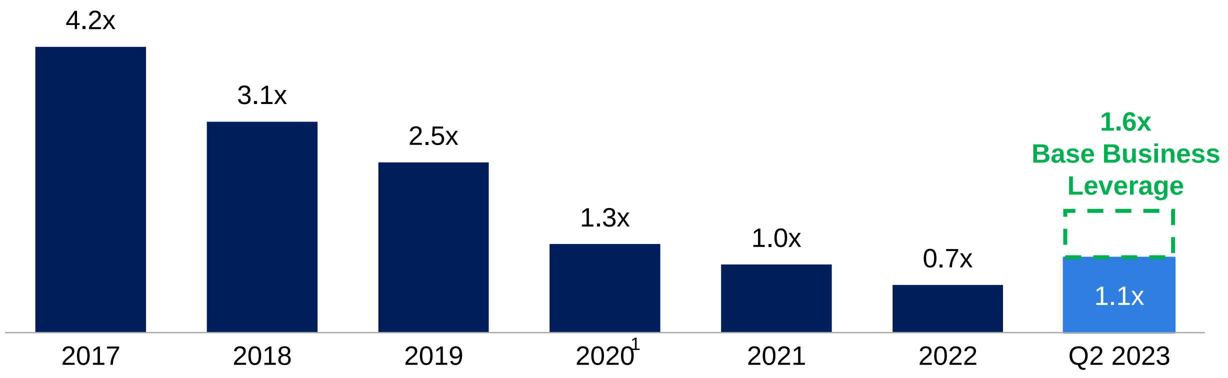
1) Core Organic Sales refers to revenue generated from the core business, excluding revenue from commodities and acquisitions

Strong Balance Sheet and Ample Liquidity Provide Financial Flexibility

Balanced Capital Allocation Priorities

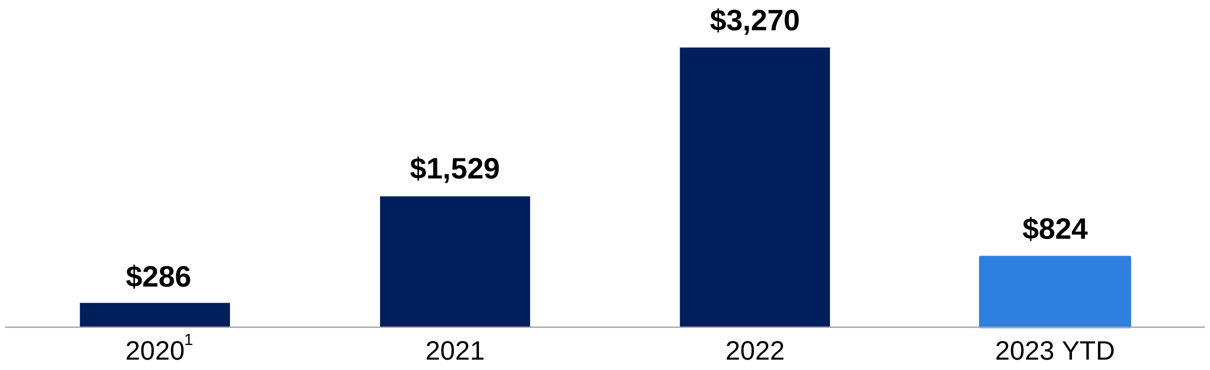
1. Maintain a strong balance sheet
2. Reinvest in business to drive growth and productivity
3. Continue tuck-in M&A strategy
4. Return capital to shareholders

