TOLL BROTHERS, INC. LONG IDEA



Macro view

• Leading indicators: Leading indicators are strong, particularly so in the US even though building permits saw a drawback. Mixed comments with problems in the supply chain, labor shortage and inflation with higher commodity prices and labor shortage seem to be common themes across many industries as demand increases.

ISM Non-Manuf	dic-20	dic-20		ene-21 feb-21			mar-21		abr-21		may-21	
Retail Trade	Growth	12	Contraction	-2	Growth	9	Growth	3	Growth	9	Growth	18
Wholesale Trade	Growth	13	Growth	12	Growth	16	Growth	17	Growth	16	Growth	17
Construction	Growth	2	Growth	13	Growth	14	Growth	14	Growth	14	Growth	16
Arts, Entertainment & Recreation	Contraction	-4	Contraction	-4	Growth	13	Growth	18	Growth	17	Growth	15
Transportation & Warehousing	Growth	10	Growth	10	Growth	15	Growth	10	Growth	10	Growth	14
Real Estate, Rental & Leasing	Contraction	-1	Growth	14	Contraction	-1	Growth	11	Growth	13	Growth	13
Mining	Growth	4	Growth	4	Growth	1	Growth	16	Growth	6	Growth	12
Finance & Insurance	Growth	9	Growth	11	Growth	7	Growth	8	Growth	7	Growth	11
Management of Companies & Support Service	Growth	14	Growth	8	Growth	6	Growth	15	Growth	15	Growth	10
Utilities	Growth	8	Contraction	-1	Growth	11	Growth	7	Growth	12	Growth	9
Other Services	Contraction	-2	Growth	5	Growth	2	Growth	1	Growth	8	Growth	8
Information	Growth	6	Growth	1	Growth	5	Growth	4	Growth	2	Growth	7
Accommodation & Food Services	Contraction	-3	Growth	6	Growth	17	Growth	12	Growth	1	Growth	6
Health Care & Social Assistance	Growth	11	Growth	9	Growth	10	Growth	6	Growth	5	Growth	5
Agriculture, Forestry, Fishing & Hunting	Growth	7	Growth	7	Growth	4	Growth	13	Contraction	-1	Growth	4
Public Administration	Growth	3	Growth	2	Growth	12	Growth	9	Growth	11	Growth	3
Professional, Scientific & Technical Services	Growth	5	Growth	3	Growth	8	Growth	5	Growth	4	Growth	2
Educational Services	Growth	1	Contraction	-3	Growth	3	Growth	2	Growth	3	Growth	1

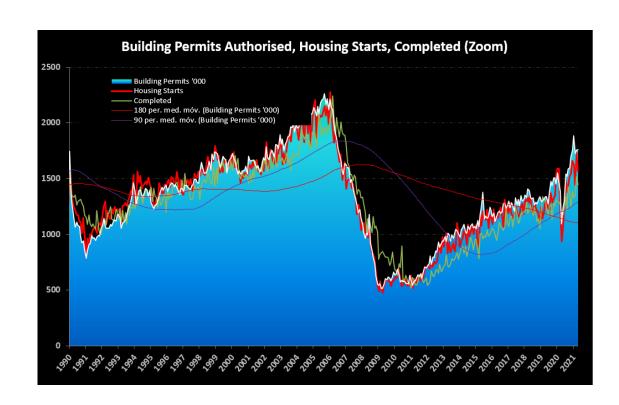
Macro view

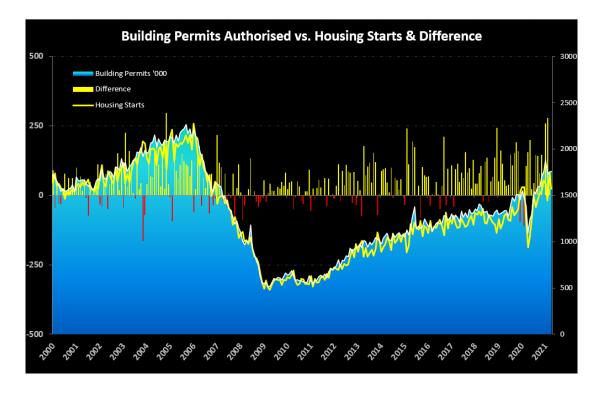
• Comments in the construction sector indicate **higher demand** but are also reflecting these **challenges previously outlined**, mainly the **labor** part.

