



Setting the standard
for energy-efficient homes®

MERITAGE HOMES MEDIA KIT

MAY 2023

DATA AS OF 12/31/2022 UNLESS OTHERWISE NOTED

**LIFE.
BUILT.
BETTER.®**

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All facts and figures as of December 31, 2022 unless otherwise noted.

ABOUT MERITAGE HOMES

Meritage Homes is the fifth-largest public homebuilder in the United States, based on homes closed in 2022. The Company offers affordable, energy-efficient entry-level and first move-up homes. Operations span across Arizona, California, Colorado, Texas, Florida, Georgia, North Carolina, South Carolina and Tennessee.

Meritage Homes has delivered over 165,000 homes in its 37-year history, and has a reputation for its distinctive style, quality construction, and award-winning customer experience. The Company is an industry leader in energy-efficient homebuilding, a nine-time recipient of the U.S. Environmental Protection Agency's ("EPA") ENERGY STAR® Partner of the Year for Sustained Excellence Award since 2013 for innovation and industry leadership in energy-efficient homebuilding, and the recipient of the EPA's 2022 Market Leader Award for Certified Homes as well as the EPA's 2022 Indoor airPLUS Leader Award.

For more information, visit www.meritagehomes.com



OUR PURPOSE & VALUES

OUR CORE VALUES



START
WITH HEART



DEVELOP TO
EMPOWER



INTEGRITY
ABOVE ALL ELSE



THINK
STRATEGICALLY



BUILD
VALUE



PLAY
TO WIN

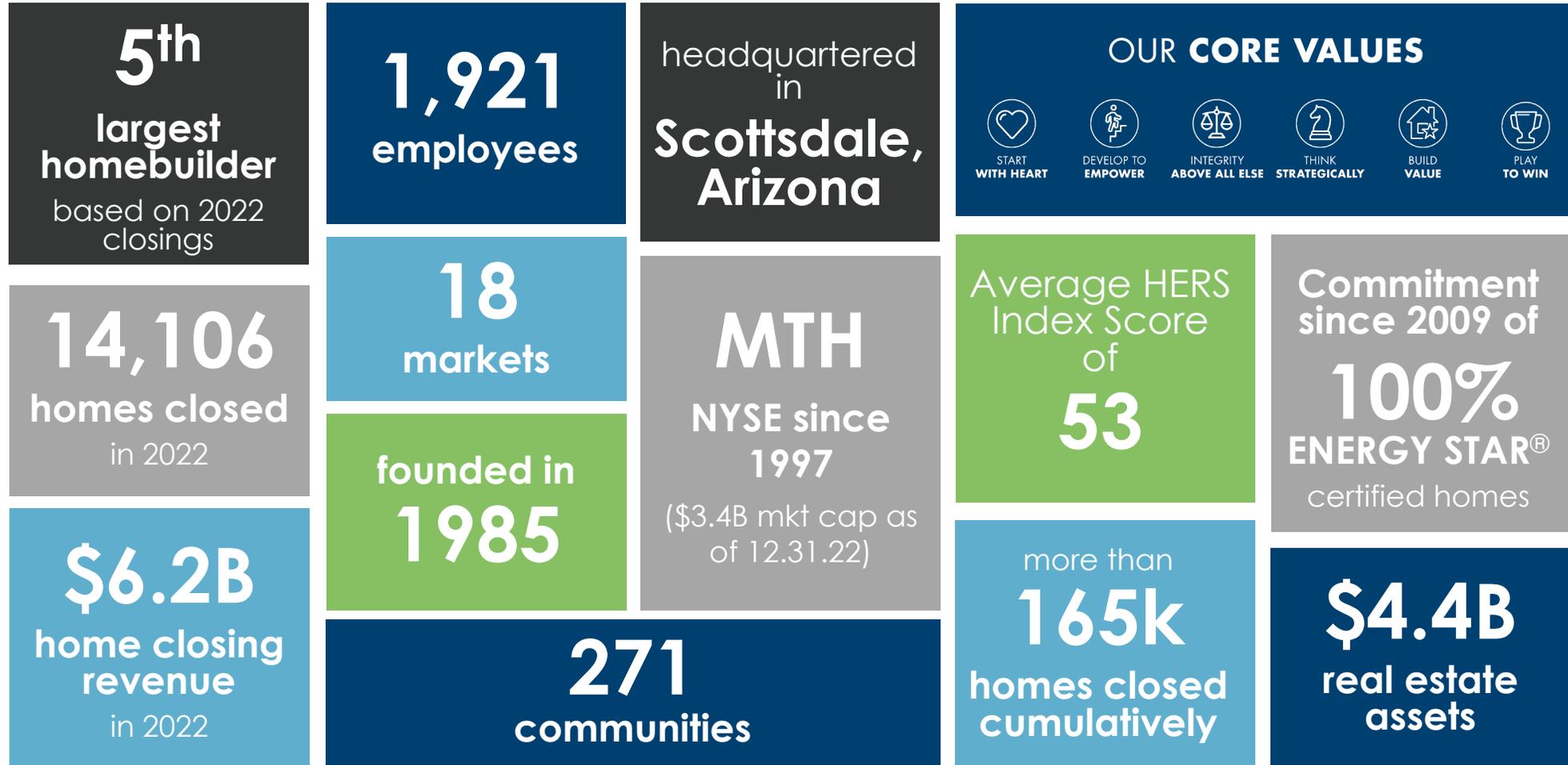
OUR MISSION STATEMENT

To design and build homes that are innovative, built with care and superior craftsmanship, and deliver enduring value. To create an exceptional experience for our customers and employees through an environment of growth, collaboration and fun.

OUR BRAND PROMISE

LIFE. BUILT. BETTER.[®]

MERITAGE HOMES QUICK FACTS 2023



All facts and figures as of December 31, 2022 unless otherwise noted.

LIVE.NOW.® OFFERS “SURPRISINGLY MORE” VALUE

