

### Q4 FY22 MANAGEMENT PRESENTATION 17 May 2022



### **CAUTIONARY NOTE ON FORWARD-LOOKING STATEMENTS**

### CAUTIONARY NOTE ON FORWARD-LOOKING STATEMENTS

This Management Presentation contains forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. James Hardie Industries plc (the "Company") may from time to time make forward-looking statements in its periodic reports filed with or furnished to the Securities and Exchange Commission on Forms 20-F and 6-K, in its annual reports to shareholders, in media releases and other written materials and in oral statements made by the Company's officers, directors or employees to analysts, institutional investors, representatives of the media and others. Words such as "believe," "anticipate," "plan," "expect," "intend," "target," "estimate," "project," "predict," "forecast," "guideline," "aim," "will," "should," "likely," "continue," "may," "objective," "outlook" and similar expressions are intended to identify forward-looking statements but are not the exclusive means of identifying such statements. These forward-looking statements are based upon management's current expectations, estimates, assumptions and beliefs concerning future events and conditions. Readers are cautioned not to place undue reliance on any forward-looking statements.

Forward-looking statements are necessarily subject to risks, uncertainties and other factors, many of which are unforeseeable and beyond the Company's control. Many factors could cause actual results, performance or achievements to be materially different from those expressed or implied in this Management Presentation, including, among others, the risks and uncertainties set forth in Section 3 "Risk Factors" in James Hardie's Annual Report on Form 20-F for the year ended 31 March 2022; changes in general economic, political, governmental and business conditions globally and in the countries in which the Company does business, including the impact of COVID-19; changes in inflation rates; changes in exchange rates; the level of construction generally; changes in cement demand and prices; changes in raw material and energy prices; changes in business strategy and various other factors. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein. James Hardie assumes no obligation to update or correct the information contained in this Management Presentation except as required by law.

#### USE OF NON-GAAP FINANCIAL INFORMATION; AUSTRALIAN EQUIVALENT TERMINOLOGY

This Management Presentation includes financial measures that are not considered a measure of financial performance under generally accepted accounting principles in the United States (GAAP). These financial measures are designed to provide investors with an alternative method for assessing our performance from on-going operations, capital efficiency and profit generation. Management uses these financial measures for the same purposes.

These financial measures are or may be non-GAAP financial measures as defined in the rules of the U.S. Securities and Exchange Commission and may exclude or include amounts that are included or excluded, as applicable, in the calculation of the most directly comparable financial measures calculated in accordance with GAAP. These non-GAAP financial measures should not be considered to be more meaningful than the equivalent GAAP measure. Management has included such measures to provide investors with an alternative method for assessing its operating results in a manner that is focused on the performance of its ongoing operations and excludes the impact of certain legacy items, such as asbestos adjustments. Additionally, management uses such non-GAAP financial measures for the same purposes. However, these non-GAAP financial measures are not prepared in accordance with GAAP, may not be reported by all of the Company's competitors and may not be directly comparable to similarly titled measures of the Company's competitors due to potential differences in the exact method of calculation. For additional information regarding the non-GAAP financial measures presented in this Management Presentation, including a reconciliation of each non-GAAP financial measures to the equivalent GAAP measure, see the slide titled "Non-GAAP Financial Measures" included in the Appendix to this Management Presentation.

In addition, this Management Presentation includes financial measures and descriptions that are considered to not be in accordance with GAAP, but which are consistent with financial measures reported by Australian companies, such as operating profit, EBIT and EBIT margin. Since the Company prepares its Consolidated Financial Statements in accordance with GAAP, the Company provides investors with definitions and a cross-reference from the non-GAAP financial measure used in this Management Presentation to the equivalent GAAP financial measure used in the Company's Consolidated Financial Statements. See the section titled "Non-GAAP Financial Measures" included in the Appendix to this Management Presentation.