		"We are still busy and adding employees. One of the biggest concerns now is shortages of
	may-21	crucial material and equipment. Metal coils for production are especially scarce.
	illay-21	Equipment and material suppliers have been raising prices since the first of the year. We
		hear of a new increase almost daily." [Construction]
		"Consistent with the past year, labor continues to be the biggest issue we are facing.
	abr-21	Finding and retaining labor — skilled and unskilled — is highly challenging and
	abi-21	frustrating. As the challenges continue, we are not accepting all the work that we could if
Construction		we had the labor." (Construction)
	mar-21	"Residential new home construction demand continues to outpace supply. Building material delays, discontinuations and shortages are beginning to develop. Shipping delays at the L.A. and Long Beach ports have contributed to longer lead times. Cold weather in Texas has hurt several component manufacturers for building materials. We have encountered the 'perfect storm' for building material shortages and price increases." (Construction)
	feb-21	"Sales of residential real estate continue to be strong, even outstripping supply. Cost inflation in building materials seen as shortages develop from sporadic COVID-19 closures at manufacturing facilities. Port congestion on the West Coast [and] winter weather in Canada closing mills and restricting truck shipping are contributing to product shortages nationwide." (Construction)

Macro view

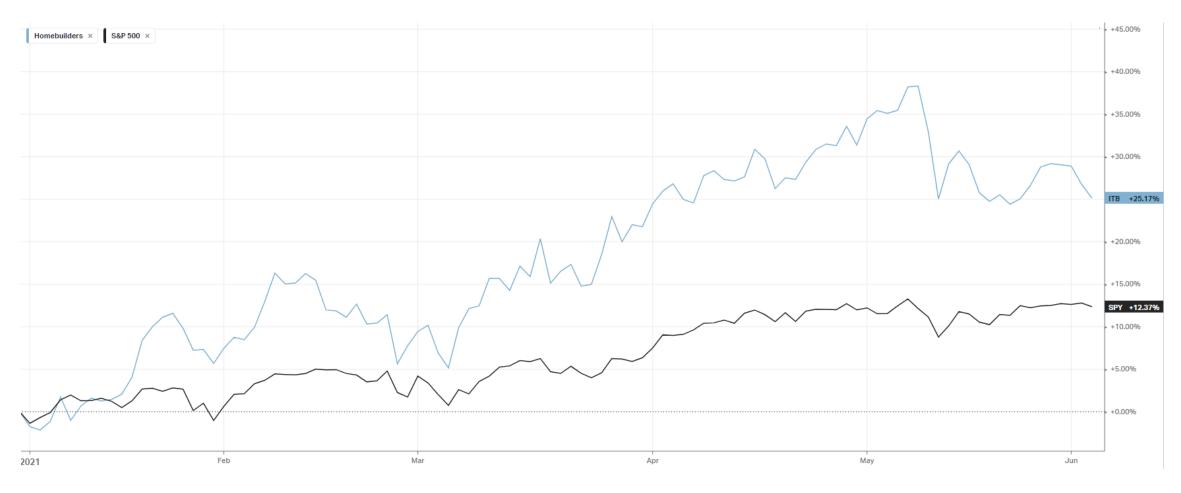
• Using **building permits** as a leading indicator, we can see that there has been consistent growth for several years and we're above pre-covid levels.





Top-Down Analysis

• Within the construction sector, **the homebuilding industry** is performing quite well