Low Net Leverage Profile



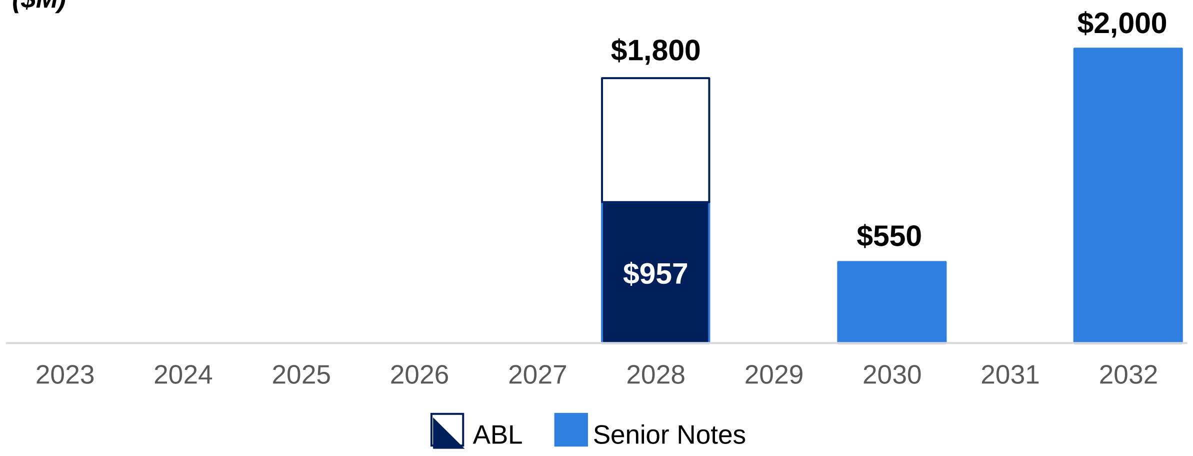
Strong Free Cash Flow

($M)



Weighted Average Debt Maturity of ~7 Years[2]

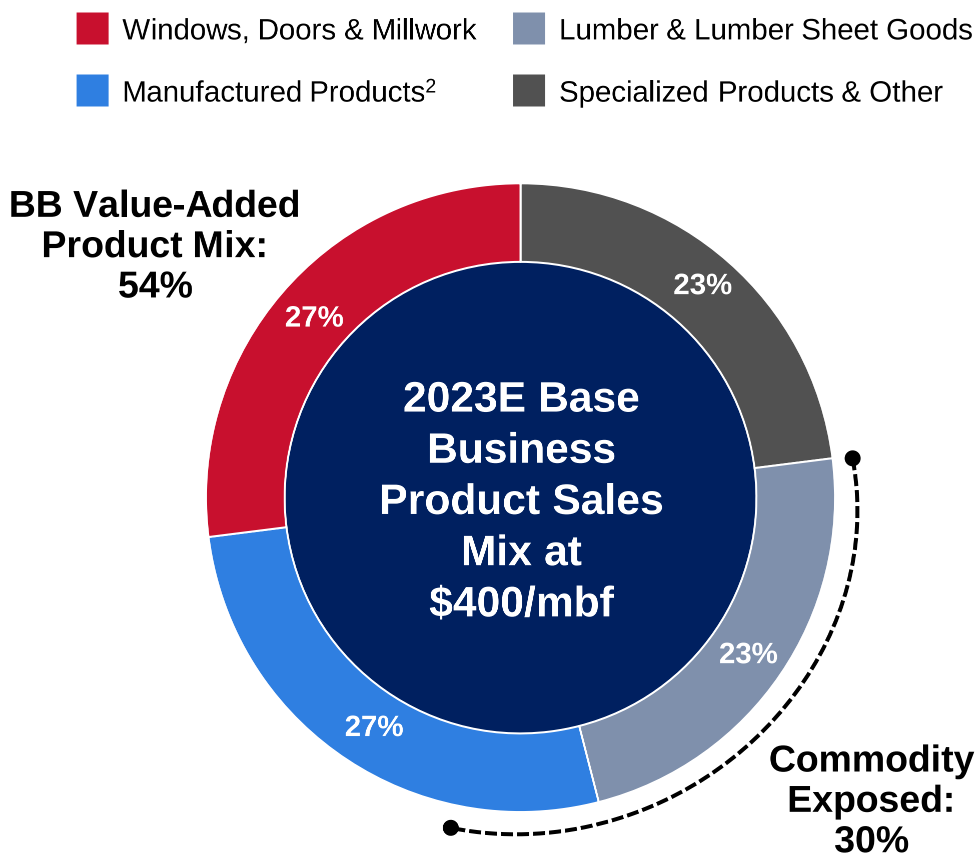
($M)