## James Hardie Q4 FY22 Results

- Transformation Update
- Q4 FY22 Financial Results
- FY23 Strategy and Guidance
- Questions and Answers



Harold Wiens Interim CEO



Jason Miele CFO



Sean Gadd North America President





### **TRANSFORMATION UPDATE**

James Hardie Q4 FY22 Results

STRATEGY IS UNCHANGED AND CONTINUES TO DRIVE PROFITABLE GROWTH GLOBALLY





### **James Hardie Q4 FY22 Results** A GLOBALLY TRANSFORMED JAMES HARDIE



139 Cents/Share

**Operating Cash Flow from** US\$309 to US\$757 million

*Note: EPS* = *Adjusted Diluted Earnings Per Share* 

**Successful Implementation of Global Foundational Initiatives...** 



**Execution of HMOS** 



**Engaging With Customers** 



**Supply Chain Integration** 

...Leading to a Truly Global **James Hardie** 



Page 6

#### James Hardie Q4 FY22 Results

### NORTH AMERICA HISTORICAL PERFORMANCE





### Adjusted EBIT Margin %

Margin in %



Page 7

## James Hardie Q4 FY22 Results APAC HISTORICAL PERFORMANCE





### Adjusted EBIT Margin %

Margin in %



## James Hardie Q4 FY22 Results EUROPE HISTORICAL PERFORMANCE





### Adjusted EBIT Margin %

Margin in %



Page 9

### James Hardie Q4 FY22 Results A GLOBAL COMPANY ENABLED FOR CONTINUED GROWTH

### FY19-FY22 Strategic Transformation

LEAN Manufacturing

Customer Engagement



**Supply Chain** Integration





### **Financial Strength to Enable Growth**

### ✓ Step Changed P&L

- Net Sales = US\$3.6 Billion
- Adj. Net Income US\$ 621 Million
- **EBIT Margin Long Term Guidance** Raised in May 2021

### ✓ Step Changed Cash Flow

Operating Cash Flow = US\$757 Million 

### ✓ Improved Balance Sheet

Leverage Improved to 0.8x

### Improved AICF Balance Sheet

Cash and Investments = A\$350 Million

### Clear Go-**Forward Strategy**

Marketing to the Homeowner



### **Repair and Remodel Market**



Global Innovation



**Global Capacity Expansion** 







### **Q4 FY22 FINANCIAL RESULTS**

# James Hardie Q4 FY22 Results GLOBAL RESULTS

	Q4 FY22	FY22
Sales Volume	1,219.7 mmsf	<b>4,698.1</b> mmsf
	+9%	+14%
Net Sales	US\$968.2 M	US\$3,614.7 M
Inel Sales	+20%	+24%
	US\$225.3 M	US\$815.6 M
Adjusted EBIT <sup>1</sup>	+30%	+30%
A diverse of Next In a sup 2	US\$177.5 M	US\$620.7 M
Adjusted Net Income <sup>2</sup>	+42%	+36%
Operating Cash Flow		US\$757.2 M
Operating Cash Flow		-4%
	27.6 %	<b>27.0</b> %
Adjusted EBITDA Margin <sup>1</sup>	1.5 pts	+0.7 pts

1 Excludes asbestos related expenses and adjustments and FY21 restructuring expenses

2 Excludes asbestos related expenses and adjustments, tax adjustments and FY21

restructuring expenses

- 20% increase in Q4 FY22 Group Net Sales
- All 3 regions are executing on the Global Strategy simultaneously:
  - Foundational initiatives: HMOS, Push/Pull and Integrated Supply Chain
  - Marketing Directly to the Homeowner
  - Penetrate and Drive Profitable Growth
  - Commercialize Global Innovations
- Adjusted Net Income increased 42% for the quarter and 36% for the fiscal year
- Operating cash flow of US\$757.2 million for the fiscal year