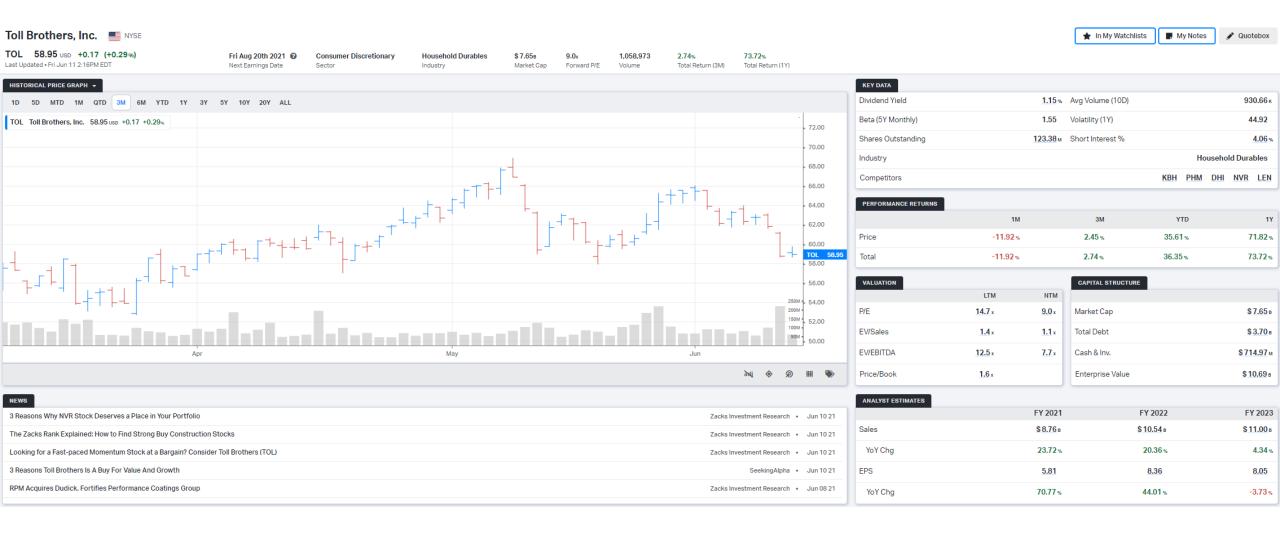


Top-Down Analysis

• Toll Brothers (TOL) is trading at a **premium** to the sector, with PE and Forward PE + EPS Growth above industry levels.

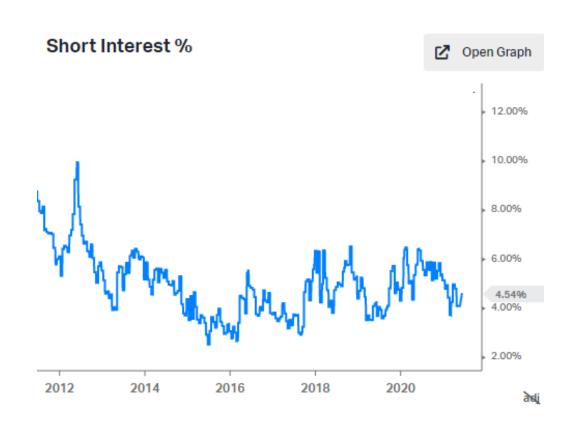
Ticker		EPS FY3	▼ E(G F1 🔻 E	G F2 ↓	EG F3	PE FY1 ▼ P	E FY2 ▼ PE FY	3 ▼ PI	EG F1 🔻 PE	G F2 ▼ I
TOL	Toll Brothers Inc		7.22	70.74%	43.07%	-13.02%	10.90	7.62	8.76	0.15	0.18
MTH	Meritage Homes Corp	1	5.68	33.66%	17.44%	-9.19%	7.10	6.04	6.65	0.21	0.35
MDC	MDC Holdings Inc	NULL		59.92%	14.10%	NaN	6.86	6.01 NaN		0.11	0.43
NVR	NVR Inc	NULL		40.04%	13.80%	NaN	14.93	13.12 NaN		0.37	0.95
KBH	KB Home		6.88	86.67%	13.77%	3.49%	7.87	6.92	6.69	0.09	0.50
GRBK	Green Brick Partners Inc	NULL		49.11%	13.62%	NaN	7.22	6.36 NaN		0.15	0.47
TMHC	Taylor Morrison Home Corp	NULL		155.15%	13.01%	NaN	6.00	5.31 NaN		0.04	0.41
PHM	Pultegroup Inc	1	0.02	50.19%	12.72%	14.20%	7.32	6.49	5.69	0.15	0.51
DHI	D R Horton Inc	1	2.75	63.59%	12.28%	8.28%	8.83	7.86	7.26	0.14	0.64
CCS	Century Communities Inc	NULL		89.97%	10.69%	NaN	6.63	5.99 NaN		0.07	0.56
MHO	M/I Homes Inc	NULL		32.41%	10.08%	NaN	6.05	5.50 NaN		0.19	0.55
TPH	Tri Pointe Homes Inc (Delaware)	NULL		51.77%	9.18%	NaN	7.11	6.51 NaN		0.14	0.71
LGIH	LGI Homes Inc	NULL		19.74%	2.62%	NaN	11.32	11.03 NaN		0.57	4.21
ABR	Arbor Realty Trust Inc		1.75	35.28%	1.05%	-9.21%	9.73	9.63	10.61	0.28	9.18
LEN	Lennar Corp	1	2.69	45.21%	-0.41%	11.81%	8.47	8.51	7.61	0.19	-20.71
							8.25	7.52			