- Meritage’s LIVE.NOW.® products offer quality affordable entry-level homes
- Energy efficiency is important to buyers. Our 2022 consumer survey¹ revealed that 70% of respondents said it is important for buyers to live in a home that is energy-efficient, which means it includes ENERGY STAR® appliances, spray foam insulation, and other similar features



Signature energy-efficiency



M.Connected Home™ Automation Suite



Variety of sizes & floor plans



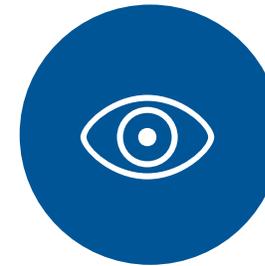
Beautiful front elevations



High-end finishes



9-foot ceilings



Granite countertops



Large kitchen islands & full-size cabinets

¹ Data is based on a survey conducted in partnership with SWNS and fielded between March 16-21, 2022 among 2,000 men and women between the ages 18-55+.

DESIGN COLLECTION PACKAGES FOR FIRST MOVE-UPS



- Our Design Collections packages simplify the homebuying process and help our first move-up buyers design their dream home quickly and without stress
- Clear, transparent pricing with Design Collections that are all priced equally
- Curated and packaged designs ranging from the timeless classic to the modern feel
- High-quality, professionally selected finishes

STRAIGHT FROM THE SOURCE

2023 is the 11TH straight year that Meritage has been recognized with Avid Awards



a Avid Ratings.

20th ANNUAL
AVID AWARDS®

For Excellence in Customer Service

a Avid Ratings.

20th ANNUAL
AVID AWARDS®
**AVID CUP –
PRODUCTION**

Recognized For The Highest
Customer Service Ratings Across
North America

“

Energy-efficient home and a fantastic smooth process from start to finish by a team of professionals! Excellent experience! The builder, sales rep & customer care team were wonderful to work with and I would highly recommend Meritage Homes to family & friends!

MICCI N., Atlanta, GA

“

Had a great experience with the people at Meritage and they made the homebuying process really easy.