## James Hardie Q4 FY22 Results **NORTH AMERICA SUMMARY**

	Q4 FY22	FY22
Sales Volume	815.5 mmsf	<b>3,112.2</b> mmsf
Sales volume	+13%	+15%
Price/Mix	+12%	+10%
Net Sales	US\$694.0 M	US\$2,551.3 M
Net Sales	+25%	+25%
Adjusted EBIT <sup>1</sup>	US\$206.1 M	US\$741.2 M
	+35%	+26%
Adjusted EBIT Margin <sup>1</sup>	<b>29.7</b> %	<b>29.1</b> %
Adjusted Ebit Margin	2.2 pts	0.3 pts
Adjusted EBITDA Margin <sup>1</sup>	<b>34.1</b> %	33.5 %
Adjusted EBITDA Margin	2.2 pts	0.3 pts
Exterior volume	+16%	+17%
Interior volume	-7%	+2%

1 Excludes FY21 restructuring expenses

- 25% increase in Q4 FY22 Net Sales led by volume and Price/Mix growth
  - Execution in driving High Value Product penetration with our customers
  - FY22 Price/Mix of 10%
  - FY22 ColorPlus volumes +27% vs pcp
- 35% Adjusted EBIT growth in Q4 FY22 with strong Adjusted EBIT Margin of 29.7%
  - Execution of LEAN manufacturing
  - Strong Net Sales growth driven by both volume and Price/Mix
  - Inflationary pressure for key raw materials and freight
  - Significant investment in marketing, innovation and talent capability



# James Hardie Q4 FY22 Results APAC SUMMARY

	Q4 FY22	FY22
Sales Volume	<b>162.3</b> mmsf	633.3 mmsf
	+12%	+17%
Price/Mix	+11%	5%
PTICE/IVIX	+1170	570
Net Sales	<b>A\$200.5</b> M	<b>A\$777.7</b> M
Inel Sales	+23%	+22%
Adjusted EBIT <sup>1</sup>	<b>A\$52.8</b> M	<b>A\$217.4</b> M
Adjusted EBH	+21%	+23%
Adjusted EBIT Margin <sup>1</sup>	<b>26.3</b> %	<b>28.0</b> %
Adjusted EBTT Margin	-0.5 pts	Flat
Adjusted EDITDA Marrin <sup>1</sup>	<b>28.9</b> %	30.3 %
Adjusted EBITDA Margin <sup>1</sup>	-1.9 pts	-0.6 pts

1 Excludes FY21 restructuring expenses

- 23% increase in Q4 FY22 Net Sales driven by strong Price/Mix and volume growth
  - Continued execution in driving High Value Product penetration
  - Growth in high value innovations
- 21% increase in Q4 FY22 Adjusted EBIT
  - Execution of LEAN manufacturing
  - Strong Net Sales growth
  - Significant investment in marketing, innovation and talent capability



# James Hardie Q4 FY22 Results EUROPE SUMMARY

	Q4 FY22	FY22
Sales Volume	<b>241.9</b> mmsf	<b>952.6</b> mmsf
	-4%	+9%
Price/Mix	+14%	+11%
Net Sales	<b>€115.0</b> M	<b>€420.5</b> M
Net Sales	+10%	+20%
Adjusted CDIT <sup>1</sup>	<b>€16.1</b> M	<b>€54.2</b> M
Adjusted EBIT <sup>1</sup>	+3%	+51%
Adjusted CDIT Marsin <sup>1</sup>	<b>14.0</b> %	<b>12.9</b> %
Adjusted EBIT Margin <sup>1</sup>	-1.0 pts	+2.6 pts
Adjusted EDITDA Margin <sup>1</sup>	<b>19.6</b> %	<b>19.0</b> %
Adjusted EBITDA Margin <sup>1</sup>	-1.6 pts	+1.9 pts
Fiber Cement Net Sales	+18%	+39%
Fiber Gypsum Net Sales	+9%	+17%