Company Overview



Company Overview

• The company's short interest rate is at 4.5% and with no anomalies in Institutional holdings



440 Institutional Holders 109,951,380 Total Shares Held

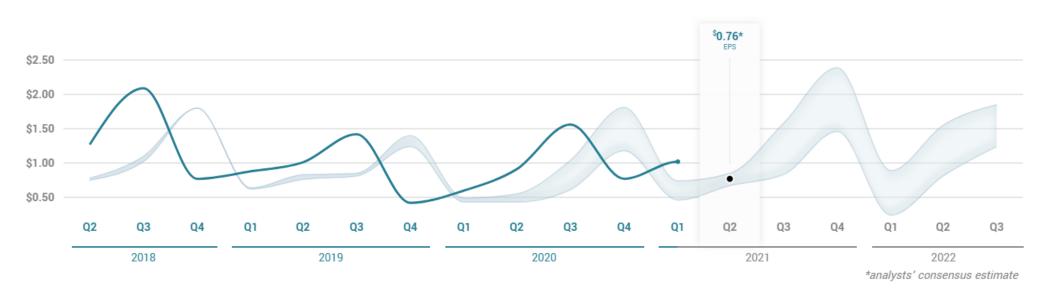
OWNER NAME	DATE	SHARES HELD	CHANGE (SHARES)	CHANGE (%)	VALUE (IN 1,000S) ▼
BLACKROCK INC.	03/31/2021	15,448,759	2,969,973	23.8%	\$908,078
CAPITAL WORLD INVESTORS	03/31/2021	13,488,670	946,266	7.545%	\$792,864
VANGUARD GROUP INC	03/31/2021	10,053,174	-33,472	-0.332%	\$590,926
FMR LLC	03/31/2021	8,341,752	-1,614,509	-16.216%	\$490,328
GREENHAVEN ASSOCIATES INC	03/31/2021	5,355,780	-2,327	-0.043%	\$314,813
MASSACHUSETTS FINANCIAL SERVICES CO /MA/	03/31/2021	4,017,060	-59,294	-1.455%	\$236,123
STATE STREET CORP	03/31/2021	3,829,407	101,975	2.736%	\$225,093
DIMENSIONAL FUND ADVISORS LP	03/31/2021	3,635,450	-143,914	-3.808%	\$213,692
BANK OF NEW YORK MELLON CORP	03/31/2021	3,491,448	55,285	1.609%	\$205,227
EMINENCE CAPITAL, LP	03/31/2021	2,022,357	-752,804	-27.126%	\$118,874
SOUTHPOINT CAPITAL ADVISORS LP	03/31/2021	1,900,000	1,450,000	322.222%	\$111,682
JPMORGAN CHASE & CO	03/31/2021	1,882,225	37,246	2.019%	\$110,637
CAPITAL INTERNATIONAL INVESTORS	03/31/2021	1,808,615	1,400,431	343.088%	\$106,310
LSV ASSET MANAGEMENT	03/31/2021	1,737,659	-58,550	-3.26%	\$102,140
GOLDMAN SACHS GROUP INC	03/31/2021	1,515,722	-996,930	-39.676%	\$89,094

Company Overview: Description

• **Toll Brothers, Inc.** designs, builds, markets, sells, and arranges finance for detached and attached homes in **luxury residential communities** in the United States. The company operates in two segments, Traditional Home Building and City Living.