1) Pro forma as of 12/31/2020. Net Leverage calculated as principal value of debt and lease obligations less cash and cash equivalents divided by LTM Adjusted EBITDA.
2) Excludes finance leases and other finance obligations. Solid shading on ABL reflects drawn portion only. 2032 balance includes $1.3B of 4.25% and $0.7B of 6.375% notes

Base Business[1] Performance Aligned with Long Term Plan

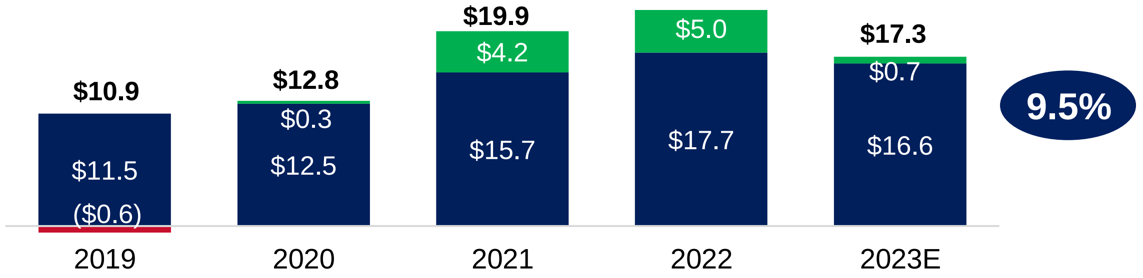
70% of BFS's Base Business[1] is Non-Commodity



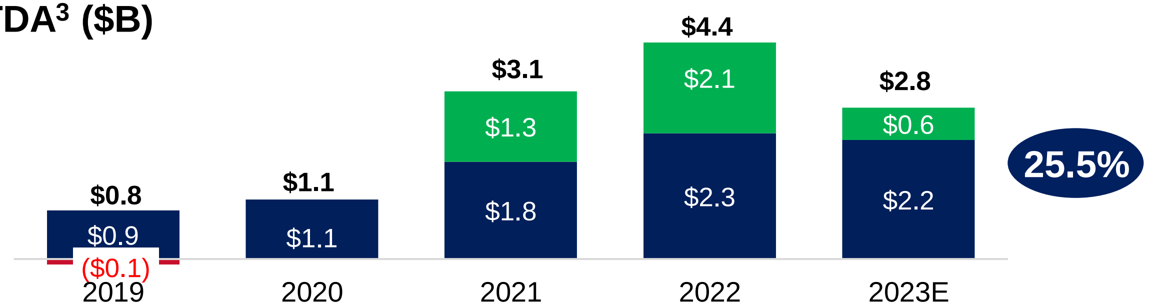
Majority of EBITDA Growth is Driven by Value-Added Products and Sustainable Operations Improvement / Synergies

Base Business | Commodity <>$400mbf | Base Business CAGR

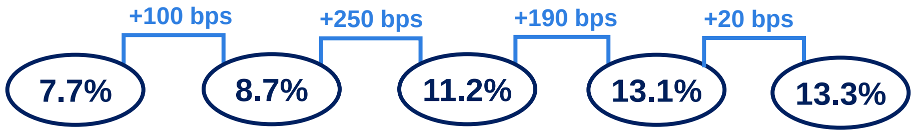
Sales ($B)



Adj. EBITDA[3] ($B)



Adj. EBITDA[3] Margin (On Base Business)



Double Digit Adj. EBITDA (net of lumber price effect)

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1) This estimate assumes $400/mbf lumber & sheet good pricing at normalized gross margins. Base Business is based on management estimates in order to provide investors with another method for evaluating our performance. Base Business should be considered in addition to results prepared in accordance with GAAP but should not be considered a substitute for or superior to GAAP results.
2) Commodity exposure in manufactured products represents an estimated 7% of 2023E net sales mix at $400/mbf.
3) Adjusted EBITDA and Adjusted EBITDA margin are Non-GAAP financial measures. See the non-GAAP Financial Measures slide in this presentation for a definition thereof and a discussion of certain matters regarding non-GAAP guidance.