1 Excludes FY21 restructuring expenses

- 10% increase in Q4 FY22 Net Sales underpinned by strong Price/Mix of 14%
  - Execution in driving High Value Product penetration, specifically strong Fiber Cement growth
  - Price increases to offset inflationary cost pressures
- 14% Adjusted EBIT margin in Q4 FY22
  - EBIT margins returned to first half FY22 levels, as price increases offset continued inflation
  - Natural gas prices remain elevated





### **FY23 STRATEGY UPDATE AND GUIDANCE**

### DRIVE HIGH VALUE PRODUCT MIX IN NORTH AMERICA



NA Volume Mix



JamesHardie

## James Hardie Q4 FY22 Results NORTH AMERICA FY23 STRATEGIC FOCUS

Capacity Expansion



HMOS/ LEAN



Customer Engagement & Partnership



Marketing to the Homeowner



High Value Product Mix



Repair and Remodel Market





Page 18

James Hardie Q4 FY22 Results

**360 DEGREE MARKETING PROGRAM DELIVERING SIGNIFICANT RESULTS IN FY22** 



- Targeted 3 Key Metros in the Northeast in FY22
- 360 Degree Marketing Campaign<sup>1</sup>
   Driving Homeowners to Engage with James Hardie and our Customers

Equals Increased Demand in FY22



Demand in Three
 Target Regions
 Outpaced our Other
 ColorPlus<sup>®</sup> Markets

Expanding Reach to Drive Growth in FY23



- Expand Marketing to 3 Additional Key Metros in Midwest and Northeast
- Continue to focus on R&R Market and Driving ColorPlus<sup>®</sup> Growth

<sup>1</sup> Statistics are for the period of May 2021 – March 2022 compared to pcp and are for the three targeted metro areas. Marketing campaign began in May 2021.

<sup>2</sup> Management calculation based on comparative growth of ColorPlus<sup>®</sup> customer sales volume for single family segment between July 2021 and February 2022, compared to pcp, in targeted campaign markets, as compared to non-targeted markets.



Page 19

James Hardie Q4 FY22 Results
FULL YEAR FISCAL YEAR 2023 GUIDANCE

Management reaffirms full year FY23 Adjusted Net Income<sup>1</sup> guidance of:

# US\$740 million and US\$820 million

a 26% increase at the mid point relative to FY22

North America Guidance – Full Year FY23Net Sales Growth18-22% growth versus FY22Adj. EBIT margin30-33%

James Hardie's guidance is based on current estimates and assumptions and is subject to a number of known and unknown uncertainties and risks, including those related to the COVID-19 pandemic and set forth in our Media Release in "Forward-Looking Statements."

<sup>1</sup> Fiscal Year 2022 and 2023 Adjusted Net Income excludes asbestos related expenses and adjustments.



### QUESTIONS





### **APPENDIX**



<sup>1</sup> Intensity defined as Metric tons of CO2 equivalent per dollar of revenue, measured from a 2019 baseline



Page 23

### James Hardie Q4 FY22 Results DRIVING A HIGHER VALUE PRODUCT MIX – AVERAGE NET SALES PRICE



Europe Average Net Sales Price





Page 24

#### James Hardie Q4 FY22 Results

**GENERAL CORPORATE COSTS** 



- Full year FY23 up 11% versus pcp due to legal reserves recorded in the fourth quarter, investment in global growth initiatives including talent and marketing investments, partially offset by lower stock compensation expenses.
- Q4 corporate costs up 17% versus pcp due to legal reserves and investment in global growth initiatives including marketing investment, partially offset by lower stock compensation expenses.

<sup>1</sup> Excludes asbestos related expenses and adjustments

### **RESEARCH & DEVELOPMENT**



- Customer Driven Innovation remains a core strategic initiative to drive organic profitable growth
- Q4 R&D costs up 8% versus pcp and +19% for 12 months FY22 vs pcp



#### **James Hardie Q4 FY22 Results**



### Operating cash flow of US\$757.2 million for FY22, decrease of 4%

- Higher working capital improvement in the prior year driven by the initial non-repeatable reduction in inventory levels as we shifted to integrated supply chain with our customers
- FY21 included a one-time US CARES Act tax refunds of US\$64.8 million. Excluding this refund, operating cash flow was up 5%.



