

# 95 YEARS OF HISTORY

## 1928

- Establishment of Beacon as “Beacon Sales Company” in Charlestown, MA



1928

## 1953

- Built state-of-the-art facility in Somerville, MA
- 25th Anniversary at the Somerset Hotel



## 1970

- Company expands to Lewiston, Maine and Worcester, MA

## 1978

- 50th Anniversary

## 1993

- Dealer’s Choice founded by JGA in order to sell to lumber yards



1997 | \$72M

## 1997

- 7 Branches generated \$72 million in annual sales
- Code, Hennessy & Simmons purchase majority interest
- Beacon Roofing Supply is formed

## 1998

- 14 Branches
- Quality Roofing Supply in PA is Beacon’s first major acquisition with \$51 million in sales



## 1999

- 21 Branches
- Beacon Roofing Supply Canada established through Groupe Bedard and Exeltherm Supply

## 2000

- 38 Branches
- Acquired Best Distributing in the Carolinas
- Increased size of Beacon by 67%

## 2001

- 60 Branches
- Acquired Roof Center & West End Lumber
- Grew Beacon’s size by another 60%



## 2002

- Beacon surpassed \$500 million in revenues

## 2003

- Robert Buck appointed President & CEO

## 2004

- Beacon (BECN) becomes public with IPO and sales of \$560 million
- 67 Branches
- Acquired JGA Corp with sales of \$74 million



## 2010

- Paul Isabella appointed President & CEO
- Acquired Independent Building Materials, Phoenix Sales, Inc., Louisiana Roofing Supply of Baton Rouge, Posi-Slope Enterprises, Inc.



## 2011

- Acquired The Roofing Connection and Fowler & Perth, Inc.



## 2012

- Achieved \$2 billion in net sales

More Than 60 Acquisitions | Coast to Coast | 50 U.S. States | 7 Canadian Provinces | 525+ Branches

## 2015

- Peak private label launched and later merged into TRI-BUILT
- Acquired Roofing Supply Group (RSG)



2016 | \$4.1B

## 2016

- Achieved \$4 billion in net sales

## 2017

- Beacon Pro+ and Beacon 3D+ launched to support customers digitally

BEACON PRO+  
BEACON 3D+

## 2018

- Acquired Allied Building Products
- Beacon Track launched to support customer delivery tracking



## 2019

- Beacon named to Fortune 500
- Julian Francis appointed President & CEO
- Launch of annual Beacon of Hope campaign supporting Veterans



2019 | \$7.1B

## 2020

- Branding updated to Beacon Building Products



## 2021

- Divested Interiors Products business
- Launch of annual Female Roofing Professionals recognition campaign
- Acquired Midway Wholesale



## 2022

- Launch of Ambition 2025
- Inaugural Corporate Social Responsibility Report
- Established national charitable partnership with Rebuilding Together
- TRI-BUILT® partnered with K9s for Warriors
- Acquired Coastal Construction Products
- Acquired 20 branches and opened 16 new locations

## 2023

- Acquired 21 branches and opened 28 new locations
- Acquired Crossroads Roofing Supply
- Acquired Garvin Construction Products
- Repurchased all outstanding preferred shares
- Launched Employee Stock Purchase Program