Quantitative analysis



	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Q2 2021
Diluted EPS	\$2.18	\$3.17	\$4.85	\$4.03	\$3.40	\$1.01

Yearly Earnings Forecast

Fiscal Year End	Consensus EPS* Forecast	High EPS* Forecast	Low EPS* Forecast	Number Of Estimates	Over The Last 4 Weeks Number Of Revisions - Up	Over The Last 4 Weeks Number Of Revisions - Down
Oct 2021	5.74	6.04	5.46	5	5	0
Oct 2022	8.21	8.98	7.73	5	5	0

Quantitative analysis

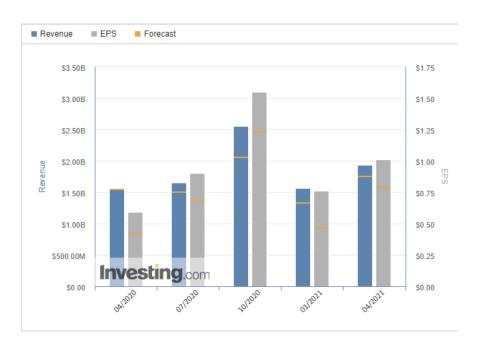
• **Top-line and bottom-line** secular growth, consistently beating estimates

Earnings Growth

SALES EBITDA EBIT EPS EPS GAAP				
	FY 2020	FY 2021	FY 2022	FY 2023
1Q Jan	0.41	0.76	1.19	1.64
2Q Apr	0.59	1.01	1.72	-
3Q Jul	0.90	1.54	2.29	-
4Q Oct	1.55	2.46	3.21	-
Year	-	5.81	8.36	8.05
Growth	-	70.77%	44.01%	-3.73%

Revenue Growth

SALES EBITDA EBIT EPS EPS GA	AP			
	FY 2020	FY 2021	FY 2022	FY 2023
1Q Jan	\$ 1.33в	\$ 1.56 _B	\$ 1.90 _B	\$2.48 _B
2Q Apr	\$ 1.55в	\$1.93 _B	\$ 2.33в	-
3Q Jul	\$ 1.65в	\$2.268	\$2.80a	-
4Q Oct	\$ 2.55 ₈	\$ 3.02в	\$ 3.49в	-
Year	-	\$8.76 _B	\$ 10.54 _B	\$11.00 _B
Growth	-	23.72%	20.36%	4.34%



Release Date	Period End	EPS / Forecast	Revenue / Forecast
Aug 24, 2021	07/2021	/ 1.55	/ 2.29B
May 25, 2021	04/2021	1.01 / 0.7991	1.93B / 1.77B
Feb 23, 2021	01/2021	0.76 / 0.473	1.56B / 1.35B
Dec 07, 2020	10/2020	1.55 / 1.24	2.55B / 2.08B
Aug 25, 2020	07/2020	0.9 / 0.69	1.65B / 1.52B
May 27, 2020	04/2020	0.59 / 0.43	1.55B / 1.56B

Qualitative analysis: Pricing and operational leverage

• **EBITDA** is growing twice as fast as **sales** reflecting good operational leverage.

SALES EBITDA EBIT EPS EPS G	AAP			
	FY 2020	FY 2021	FY 2022	FY 2023
1Q Jan	\$ 1.33 _B	\$1.56 _B	\$ 1.90 _B	\$2.48 _B
2Q Apr	\$ 1.55 _B	\$1.93 _B	\$2.33 _B	-
3Q Jul	\$ 1.65 _B	\$2.26 _B	\$2.80 _B	-
4Q Oct	\$ 2.55 _B	\$3.02в	\$3.49в	-
Year	-	\$8.76в	\$10.54 _B	\$11.00 _B
Growth	-	23.72%	20.36%	4.34%
SALES EBITDA EBIT EPS EPS G	AAP			
	FY 2020	FY 2021	FY 2022	FY 2023
1Q Jan	\$114.97м	\$180.71 _M	\$249.20м	-
2Q Apr	\$173.16м	\$232.38 _M	\$314.20м	-
3Q Jul	\$218.26м	\$334.73м	\$461.60м	-
4Q Oct	\$387.53м	\$496.09м	\$556.90м	-
Year	-	\$1.31 _B	\$ 1.63в	\$1.81 _B
Growth	-	46.04%	25.08%	11.10%

Qualitative analysis: Pricing and operational leverage

• **Gross Margins** have been increasing and are expected to keep increasing at accelerated pace.