- Prattville Sheet machines #1 & #2 continue to ramp up well
- Summerville restart on-track



## James Hardie Q4 FY22 Results LIQUIDITY PROFILE



### **Corporate debt structure**

- €400 million (US\$446.4 million)<sup>2</sup> 3.625% senior unsecured notes, maturing 2026 (callable since October 2021)
- US\$400 million 5.00% senior unsecured notes maturing 2028 (callable in January 2023)
- US\$600 million unsecured RCF, maturing December 2026

### Net leverage and liquidity

- 0.8x leverage ratio<sup>3</sup> at 31 March 2022
- US\$677.5 million of liquidity on 31 March 2022
- <sup>1</sup> Incremental liquidity of up to US\$250 million may be accessed via an accordion feature, which is provided for under the terms of the syndicated RCF agreement, but not credit approved. Do no anticipate accessing accordion feature.
- $^{\rm 2}\,$  Based on exchange rate as of 31 March 2022
- <sup>3</sup> Leverage ratio is based on bank covenant definition



### **CAPITAL ALLOCATION ALIGNED TO PROFITABLE GROWTH STRATEGY**

- Preserve strong liquidity and flexibility
- Invest in organic growth: capacity expansion, market driven innovation & marketing directly to the homeowner
- Maintain net leverage ratio of less than 2x
  - 0.8x leverage ratio as of 31 March 2022
- Return capital to shareholders



## James Hardie Q4 FY22 Results DEPRECIATION AND AMORTIZATION

US\$ Millions	Three Months and Full Year Ended 31 March																											
		Q4 FY22		Q4 FY21	FY22		FY22		FY22		FY22		FY22		FY22		FY22		FY22		FY22		FY22		FY22			FY21
Depreciation and amortization																												
North America Fiber Cement	\$	30.5	\$	24.4	\$	114.4	\$	89.1																				
Asia Pacific Fiber Cement		3.8		4.9		13.6		13.9																				
Europe Building Products		7.2		7.9		29.8		28.0																				
Research and Development		0.3		0.3		1.2		1.2																				
General Corporate		0.5		0.4		2.8		2.8																				
Total Depreciation and amortization	\$	42.3	\$	37.9	\$	161.8	\$	135.0																				



### **ASBESTOS COMPENSATION**

### **KEY POINTS**

- Updated actuarial report completed as of 31 March 2022
  - Undiscounted and uninflated estimate increased from A\$1,352 million to A\$1,390 million
- For fiscal year 2022, we noted the following related to asbestos-related claims experience:
  - Net cash outflow was 1% below actuarial expectations
  - Claims received were 3% below actuarial expectations
  - Average claim settlement was 1% above actuarial expectations
- Total contributions of US\$248.5 million were made to AICF during FY2022
- AICF has A\$349.7 million in cash and investments as of 31 March 2022
- We anticipate that we will make further contributions totaling approximately US\$117.8 million to AICF during FY2023



## James Hardie Q4 FY22 Results ASBESTOS CLAIMS DATA





<sup>1</sup> Average claim settlement is derived as the total amount paid divided by the number of non-nil claims

### Fiscal year ended 31 March 2022:

- Average claim settlement was 1% above actuarial estimates and 27% above pcp
- Number of claims settled were 1% below actuarial expectations and 5% below pcp
- Claims received were 3% below actuarial estimates and 2% above pcp
- Net cash outflow was 1% below actuarial expectations



### NET POST-TAX UNFUNDED ASBESTOS LIABILITY

A\$ millions (except where stated)						
	FY22	Y22				
Central Estimate - Undiscounted and Uninflated	\$ 1,389.9	\$	1,351.9			
Provision for claims handling costs of AICF	26.4		27.2			
Cross claims and other	51.2		50.0			
Net assets of AICF	<b>(</b> 348.0)		(170.3)			
Effect of tax	(540.1)		(529.8)			
Net post-tax unfunded liability in A\$ millions	\$ 579.4	\$	729.0			
Exchange rate A\$ to US\$	0.7482		0.7601			
Net post-tax unfunded liability in US\$ millions	\$ 433.5	\$	554.1			