2023 Outlook

2023 Full Year Financial Expectations		
Metrics	**Current Guidance**	**2022 Actual**
Base Business Sales[1]	**$16.6 billion**	$17.7 billion
Base Business Adjusted EBITDA[1]	**$2.2 billion**	$2.3 billion
Base Business Adjusted EBITDA margin[1]	**13.3%**	13.1%
Total Net Sales[2 3]	**$16.8 to $17.8 billion**	$22.7 billion
Gross Profit Margin[2 3]	**33% to 35%**	34.1%
Total Adjusted EBITDA[2 3]	**$2.6 to $2.9 billion**	$4.4 billion
Total Adjusted EBITDA Margin[2 3]	**15% to 17%**	19.3%
Free Cash Flow[3]	$1.6 to $2.0 billion	$3.3 billion
Capital Expenditures[4]	$400 to $450 million	$330 million
Interest Expense	$185 to $205 million	$198 million
Effective Tax Rate	23.0% to 25.0%	23.0%
Depreciation & Amortization Expense[5]	$550 to $600 million	$498 million

1) Assumes a $400/mbf commodity price for all periods and maintained for the full year.
2) Projected Net Sales, Gross Profit Margin, and Adjusted EBITDA include the expected net benefit of price, commodity, and margin impacts for full year 2023.
3) Assumes average commodity prices in the range of $400 to $450/mbf.
4) The capital expenditure expectation is net of proceeds from the sale of property, equipment, and real estate.
5) Depreciation expense forecast includes depreciation accounted for within cost of sales.

Adjusted EBITDA and Adjusted EBITDA margin are Non-GAAP financial measures. See the Non-GAAP Financial Measures slide in this presentation for a definition thereof and a discussion of certain matters regarding non-GAAP guidance.

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2023 Full Year Assumptions

2023 Full Year Assumptions		
Metrics	**Current Assumptions**	**Prior Assumptions**
Single-Family Starts Growth (BLDR geographies)	Down High Single-Digits to Low Double-Digits	N/A
Multi-Family Starts Growth (BLDR geographies)	Up Low Double-Digits	N/A
Repair & Remodel Growth (BLDR geographies)	Up Low-to-Mid-Single Digits	N/A
Productivity Savings	$110 to $150 million	$90 to $110 million
Selling Days	Unchanged	No change over 2022 *(Q1: +1, Q2: 0, Q3: -1, Q4: 0)*
Average Commodity Prices ($/mbf)	$400 to $450	N/A

Builders® FirstSource

Differentiated Market Leader Positioned for Above Market Growth & Expanding Profitability

- Market leader in a highly fragmented industry
- Growing portfolio of value-added products and solutions
- Strategic investment in value-added capacity, driving growth and margin expansion
- Exceptional geographic, customer, and end market diversity
- Focus on maintaining strong balance sheet and liquidity
- Solid cash flow generation and maintaining leverage
- Operational excellence and cost management initiatives driving gains in efficiency, productivity, and customer value
- Experienced and cycle-tested management team

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Appendix

Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS
(unaudited)

