



Toll Brothers

America's Luxury Home Builder®

2014 Porter Ranch Neighborhood Council

Who We Are



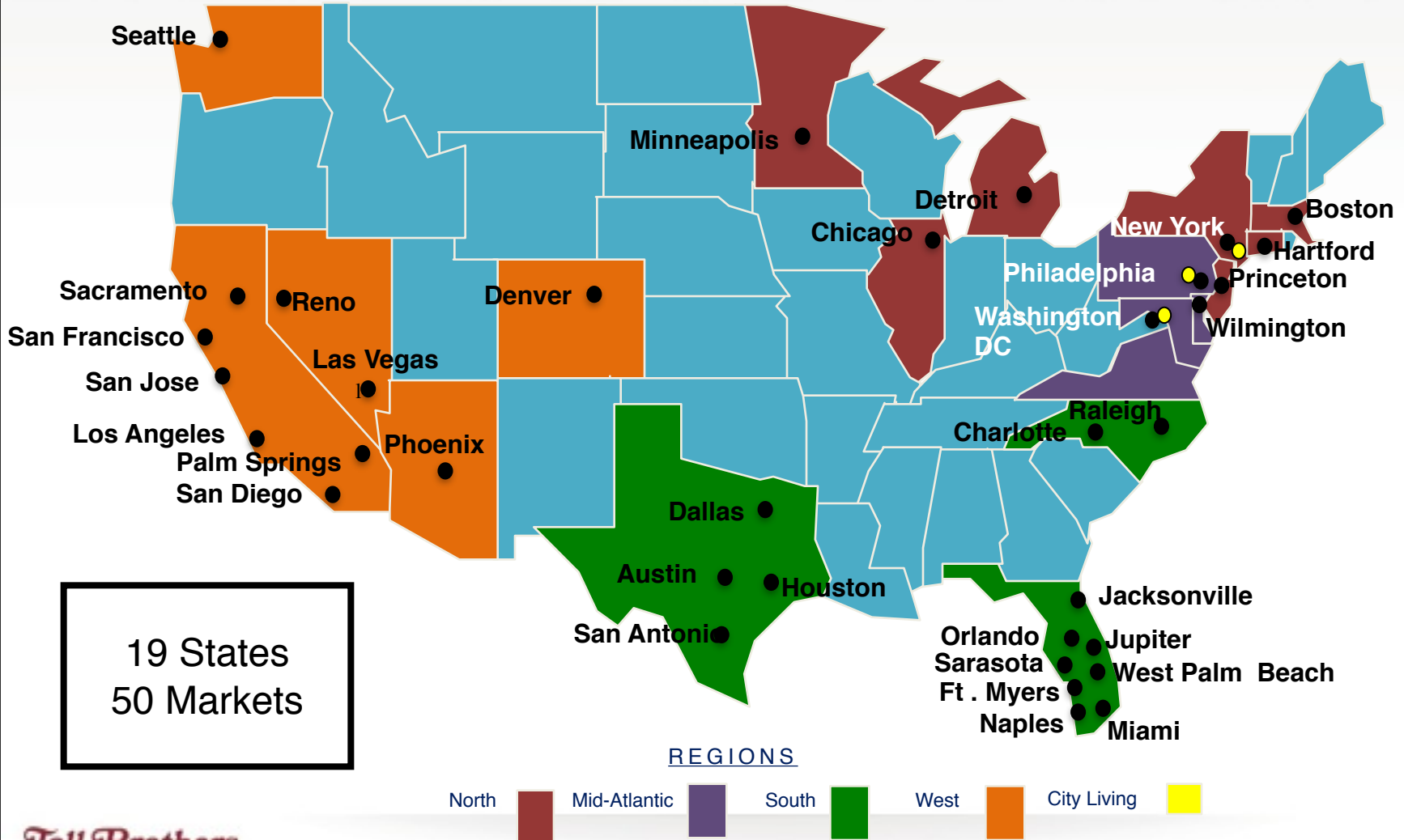
Overview

- Founded in 1967 and publicly traded (NYSE:TOL) since 1986
- Nation's leading luxury home builder
- 2012 Builder of the Year by Professional Builder Magazine
- 2013 Fortune 1000 Company
- Builds in 19 states and approximately 50 markets
- Serves urban and suburban, luxury move-up, empty-nester, and active-adult buyers
- Strong balance sheet and credit ratings