### ASBESTOS CASH MOVEMENTS FOR FULL YEAR

A\$ millions	
AICF cash and investments - 31 March 2021	\$ 173.1
Contributions to AFFA by James Hardie	328.2
Insurance recoveries	11.2
Claims paid	(159.5)
Operating costs	(3.3)
AICF cash and investments - 31 March 2022	\$ 349.7



This Management Presentation forms part of a package of information about the company's results. It should be read in conjunction with the other parts of this package, including the Management's Analysis of Results, Media Release and Consolidated Financial Statements

#### **Financial Measures – GAAP Equivalents**

This document contains the financial statement line item EBIT, which is considered to be non-GAAP, but is consistent with the term used by Australian companies. Because we prepare our consolidated financial statements under GAAP, the equivalent GAAP financial Statement line item description used in our consolidated financial statements is Operating income (loss).

#### Definitions

**<u>EBIT</u>** – Earnings before interest and tax

EBIT margin – EBIT margin is defined as EBIT as a percentage of net sales

<u>Price/Mix</u> – Price/Mix is defined as the percentage growth in revenue attributable to price increases and shift in mix of products sold. Price/Mix is calculated as the Net Sales growth percentage less the volume growth percentage.

#### Sales Volume

mmsf – million square feet, where a square foot is defined as a standard square foot of 5/16" thickness

msf – thousand square feet, where a square foot is defined as a standard square foot of 5/16" thickness

#### **Non-financial Terms**

- AFFA Amended and Restated Final Funding Agreement
- AICF Asbestos Injuries Compensation Fund Ltd
- **Energy Inflation (Europe)** Hyperinflation in energy costs is defined as the increase in energy costs above normal energy inflation.

Normal Energy Inflation – Calculated based on average rates per unit from April 2021 – July 2021, compared to average rates per unit for the prior corresponding period

Energy Hyperinflation – Calculated based on average rates per unit from August 2021 – March 2022, less Normal Energy Inflation (as defined above)



#### Adjusted EBIT and Adjusted EBITDA

US\$ Millions		Three Months and Full Year Ended 31 March										
	c	Q4'22 Q4'21		FY22			FY21					
EBIT	\$	82.4	\$	144.7	\$	682.6	\$	472.8				
Asbestos:												
Asbestos adjustments loss		142.5		28.1		131.7		143.9				
AICF SG&A expenses		0.4		0.3		1.3		1.2				
Restructuring expenses		-		-		-		11.1				
Adjusted EBIT	\$	225.3	\$	173.1	\$	815.6	\$	629.0				
Net sales		968.2		807.0		3,614.7		2,908.7				
Adjusted EBIT margin		23.3%		21.4%		22.6%		21.6%				
Depreciation and amortization		42.3		37.9		161.8		135.0				
Adjusted EBITDA	\$	267.6	\$	211.0	\$	977.4	\$	764.0				
Adjusted EBITDA Margin		27.6%		26.1%		27.0%		26.3%				

#### North America Fiber Cement Segment Adjusted EBIT and Adjusted EBITDA

US\$ Millions	Three Months and Full Year Ended 31 March									
	Q4'2	2		Q4'21		FY22		FY21		
North America Fiber Cement Segment EBIT	\$	206.1	\$	152.9	\$	741.2	\$	585.5		
Restructuring expenses		-		-		-		2.5		
North America Fiber Cement Segment Adjusted EBIT	\$	206.1	\$	152.9	\$	741.2	\$	588.0		
North America Fiber Cement Segment net sales		694.0		555.3		2,551.3		2,040.2		
North America Fiber Cement Segment Adjusted EBIT margin		29.7%		27.5%		29.1%		28.8%		
Depreciation and amortization		30.5		24.4		114.4		89.1		
North America Fiber Cement Segment Adjusted EBITDA	\$	236.6	\$	177.3	\$	855.6	\$	677.1		
North America Fiber Cement Segment Adjusted EBITDA Margin		34.1%		31.9%		33.5%		33.2%		