(in thousands, except per share amounts)	Three Months Ended June 30, 2023	Three Months Ended June 30, 2022	Six Months Ended June 30, 2023	Six Months Ended June 30, 2022
Net sales	$ 4,528,890	$ 6,926,259	$ 8,412,204	$ 12,607,391
Cost of sales	2,933,944	4,514,112	5,445,858	8,362,870
Gross margin	1,594,946	2,412,147	2,966,346	4,244,521
Selling, general and administrative expenses	1,017,874	1,046,279	1,922,091	2,014,847
Income from operations	577,072	1,365,868	1,044,255	2,229,674
Interest expense, net	53,016	70,715	95,124	112,029
Income before income taxes	524,056	1,295,153	949,131	2,117,645
Income tax expense	119,437	307,944	210,726	490,795
Net income	$ 404,619	$ 987,209	$ 738,405	$ 1,626,850
Net income per share:				
Basic	$ 3.19	$ 5.79	$ 5.59	$ 9.36
Diluted	$ 3.16	$ 5.75	$ 5.54	$ 9.27
Weighted average common shares:				
Basic	126,977	170,378	132,034	173,730
Diluted	128,066	171,549	133,247	175,525

Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS
(unaudited)

	Six Months Ended June 30,	
(in thousands)	**2023**	**2022**
Cash flows from operating activities:		
Net income	$ 738,405	$ 1,626,850
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	275,515	229,805
Deferred income taxes	(37,902)	(22,627)
Stock-based compensation expense	23,421	18,156
Other non-cash adjustments	804	29,286
Changes in assets and liabilities, net of assets acquired and liabilities assumed:		
Receivables	(179,946)	(637,115)
Inventories	77,277	(419,560)
Contract assets	(6,815)	(63,127)
Other current assets	25,652	(6,790)
Other assets and liabilities	(13,815)	3,035
Accounts payable	260,972	168,144
Accrued liabilities	(113,695)	160,794
Contract liabilities	(4,166)	40,219
Net cash provided by operating activities	1,045,707	1,127,070
Cash flows from investing activities:		
Cash used for acquisitions	(90,559)	(192,945)
Purchases of property, plant and equipment	(231,110)	(119,538)
Proceeds from sale of property, plant and equipment	9,858	5,395
Net cash used in investing activities	(311,811)	(307,088)
Cash flows from financing activities:		
Borrowings under revolving credit facility	2,801,000	3,599,000
Repayments under revolving credit facility	(2,108,000)	(3,353,000)
Proceeds from long-term debt and other loans	—	1,001,500
Repayments of long-term debt and other loans	(2,112)	(614,146)
Payments of debt extinguishment costs	—	(20,672)
Payments of loan costs	(1,897)	(15,816)
Exercise of stock options	473	434
Repurchase of common stock	(1,414,489)	(1,293,700)
Net cash used in financing activities	(725,025)	(696,400)
Net change in cash and cash equivalents	8,871	123,582
Cash and cash equivalents at beginning of period	80,445	42,603
Cash and cash equivalents at end of period	$ 89,316	$ 166,185

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Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEET
(unaudited)

(in thousands, except per share amounts)	June 30, 2023	December 31, 2022
ASSETS		
Current assets:		
Cash and cash equivalents	$ 89,316	$ 80,445
Accounts receivable, less allowances of $59,762 and $67,980, respectively	1,618,666	1,448,139
Other receivables	245,893	234,966
Inventories, net	1,362,250	1,426,196
Contract assets	190,514	183,700
Other current assets	98,578	124,201
Total current assets	3,605,217	3,497,647
Property, plant and equipment, net	1,676,244	1,567,631
Operating lease right-of-use assets, net	483,991	485,704
Goodwill	3,499,819	3,456,854
Intangible assets, net	1,412,377	1,550,944
Other assets, net	55,464	36,380
Total assets	$ 10,733,112	$ 10,595,160
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	$ 1,061,965	$ 803,479
Accrued liabilities	599,623	739,009
Contract liabilities	190,262	193,178
Current portion of operating lease liabilities	99,692	100,758
Current maturities of long-term debt	4,314	6,355
Total current liabilities	1,955,856	1,842,779
Noncurrent portion of operating lease liabilities	409,231	404,463
Long-term debt, net of current maturities, discounts and issuance costs	3,670,400	2,977,842
Deferred income taxes	231,758	269,660
Other long-term liabilities	123,807	137,850
Total liabilities	6,391,052	5,632,594
Commitments and contingencies (Note 11)		
Stockholders' equity:		
Preferred stock, $0.01 par value, 10,000 shares authorized; zero shares issued and outstanding	—	—
Common stock, $0.01 par value, 300,000 shares authorized; 125,032 and 138,864 shares issued and outstanding at June 30, 2023 and December 31, 2022, respectively	1,250	1,389
Additional paid-in capital	4,249,053	4,257,667
Retained earnings	91,757	703,510
Total stockholders' equity	4,342,060	4,962,566
Total liabilities and stockholders' equity	$ 10,733,112	$ 10,595,160