Ocean's Edge at Singer Island, Singer Island, FL

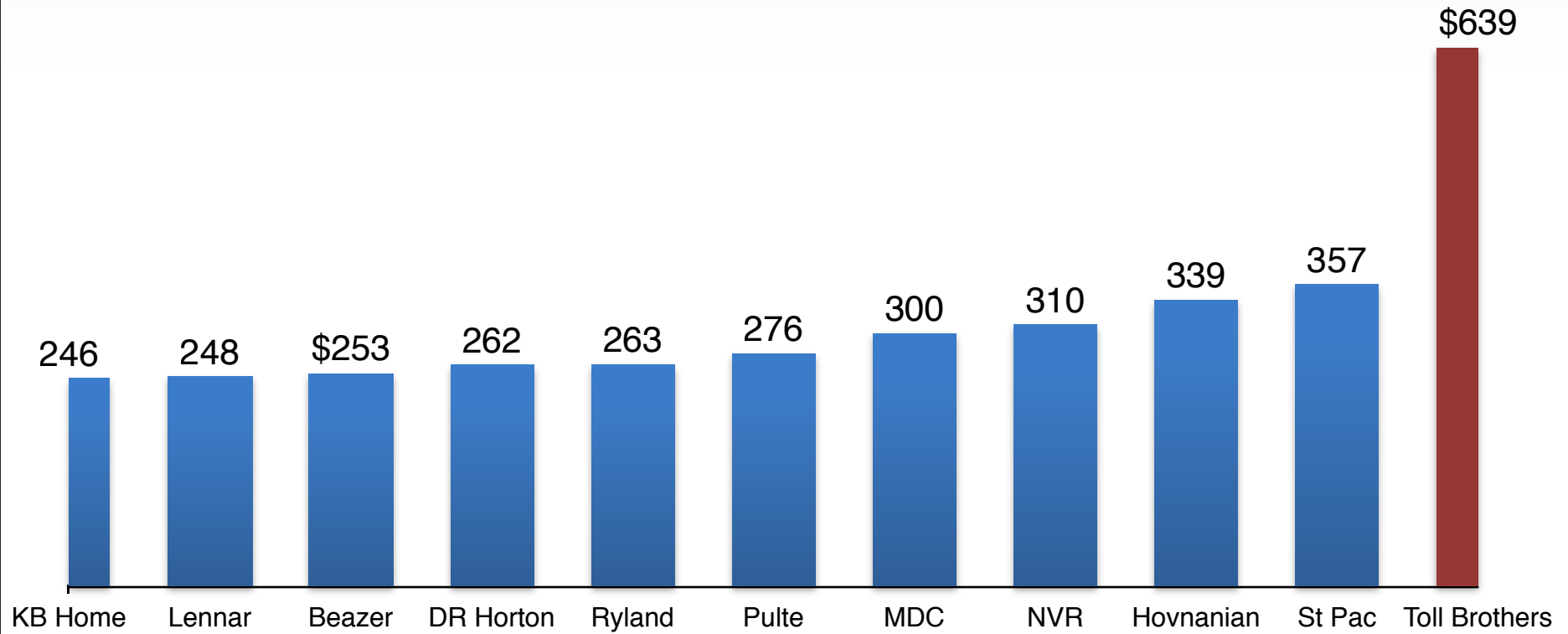
Solid Nationwide Footprint



Only National Homebuilder Focused On Luxury Market

Average Home Price* (\$000)

Toll's main competitors are small private builders, not the larger public builders.



The Widest Variety Of Homes In The Industry

- Move-Up
- Empty-Nester
- Active Adult
- Second Home
- Urban-Infill Condo
- Urban Redevelopment
- Golf Course and Country Club
- High-Rise
- Suburban High-Density
- Urban and Suburban Rental Apartments



Move-Up



Empty Nester



Toll Brothers Active Living



Master Planned



Toll Golf

California

Mountain View Country Club

Colorado

Snowmass

Florida

Frenchman's Reserve Country Club

Jupiter Country Club

Parkland Golf & Country Club

Maryland

Oak Creek Club

North Carolina

Brier Creek Country Club

The Hasentree Club

South Carolina

Hampton Hall Club

Hampton Pointe

Virginia

Belmont Country Club

Dominion Valley Country Club

Regency at Dominion Valley



We Have Built 11 Golf Courses with Arnold Palmer



Second Home



Suburban High Density



Urban Redevelopment





1450 WASHINGTON



HARBORSIDE LOFTS



THE TOURAINE



5TH STREET LOFTS



NORTH8



HUDSON TEA



160 EAST 22ND



303 EAST 33RD



700 GROVE



MAXWELL PLACE



ONE TEN THIRD



400 PARK AVE. S.



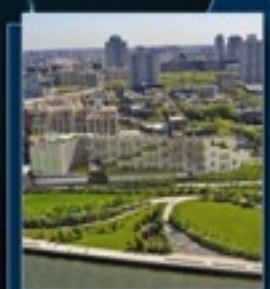
NORTHSIDE PIERS



PROVOST SQUARE



205 WATER



PIERHOUSE AT BROOKLYN BRIDGE PARK

Toll Brothers[®] CITY LIVING

The Touraine



205 Water



400 Park Avenue South



Pierhouse at Brooklyn Bridge Park



How Did We Get Here?