#### Asia Pacific Fiber Cement Segment Adjusted EBIT and Adjusted EBITDA

US\$ Millions Three Months and Full Year Ended 31 March											
		Q4'22 Q4'21 FY22			FY21						
Asia Pacific Fiber Cement Segment EBIT	\$	38.4	\$	33.7	\$	160.8	\$	124.8			
Restructuring expenses		-		-		-		3.4			
Asia Pacific Fiber Cement Segment Adjusted EBIT	\$	38.4	\$	33.7	\$	160.8	\$	128.2			
Asia Pacific Fiber Cement Segment net sales		145.4		125.7		574.9		458.2			
Asia Desifia Fiber Coment Segment Adjusted EPIT margin		26.20/		26.0%		29.09/		20 00/			
Asia Pacific Fiber Cement Segment Adjusted EBIT margin		26.3%		26.9%		28.0%		28.0%			
Depreciation and amortization		3.8		4.9		13.6		13.9			
Asia Pacific Fiber Cement Segment Adjusted EBITDA	\$	42.2	\$	38.6	\$	174.4	\$	142.1			
Asia Pacific Fiber Cement Segment Adjusted EBITDA Margin		28.9%		30.8%		30.3%		30.9%			

#### Europe Building Products Segment Adjusted EBIT and Adjusted EBITDA

US\$ Millions	Millions Three Months and Full Year Ended 31 March								
		Q4'22		Q4'21		FY22		FY21	
Europe Building Products Segment EBIT	\$	18.0	\$	18.9	\$	62.9	\$	37.6	
Restructuring expenses		-		-		-		5.1	
Europe Building Products Segment Adjusted EBIT	\$	18.0	\$	18.9	\$	62.9	\$	42.7	
Europe Building Products Segment net sales		128.8		126.0		488.5		410.3	
Europe Building Products Segment Adjusted EBIT margin		14.0%		15.0%		12.9%		10.4%	
Depreciation and amortization		7.2		7.9		29.8		28.0	
Europe Building Products Segment Adjusted EBITDA	\$	25.2	\$	26.8	\$	92.7	\$	70.7	
Europe Building Products Segment Adjusted EBITDA Margin		19.6%		21.2%		19.0%		17.1%	



Adjusted net income

US\$ Millions		Three Months and Full Year Ended 31 March										
	Q4	Q4'22		Q4'21		FY22		FY21				
Net income	\$	52.2	\$	98.0	\$	459.1	\$	262.8				
Asbestos:												
Asbestos adjustments loss		142.5		28.1		131.7		143.9				
AICF SG&A expenses		0.4		0.3		1.3		1.2				
AICF interest income, net		(0.4)		(0.2)		(0.9)		(0.5)				
Restructuring expenses		-		-		-		11.1				
Tax adjustments <sup>1</sup>		(17.2)		(1.3)		29.5		39.5				
Adjusted net income	\$	177.5	\$	124.9	\$	620.7	\$	458.0				

1 Includes tax adjustments related to the amortization benefit of certain US intangible assets, asbestos, and other tax adjustments



#### Adjusted net income

US\$ Millions	Full Year Ended 31 March												
		FY22		FY21		FY20		FY19		FY18			
Net income	\$	459.1	\$	262.8	\$	241.5	\$	228.8	\$	146.1			
Asbestos:													
Asbestos adjustments loss		131.7		143.9		58.2		22.0		156.4			
AICF SG&A expenses		1.3		1.2		1.7		1.5		1.9			
AICF interest income, net		(0.9)		(0.5)		(1.4)		(2.0)		(1.9)			
Restructuring and product line discontinuation													
expenses		-		11.1		84.4		29.5		-			
Fermacell acquisition costs		-		-		-		-		10.0			
Loss on early debt extinguishment		-		-		-		1.0		26.1			
Tax adjustments <sup>1</sup>		29.5		39.5		(31.6)		19.7		(47.3)			
Adjusted net income	\$	620.7	\$	458.0	\$	352.8	\$	300.5	\$	291.3			