JOCELYN S., Raleigh, NC

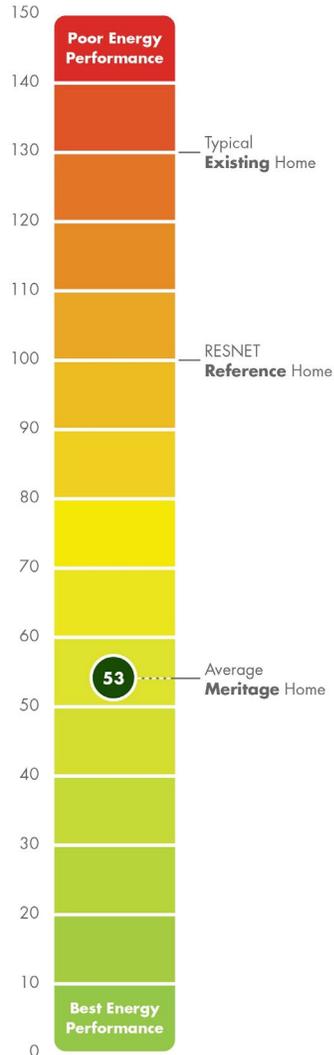
“

Meritage Homes is an exceptional company with great employees. From start to finish it was a pain-free process. The quality of the home is to the highest standard.

JOHN F., Tampa, FL

MERITAGE: SETTING THE STANDARD IN ENERGY EFFICIENCY

2022 AVERAGE HERS INDEX SCORES



- Average HERS Index Score of **53** is more energy-efficient than a typical new home which has a HERS Index Score of 100¹
- Built more than 112,000 ENERGY STAR® certified new homes since 2009

SUSTAINABILITY AWARDS



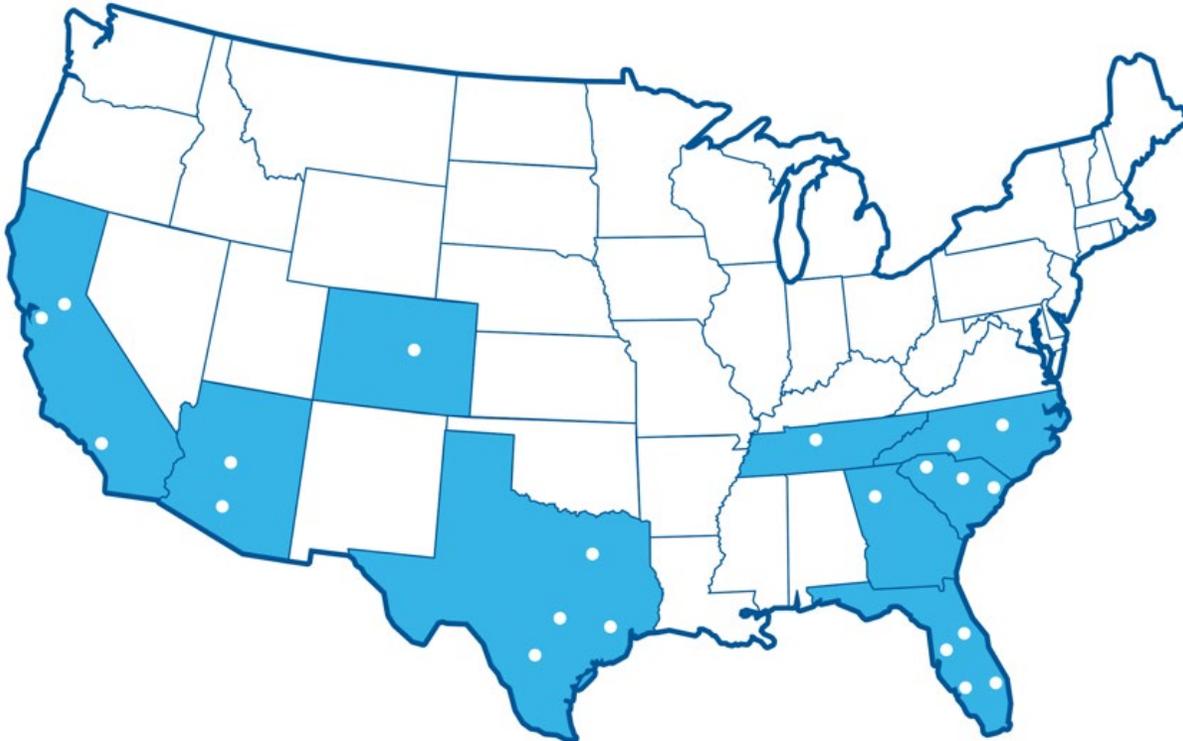
BUILDING DOUBLE-CERTIFIED NEW HOMES²



¹ For homes delivered in 2022; source is RESNET; the lower the HERS Index Score, the more energy-efficient.
² In certain geographies.