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Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES
Reconciliation of Adjusted Non-GAAP Financial Measures to their GAAP Equivalents
(unaudited)

(in millions)	Three Months Ended June 30, 2023	Three Months Ended June 30, 2022	Six Months Ended June 30, 2023	Six Months Ended June 30, 2022	Twelve Months Ended June 30, 2023
Reconciliation to Adjusted EBITDA:					
GAAP net income	$ 404.6	$ 987.2	$ 738.4	$ 1,626.9	$ 1,860.9
Acquisition and related expense	21.9	13.5	27.9	25.8	50.1
Technology implementation expense	16.0	2.1	26.1	4.5	50.6
Debt issuance and refinancing cost (1)	0.7	27.4	0.7	27.4	0.7
Amortization expense	84.8	70.1	169.4	135.8	336.2
Tax-effect of adjustments to net income	(29.6)	(27.1)	(53.8)	(46.4)	(105.0)
Adjusted net income	$ 498.4	$ 1,073.2	$ 908.7	$ 1,774.0	$ 2,193.5
Weighted average diluted common shares	128.1	171.5	133.2	175.5	
Diluted adjusted net income per share:	$ 3.89	$ 6.26	$ 6.82	$ 10.11	
Reconciling items:					
Depreciation expense	$ 54.1	$ 47.8	$ 106.1	$ 94.0	$ 206.6
Interest expense, net	52.3	43.3	94.4	84.6	180.8
Income tax expense	149.0	335.0	264.5	537.2	647.4
Stock compensation expense	12.4	9.3	23.4	18.2	36.6
Other management-identified adjustments (2)	2.6	(1.3)	3.4	(0.2)	4.4
Adjusted EBITDA	$ 768.8	$ 1,507.3	$ 1,400.5	$ 2,507.8	$ 3,269.3
Adjusted EBITDA margin	*17.0%*	*21.8%*	*16.6%*	*19.9%*	*17.6%*

(1) Costs associated with issuing and extinguishing long term debt in 2021 and 2022.
(2) Primarily relates to severance, gain on sale of assets, and other one-time costs.

Builders FirstSource®

Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES
Financial Data
(unaudited)

(in millions, except per share amounts)	**Three Months Ended June 30, 2023**	**Three Months Ended June 30, 2022**	**Six Months Ended June 30, 2023**	**Six Months Ended June 30, 2022**
Net sales	$ 4,528.9	$ 6,926.3	$ 8,412.2	$ 12,607.4
Cost of sales	2,934.0	4,514.2	5,445.9	8,362.9
Gross margin	1,594.9	2,412.1	2,966.3	4,244.5
Gross margin %	*35.2%*	*34.8%*	*35.3%*	*33.7%*
Adjusted SG&A/Other (excluding depreciation and amortization) as a % of sales (1)	*18.3%*	*13.0%*	*18.7%*	*13.8%*
Adjusted EBITDA	768.8	1,507.3	1,400.5	2,507.8
Adjusted EBITDA margin %	*17.0%*	*21.8%*	*16.6%*	*19.9%*
Depreciation expense	(54.1)	(47.8)	(106.1)	(94.0)
Interest expense, net of debt issuance cost and refinancing	(52.3)	(43.3)	(94.4)	(84.6)
Income tax expense	(149.0)	(335.0)	(264.5)	(537.2)
Other adjustments	(15.0)	(8.0)	(26.8)	(18.0)
Adjusted net income	$ 498.4	$ 1,073.2	$ 908.7	$ 1,774.0
Basic adjusted net income per share:	$ 3.93	$ 6.30	$ 6.88	$ 10.21
Diluted adjusted net income per share:	$ 3.89	$ 6.26	$ 6.82	$ 10.11
Weighted average common shares				
Basic	127.0	170.4	132.0	173.7
Diluted	128.1	171.5	133.2	175.5