1 Includes tax adjustments related to the amortization benefit of certain US intangible assets, asbestos, and other tax adjustments

#### Adjusted diluted earnings per share

US\$ Millions	Full Year Ended 31 March										
		FY22		FY21		FY20	FY19			FY18	
Adjusted net income (millions of US dollars)	\$	620.7	\$	458.0	\$	352.8	\$	300.5	\$	291.3	
Weighted average common shares outstanding -											
Diluted (millions)		445.9		445.4		444.1		443.0		442.3	
Adjusted diluted earnings per share (US dollars)		1.39		1.03		0.79		0.68		0.66	



#### Adjusted EBIT

US\$ Millions	Full Year Ended 31 March												
		FY22	FY21			FY20	FY19			FY18			
EBIT	\$	682.6	\$	472.8	\$	342.5	\$	351.6	\$	229.2			
Asbestos:													
Asbestos adjustments		131.7		143.9		58.2		22.0		156.4			
AICF SG&A expenses		1.3		1.2		1.7		1.5		1.9			
Restructuring and product line													
discontinuation expenses		-		11.1		84.4		29.5		-			
Fermacell acquisition costs		-		-		-				10.0			
Adjusted EBIT	\$	815.6	\$	629.0	\$	486.8	\$	404.6	\$	397.5			

#### North America Fiber Cement Segment Adjusted EBIT

US\$ Millions Full Year Ended 31 March								
		FY22		FY21 FY20			FY19	
North America Fiber Cement Segment EBIT	\$	741.2	\$	585.5	\$	429.3	\$	382.5
Restructuring and product line discontinuation expenses		-		2.5		41.2		5.4
North America Fiber Cement Segment Adjusted EBIT	\$	741.2	\$	588.0	\$	470.5	\$	387.9
North America Fiber Cement Segment net sales		2,551.3		2,040.2		1,816.4		1,676.9
North America Fiber Cement Segment Adjusted EBIT margin		29.1%		28.8%		25.9%		23.1%



Asia Pacific Fiber Cement Segment Adjusted EBIT

A\$ Millions	Full Year Ended 31 March							
	FY22			FY21		FY20		FY19
Asia Pacific Fiber Cement Segment EBIT	<b>A\$</b>	217.4	<b>A\$</b>	172.4	<b>A</b> \$	80.8	<b>A</b> \$	136.5
Restructuring expenses		-		4.9		58.3		-
Asia Pacific Fiber Cement Segment Adjusted EBIT	A\$	217.4	<b>A\$</b>	177.3	<b>A\$</b>	139.1	<b>A</b> \$	136.5
Asia Pacific Fiber Cement Segment net sales		777.7		635.2		614.1		612.2
Asia Pacific Fiber Cement Segment Adjusted EBIT margin		28.0%		28.0%		22.7%		22.3%

#### Europe Building Products Segment Adjusted EBIT

€ in millions	Full Year Ended 31 March							
		FY22		FY21		FY20		FY19
Europe Building Products Segment EBIT	€	54.2	€	31.4	€	10.0	€	9.1
Restructuring expenses		-		4.5		4.9		-
Europe Building Products Segment Adjusted EBIT	€	54.2	€	35.9	€	14.9	€	9.1
Europe Building Products Segment net sales		420.5		350.6		334.2		318.0
Europe Building Products Segment Adjusted EBIT margin		12.9%		10.4%		4.5%		2.7%





### Q4 FY22 MANAGEMENT PRESENTATION 17 May 2022