1967: The First Toll Brothers Community Opens in Chester County, PA



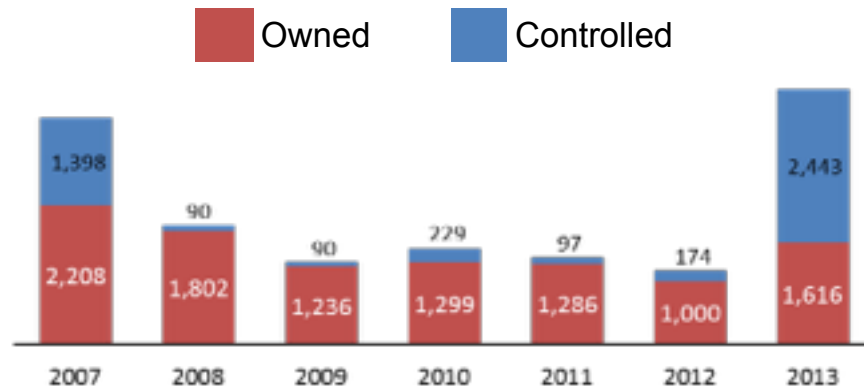
1986: Toll Brothers Goes Public



Toll's Operating Performance in California

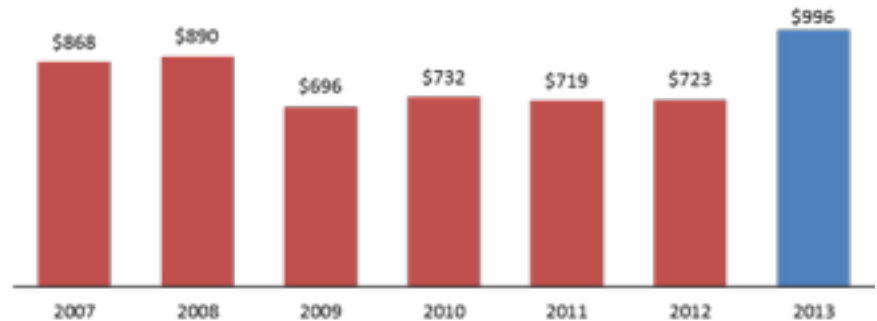
- Toll Brothers has been successfully operating in California since 1994
- In two decades, Toll has delivered 7,750 homes generating approximately \$6.5 billion in revenue
- Historically, California represents ~9% of consolidated annual closings
- Additional investment in California is justified based on Toll's proven success in the region and market trends

Lots Owned and Controlled



Average Delivered Price

(Deliveries: \$ in '000)



Toll & Shapell: A Great Combination



Toll Brothers
America's Luxury Home Builder®





SHAPELL
HOMES



SHAPELL
HOMES

December 2012

www.HousingZona.com


Professional Builder®




2012 Builder of the Year

How Toll Brothers Came Out of the Downturn
With \$2 Billion in Cash, Envious Land Positions,
and a Diversified Platform for Growth

The Big Three
(l. to r.): Bruce Toll,
Vice Chairman
Bob Toll, Executive
Chairman; Doug
Yearley, CEO

 **SGC HORIZON**
a Schenck Gilroy
Communications Company


2012 BEST IN REAL
ESTATE AWARDS WINNER

Toll Brothers
America's Luxury Home Builder™

Brand Name Reputation In Luxury Market

- Toll Brothers was named Builder of the Year by Professional Builder Magazine for 2012, and is the only two-time recipient
- Honored to have won the three most coveted awards in the home building industry
- The only brand name in the luxury market
- Goal is to expand brand in markets where we are already well-established
- Grow brand name in urban and in-fill opportunities, high-rise, second home, active adult and suburban high-density markets



**National Builder
of the Year**



**America's
Best Builder**



**National Housing
Quality Award**



Financial Strength

Even after the Shapell transaction, we will have over \$1 billion of cash in the bank and available from our lines of credit.



Vista Del Verde



Santa Barbara at Indian Oaks



Moorpark



Moorpark



Baker Ranch In Orange County

- Joint venture between Toll Brothers and Shea Homes
- Master-planned community with 1,780 single-family homes (attached and detached) and up to 414 rental apartments
- 40 acres of open space and recreation areas



Baker Ranch In Orange County



Amalfi Hills











Porter Ranch



Toll Brothers

America's Luxury Home Builder®

“I realize this sounds like a ‘commercial’ for Amalfi, but I must say that for all the houses and developments we looked at in making this move to California, we can honestly say that given the location, unit layout, views, quality of construction, community feel/amenities, sales staff, construction crews, etc., there is nothing that came close to giving us the ‘total package’ in what we wanted like the Sorrento/Amalfi option did.”

Brian Curtis, Sorrento at Dublin Ranch–Amalfi, Dublin, CA



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“My wife and I have purchased four new homes in the last 14 years, this home being our fifth. We have never encountered such professionalism and friendliness from a team as we did from Dee Smith and Rachel Erwin. Their proficiency and knowledge in the homes they sell is unparalleled. From the moment we entered the sales office, through our close, both Dee and Rachel were incredible. The icing on the cake was bringing in Joy Zarubin, who joined their team in the middle of our transaction. These ladies set the bar very high. Each must be commended and recognized for such professionalism.

H. Sammy Rihan, StoneBridge Estates, San Diego, CA



Charitable Efforts



Toll Brothers

America's Luxury Home Builder®