	Current	Apr 2021	Jan 2021	Oct 2020	Jul 2020	Apr 2020	Jan 2020	Oct 2019	Jul 2019	Apr 2019	Jan 2019	Oct 2018	Jul 2018
Gross Profit (Loss)	1,	627	1,627	1,537	474 1,	1,533	1,574	1,602	1,546	1,588	1,545	1,632	1,420
Gross Margin	2	1.15%	21.15%	21.03% 2).82% 21	.52% 21.829	21.89	6 22.18%	21.17%	21.33%	21.08%	22.85%	21.15%

Christopher Kalata ANALYST

Understood. And I know you guys said you didn't want to provide '22 guidance. But I know last quarter, you guys spoke to expecting gross margins above 25% in the first half of the year, given the strength and the exit rates expected this year. A

Martin Connor EXECUTIVE

I think in the prepared remarks, I mentioned that our -- the math leads you to 25.4% as the gross margin for our fourth guarter, and we expect it to be higher than that in 2022.

Qualitative analysis: Pricing and operational leverage

They manifest a clear strategy around mitigating rising costs and improving operational efficiency

OPERATIONAL EFFICIENCIES THROUGH INNOVATION

TOLL INTEGRATED SYSTEMS PANEL & TRUSS PLANT

- Manufactures & distributes panels, trusses, trim, doors, millwork, & windows
- Supplied components for 35% of our homes in FY 2020
- · Improves timeline & quality; reduces costs, waste, & dependence on labor
- 4 East Coast plants serving Boston to Charlotte

USING STEEL FRAMING AS AN ALTERNATIVE TO LUMBER

- Building our first communities in urban Atlanta and Nashville market with steel framing instead of wood
- With rising lumber costs, steel framing is an attractive alternative
- · Many other benefits to using steel
- · First projects are in Toll Brothers Mid-Atlantic region

This quarter, our buyers added on average \$162,000 or approximately 24% of the base price in lot premiums options and upgrades. This is up from our long-term average of about 21%. These features and upgrades are generally accretive to gross margin. While the strength in the housing market has been well documented, so to a cost increases for materials, such as lumber and copper. To date, we have been able to more than offset these cost pressures with price increases and our gross margin projections for this year and next reflect our confidence in our ability to continue managing costs. At quarter end, we owned or optioned approximately 74,500 lots. Our strong land position provides a

With new home demand far outstripping supply, we have been able to push prices, which has more than offset cost increases. We are intensely focused on our construction budgets and managing building costs. Before we build any of our homes, we have contracts in place for substantially all of our components and trades and we developed conservative budgets that include a significant contingency on top of our contracted cost. When input costs rise and our trade request price increases, our first priority is to protect the margin of the homes in

Second quarter adjusted gross margin was 24.4% and compared to 22.9% in fiscal year 2020 second quarter and 100 basis points better than projected. The outperformance was due primarily to pricing power, higher-margin option sales, favorable mix, operational efficiencies and cost controls. Looking forward, we are now projecting adjusted gross margin for full year 2021 of 24.6%, up 30 basis points from prior guidance. Despite recent increases in material and labor costs, led by lumber prices, we are confident in our adjusted gross margin projection for the second half of fiscal year 2021 and our ability to further expand it in fiscal year 2022.

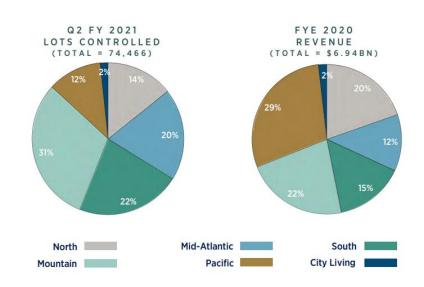
Qualitative analysis - Revenue

 Most of their revenue and growth come from Traditional home building, with particular strength in North and Mountain, but overall diversified across geographies