MERITAGE'S FOOTPRINT

Meritage Homes constructs single-family detached homes and townhomes across the country. We operate in 18 markets.



Phoenix /Scottsdale, AZ

1985

Dallas / Fort Worth, TX

1987

Austin, TX

1994

Tucson, AZ

1995

Houston, TX

1997

East Bay, Central Valley,

Sacramento, CA

1998

San Antonio, TX

2003

**Southern California; Denver, CO;
Orlando, FL**

2004

Raleigh, NC

2011

Charlotte, NC; Tampa, FL

2012

Nashville, TN

2013

Atlanta, GA; Greenville, SC

2014

South Florida

2016

Coastal Carolinas

2021

MERITAGE'S LEADERSHIP TEAM



Steven J. Hilton

Executive Chairman of the Board

Mr. Steve Hilton is the Executive Chairman of Meritage Homes and a member of its Board of Directors. Mr. Hilton led Meritage Homes for 35 years as Chairman and Chief Executive Officer from 2006 until his retirement on December 31, 2020. From 1997 to 2006, Mr. Hilton was Co-Chairman and Co-Chief Executive Officer of Meritage Homes. In 1985, Mr. Hilton cofounded Arizona-based Monterey Homes, the predecessor company to Meritage Homes. Under Mr. Hilton's leadership, Monterey became publicly traded in 1997.

Mr. Hilton received a bachelor's degree in accounting from the University of Arizona. He serves as Chairman of the Board for Banner Health Foundation as well as a board member for Translational Genomics Research Institute (TGEN) Foundation, and the Boys & Girls Clubs of Greater Scottsdale Foundation. Mr. Hilton was also a former board member for Western Alliance Bancorporation.



Phillippe Lord

Chief Executive Officer

Mr. Phillippe Lord became the Chief Executive Officer of Meritage Homes on January 1, 2021. He previously served as Chief Operating Officer of Meritage Homes from 2015 to 2020. From 2012 to 2015, Mr. Lord was President of the West Region at Meritage Homes. Mr. Lord began his career at Meritage Homes in 2008 by creating the Company's strategic operations and market research department, which analyzes land acquisitions, product and pricing.

Prior to joining Meritage Homes, Mr. Lord held leadership positions with Acacia Capital, Centex Homes and Pinnacle West Capital. Mr. Lord received a bachelor's degree in economics and business from Colorado State University and completed his master's coursework in economics at the University of Arizona.

MERITAGE'S LEADERSHIP TEAM (CONT'D)



Hilla Sferruzza

Executive Vice President, Chief Financial Officer

Ms. Hilla Sferruzza has served as Chief Financial Officer of Meritage Homes since 2016. Previously, she was the Chief Accounting Officer (from 2010-2021) and Corporate Controller of Meritage Homes (2010-2015). Her career at Meritage Homes started in 2006 serving in accounting, finance and financial reporting management roles. Prior to joining Meritage Homes, Ms. Sferruzza worked in various leadership positions at KPMG and Starwood Hotels and Resorts Worldwide, Inc.

Ms. Sferruzza earned her Executive Masters of Business Administration from Washington State University and her Bachelor of Science in Business Administration with an Accounting and Journalism emphasis from the University of Arizona. She serves as a board director of Footprint International Holdco, Inc. and a member of its audit committee, as well as a member of the Arizona State University's W.P. Carey School of Business Dean's Council and Finance Advisory Board.