(1) Adjusted SG&A and other as a percentage of sales is defined as GAAP SG&A less depreciation and amortization, stock compensation, acquisition, integration and other expenses.

Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES
Interest Reconciliation
(unaudited)

(in millions)	**Three Months Ended June 30, 2023** Interest Expense	**Three Months Ended June 30, 2023** Net Debt Outstanding	**Six Months Ended June 30, 2023** Interest Expense	**Six Months Ended June 30, 2023** Net Debt Outstanding
2032 Unsecured notes @ 4.25%	$ 13.8	$ 1,300.0	$ 27.6	$ 1,300.0
2032 Unsecured notes @ 6.375%	11.2	700.0	22.3	700.0
2030 Unsecured notes @ 5.00%	6.9	550.0	13.8	550.0
2027 Secured notes @ 6.75%	-	-	-	-
Revolving credit facility @ 7.00% weighted average interest rate	14.2	957.0	18.4	957.0
Amortization of debt issuance costs, discount and premium	1.2	-	2.3	-
Finance leases and other finance obligations	5.1	197.5	10.0	197.5
Debt issuance and refinancing cost	0.7	-	0.7	-
Cash	-	(89.3)	-	(89.3)
Total	$ 53.1	$ 3,615.2	$ 95.1	$ 3,615.2

(in millions)	**Three Months Ended June 30, 2023**	**Six Months Ended June 30, 2023**
Free Cash Flow		
Operating activities	$ 391.3	$ 1,045.7
Less: Capital expenditures, net of proceeds	(121.4)	(221.3)
Free cash flow	$ 269.9	$ 824.4

Builders FirstSource

Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES
Sales by Product Category
(unaudited)

	Three Months Ended June 30,				
	2023		2022		
(in millions)	Net Sales	% of Net Sales	Net Sales	% of Net Sales	% Change
Manufactured products	$ 1,288.1	28.4%	$ 1,678.6	24.2%	-23.3%
Windows, doors & millwork	1,105.2	24.4%	1,218.3	17.6%	-9.3%
Value-added products	2,393.3	52.8%	2,896.9	41.8%	-17.4%
Specialty building products & services	1,076.6	23.8%	1,193.2	17.2%	-9.8%
Lumber & lumber sheet goods	1,059.0	23.4%	2,836.2	40.9%	-62.7%
Total net sales	$ 4,528.9	100.0%	$ 6,926.3	100.0%	-34.6%

	Six Months Ended June 30,				
	2023		2022		
(in millions)	Net Sales	% of Net Sales	Net Sales	% of Net Sales	% Change
Manufactured products	$ 2,400.5	28.5%	$ 3,032.4	24.1%	-20.8%
Windows, doors & millwork	2,146.3	25.5%	2,244.2	17.8%	-4.4%
Value-added products	4,546.8	54.0%	5,276.6	41.9%	-13.8%
Specialty building products & services	1,930.8	23.0%	2,158.1	17.1%	-10.5%
Lumber & lumber sheet goods	1,934.6	23.0%	5,172.7	41.0%	-62.6%
Total net sales	$ 8,412.2	100.0%	$ 12,607.4	100.0%	-33.3%