	Three months ended April 30,				Six months ended April 30,			
		2021		2020		2021		2020
Revenues:								
Traditional Home Building:								
North	\$	390,665	\$	296,023	\$	703,304	\$	550,082
Mid-Atlantic		218,291		192,900		382,275		355,376
South		280,176		230,860		497,060		414,490
Mountain		431,850		337,504		809,827		600,600
Pacific		458,605		423,292		789,763		818,648
Traditional Home Building		1,779,587		1,480,579		3,182,229		2,739,196
City Living		57,985		36,772		65,778		76,607
Corporate and other		(1,312)		(1,117)		(1,043)		(2,232)
Total home sales revenues		1,836,260		1,516,234		3,246,964		2,813,571
Land sales and other revenues		93,864		32,838		246,536		66,932
Total revenues	\$	1,930,124	\$	1,549,072	\$	3,493,500	\$	2,880,503
Income (loss) before income taxes:	_				=		=	
Traditional Home Building:								
North	\$	39,220	S	16,996	\$	58.102	S	19,527
Mid-Atlantic	J.	23,967	J	(155)	Þ	42,780	J.	6,833
South		38,268		20,113		59,751		29,190
Mountain		52,080		33,199		88.093		50,784
Pacific		74,167		67,737		121,721		131,059
Traditional Home Building	_	227,702	_	137,890	_	370,447	_	237,393
City Living (1)		12,480		8,698		45,172		18,247
Corporate and other		(70,356)		(44,475)		(118,388)		(87,595)
Total	\$	169,826	S	102,113	\$	297,231	\$	168,045
20112	_	105,020	Ť	102,115	Ť	251,251	Ž	100,045

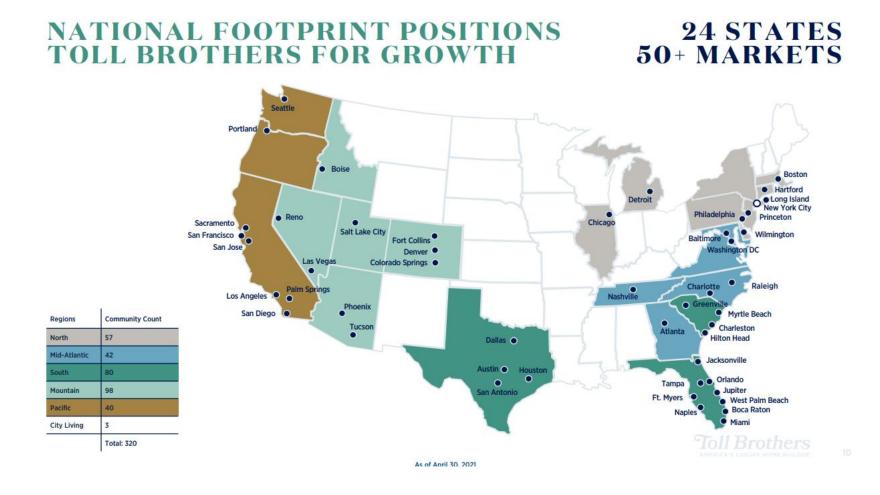
⁽¹⁾ In the first quarter of fiscal 2021, we sold certain commercial assets associated with our Hoboken, New Jersey condominium projects for \$82.4 million which is included in Land sales and other revenues above. City Living recognized net gains of \$38.3 million from these sales.

GEOGRAPHICALLY DIVERSIFIED PORTFOLIO



Quantitative analysis: Growth outlook - Demographics

Well-diversified across states with good demographic trends



Quantitative analysis: Growth outlook - Aquisitions

• History of multiple acquisitions has also contributed to accelerated growth in the last two years.

HOME BUILDER ACQUISITIONS SPUR GROWTH

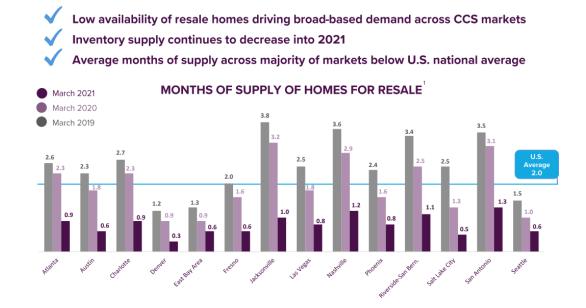
IN ADDITION TO STARTING MULTIPLE DE NOVO DIVISIONS, WE HAVE ACCELERATED OUR EXPANSION THROUGH ACQUISITIONS.