Clint Szubinski

Executive Vice President, Chief Operating Officer

Mr. Clint Szubinski became the Chief Operating Officer of Meritage Homes on January 1, 2021. Mr. Szubinski served as South Region President of Meritage Homes from 2018 to 2020. Prior to this, he extended his experience in the homebuilding industry, working in senior management roles at K. Hovnanian and Cal-Atlantic from 2014 to 2018. From 2011-2014, he was the Florida Region President at Meritage Homes. Mr. Szubinski initially started at Meritage Homes as Vice President of Land Acquisition and Entitlement in Orlando, Florida and briefly moved to Raleigh, North Carolina, to lead the startup of the Raleigh Division. Previously, Mr. Szubinski was the Gulf Coast Division President at KB Home from 2005-2009.

Mr. Szubinski received his bachelor's degree in business administration and political science as well as a law degree from Louisiana State University.

MERITAGE'S LEADERSHIP TEAM (CONT'D)



Malissia Clinton

Executive Vice President, General Counsel and Secretary

Ms. Malissia Clinton became the General Counsel of Meritage Homes on April 18, 2022. Prior to joining Meritage Homes, Ms. Clinton spent 12 years at The Aerospace Corporation, serving as the senior vice president, general counsel and secretary. From 1998 to 2009, she served in multiple management positions at Northrop Grumman including the senior counsel for special projects in the Office of the General Counsel. Following law school, Ms. Clinton worked as a litigator at the law firm Tuttle and Taylor from 1993 to 1998.

Ms. Clinton received a bachelor's degree in political science at Arizona State University, earned a Juris Doctor from Stanford Law School and completed the UCLA Anderson School's Executive Program in Business Management. She serves as a board director of 3D Systems Corporation (NYSE: DDD) and its Compliance Committee Chair as well as a board director of Pacaso. She was formerly a board director of Progyny, Inc. (NASDAQ: PGNV) and a member of its Nominating and Corporate Governance Committee. Additionally, she is a board director of the Arizona State University Foundation and previously was the former chair of the Aerospace Diversity Action Committee and board director of the National Defense Industrial Association.



Javier Feliciano

Executive Vice President, Chief People Officer

Mr. Javier Feliciano has served as Chief People Officer of Meritage Homes since 2015. Prior to joining Meritage Homes, Mr. Feliciano previously held leadership positions at Ford Motor Company, PepsiCo, Apollo Education Group, and Valeo.

Mr. Feliciano received a bachelor's degree in criminal justice as well as a master's degree in human resources and labor relations from Michigan State University. Mr. Feliciano also completed Cornell University's executive development program for the modern CHRO role. He serves as a board member of the Arizona Hispanic Chamber of Commerce.

OUR COMMITMENT TO EMPLOYEES & DE&I INITIATIVES

INVESTMENT IN OUR EMPLOYEES LEADS TO

Most Recent Employee Engagement Survey Results ¹	
Engagement Index	91.6%
Company Culture	85.1%



**4.3 OUT OF 5
AVERAGE
MERITAGE
EMPLOYEE RATING
ON GLASSDOOR²**

COMMITMENT TO DIVERSITY, EQUITY & INCLUSION (DE&I)

- Formalized the flex work program to further an inclusive workplace
- Enhanced workforce diversity recruitment efforts, resulting in an increase in underrepresented talent within new hires
- Conducted company-wide DE&I training focused on leadership capability development
- Continue expanding partnerships with various nonprofit organizations to support underrepresented groups in education, recruitment and representation in the homebuilding industry

(1) Conducted in 2022
(2) For full year 2022

COMMITMENT TO THE COMMUNITIES IN WHICH WE BUILD

Founded in 2014, Meritage Cares Foundation supports children, families and military veterans in the communities which Meritage does business.



RECENT PHILANTHROPY



GOVERNANCE BUILT ON INTEGRITY, FAIRNESS & TRANSPARENCY

Only public homebuilder to have established the Environmental, Social & Sustainability board committee to guide its ESG mission



Nine of eleven board of directors are independent



Board diversity: 18 percent gender diversity, 9 percent racial diversity



Access Meritage's [2021 ESG Report](#) and [2021 TCFD report](#), as well as Meritage's [2021 metrics under SASB, GRI and UN SDGs](#)



CONTACT

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