TOLL BROTHERS HAS MADE 13 HOME BUILDER ACQUISITIONS SINCE 1995						
Keller Homes	Colorado Springs, Colorado	2020				
Thrive Residential	Nashville, Tennessee & Atlanta, Georgia 2020					
Sabal Homes	South Carolina	2019				
Sharp Residential	Atlanta, Georgia	2019				
Coleman Homes	Boise, Idaho	2016				
Shapell Homes	Coastal Northern and Southern California	2014				
Cam West Development LLC	Seattle, Washington	2011				
Landstar Homes	Central Florida	2005				
The Manhattan Building Company	Northern New Jersey, Urban High-Rise	2003				
Richard R. Dostie	Jacksonville, Florida	2003				
Silverman Homes	Metro Detroit, Michigan	1999				
Coleman Homes	Las Vegas, Nevada	1998				
Geoffrey H. Edmunds	Scottsdale, Arizona	1995				

Quantitative analysis: Growth outlook

Structural shortage of homes provides a great growth opportunity

From a macro perspective, there are additional factors at play supporting demand, the most compelling being the severe lack of inventory for single-family homes. There is a structural shortage of homes in the U.S. and past under-building is a key reason for today's remarkable demand environment. A significant presence of large institutional investors purchasing single-family homes for the rental market has further constrained supply and depleted inventory available for purchase. According to recent analysis by Freddie Mac, the U.S. housing market is 3.8 million units short of what is needed to meet near-term demand. We believe tight inventory is pushing buyers to the new home market, an opportunity we are well positioned to benefit from.



SUPPLY REMAINS CONSTRAINED

- Only 1.2 months of supply of existing homes on the market, a record low, according to the National Association of Realtors
- 58% of resale homes on the market are sold in under 2 weeks and 50% of homes are sold above list price, both an all-time high, according to Redfin
- Rising home prices and limited supply means our buyers can sell their existing homes quickly and at appreciated values
- · The median age of existing housing stock has increased from 25 years to 40 years since 1989

Quantitative analysis: Affordable Luxury

 Their unique positioning in the luxury market gives them additional pricing power and a better buyer profile.

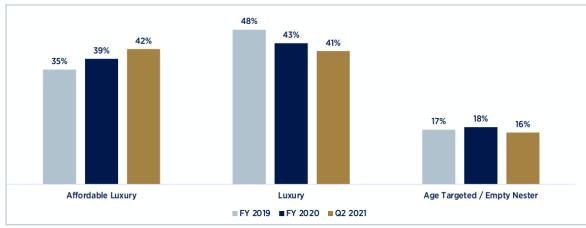
LEADERSHIP IN THE LUXURY MARKET

TOLL BROTHERS IS THE ONLY NATIONAL HOMEBUILDER FOCUSED ON THE LUXURY MARKET.
OUR MAIN COMPETITORS ARE SMALL PRIVATE BUILDERS, NOT THE LARGER PUBLIC HOMEBUILDERS.



INCREASED FOCUS ON AFFORDABLE LUXURY

TOLL BROTHERS COMMUNITY COUNT BY BUYER SEGMENT



Quantitative analysis: Affordable Luxury

• Majority of buyers using the in-house lender system (TBI), granting additional operational benefits.

STRONG BUYER PROFILE



IN Q2 2021, 63% OF BUYERS CHOSE TBI MORTGAGE, IN-HOUSE LENDER EXCLUSIVE TO TOLL BROTHERS CUSTOMERS, OFFERING EXCEPTIONAL EXPERIENCE AND OPERATIONAL BENEFITS IN MANAGING BACKLOG THROUGH CLOSING.

18%Q2 FY 2021 Cash Buyers

766Q2 FY 2021 FICO Score

70% Q2 FY 2021 Avg. LTV

TBI Mortgage Pre-Sells All Loans

		% of Total			
	Settlements	Incl. Cash	Excl. Cash	LTV	FICO
Conventional	1,344	59.2%	72.1%	67.0%	766
Jumbo	449	19.8%	24.1%	75.0%	775
FHA/VA	71	3.1%	3.8%	87.0%	748
Cash Buyer	407	17.9%	N/A	N/A	N/A
Q2 Total	2,271	100%	100%	70.0%	766

Catalysts

Next Earnings Date (estimated August 20th)

Building Permits June 18th

• Existing Home Sales June 22nd

• New Home Sales June 23rd

FED interest rate decision June 16th and July 28th