

Q3 FY18 MANAGEMENT PRESENTATION

02 February 2018

CAUTIONARY NOTE ON FORWARD-LOOKING STATEMENTS

This Management Presentation contains forward-looking statements. 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 offering circulars, invitation memoranda and prospectuses, in media releases and other written materials and in oral statements made by the Company's officers, directors or employees to analysts, institutional investors, existing and potential lenders, representatives of the media and others. Statements that are not historical facts are forward-looking statements and such forward-looking statements made pursuant to the Safe Harbor Provisions of the Private Securities Litigation Reform Act of 1995.

Examples of forward-looking statements include:

- statements about the Company's future performance;
- projections of the Company's results of operations or financial condition;
- statements regarding the Company's plans, objectives or goals, including those relating to strategies, initiatives, competition, acquisitions, dispositions and/or its products;
- expectations concerning the costs associated with the suspension or closure of operations at any of the Company's plants and future plans with respect to any such plants;
- expectations concerning the costs associated with the significant capital expenditure projects at any of the Company's plants and future plans with respect to any such projects;
- expectations regarding the extension or renewal of the Company's credit facilities including changes to terms, covenants or ratios;
- expectations concerning dividend payments and share buy-backs;
- statements concerning the Company's corporate and tax domiciles and structures and potential changes to them, including potential tax charges;
- statements regarding tax liabilities and related audits, reviews and proceedings;
- statements regarding the possible consequences and/or potential outcome of legal proceedings brought against us and the potential liabilities, if any, associated with such proceedings;
- expectations about the timing and amount of contributions to Asbestos Injuries Compensation Fund (AICF), a special purpose fund for the compensation of proven Australian asbestos-related personal injury and death claims;
- expectations concerning the adequacy of the Company's warranty provisions and estimates for future warranty-related costs;
- statements regarding the Company's ability to manage legal and regulatory matters (including but not limited to product liability, environmental, intellectual property and competition law matters) and to resolve any such pending legal and regulatory matters within current estimates and in anticipation of certain third-party recoveries; and
- statements about economic conditions, such as changes in the US economic or housing recovery or changes in the market conditions in the Asia Pacific region, the levels of new home construction and home renovations, unemployment levels, changes in consumer income, changes or stability in housing values, the availability of mortgages and other financing, mortgage and other interest rates, housing affordability and supply, the levels of foreclosures and home resales, currency exchange rates, and builder and consumer confidence.

CAUTIONARY NOTE ON FORWARD-LOOKING STATEMENTS (continued)

Words such as "believe," "anticipate," "plan," "expect," "intend," "target," "estimate," "project," "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. Readers are cautioned not to place undue reliance on these forward-looking statements and all such forward-looking statements are qualified in their entirety by reference to the following cautionary statements.

Forward-looking statements are based on the Company's current expectations, estimates and assumptions and because forward-looking statements address future results, events and conditions, they, by their very nature, involve inherent risks and uncertainties, many of which are unforeseeable and beyond the Company's control. Such known and unknown risks, uncertainties and other factors may cause actual results, performance or other achievements to differ materially from the anticipated results, performance or achievements expressed, projected or implied by these forward-looking statements. These factors, some of which are discussed under "Risk Factors" in Section 3 of the Form 20-F filed with the Securities and Exchange Commission on 18 May 2017, include, but are not limited to: all matters relating to or arising out of the prior manufacture of products that contained asbestos by current and former Company subsidiaries; required contributions to AICF, any shortfall in AICF and the effect of currency exchange rate movements on the amount recorded in the Company's financial statements as an asbestos liability; the continuation or termination of the governmental loan facility to AICF; compliance with and changes in tax laws and treatments; competition and product pricing in the markets in which the Company operates; the consequences of product failures or defects; exposure to environmental, asbestos, putative consumer class action or other legal proceedings; general economic and market conditions; the supply and cost of raw materials; possible increases in competition and the potential that competitors could copy the Company's products; reliance on a small number of customers; a customer's inability to pay; compliance with and changes in environmental and health and safety laws; risks of conducting business internationally; compliance with and changes in laws and regulations; currency exchange risks; dependence on customer preference and the concentration of the Company's customer base on large format retail customers, distributors and dealers; dependence on residential and commercial construction markets; the effect of adverse changes in climate or weather patterns; possible inability to renew credit facilities on terms favorable to the Company, or at all; acquisition or sale of businesses and business segments; changes in the Company's key management personnel; inherent limitations on internal controls; use of accounting estimates; the consummation of the Fermacell acquisition and integration of Fermacell into our business; and all other risks identified in the Company's reports filed with Australian, Irish and US securities regulatory agencies and exchanges (as appropriate). The Company cautions you that the foregoing list of factors is not exhaustive and that other risks and uncertainties may cause actual results to differ materially from those referenced in the Company's forward-looking statements. Forward-looking statements speak only as of the date they are made and are statements of the Company's current expectations concerning future results, events and conditions. The Company assumes no obligation to update any forwardlooking statements or information 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 (US 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 include:

- Adjusted EBIT;
- Adjusted EBIT margin;
- Adjusted net operating profit;
- Adjusted diluted earnings per share;
- Adjusted operating profit before income taxes;
- Adjusted income tax expense;
- Adjusted effective tax rate;
- Adjusted EBITDA;
- Adjusted EBITDA excluding Asbestos; and
- Adjusted selling, general and administrative expenses ("Adjusted SG&A")

These financial measures are or may be non-US 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 US GAAP. These non-GAAP financial measures should not be considered to be more meaningful than the equivalent US 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 US 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 measure to the equivalent US GAAP measure, see the slide titled "Non-US 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 US 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 US GAAP, the Company provides investors with a table and definitions presenting cross-references between each US GAAP financial measure used in the Company's Condensed Consolidated Financial Statements to the equivalent non-US GAAP financial measure used in this Management Presentation. See the section titled "Non-US GAAP Financial Measures" included in the Appendix to this Management Presentation.

AGENDA

- Fermacell Update Louis Gries, CEO
- Overview and Operating Review Louis Gries, CEO
- Financial Review Matt Marsh, EVP and CFO
- Questions and Answers





FERMACELL UPDATE

Louis Gries, CEO

Fermacell: Integration Update

James Hardie



fermacell

November 2017

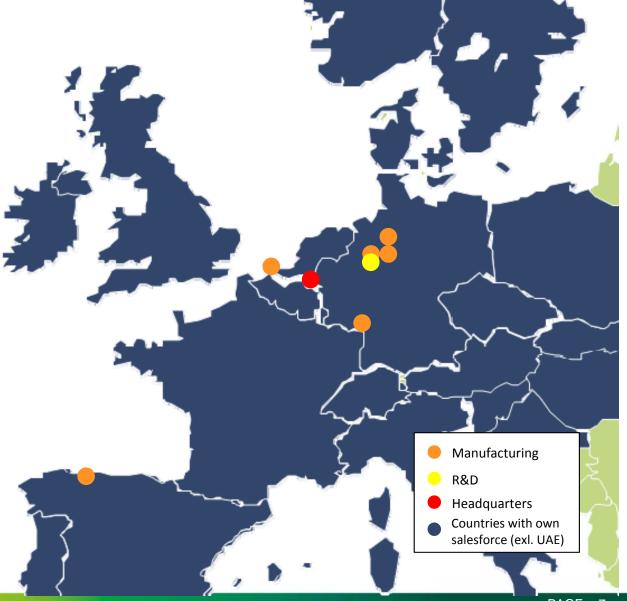
 Entered into Purchase Agreement for €473 million (~ US\$549 million)

December 2017 -March 2018

- Bridge loan facility of €525.0 secured to fund acquisition
- Due diligence and integration planning going as planned
- Customary closing procedures

March 2018

Acquisition on target for completion in Q4FY18





OVERVIEW AND OPERATING REVIEW

Louis Gries, CEO

GROUP OVERVIEW



- Higher volumes and net sales in North America Fiber Cement and International Fiber Cement segments
- Higher average net sales price in North America Fiber Cement segment
- North America Fiber Cement: YTD EBIT margin of 23.8%; manufacturing stabilizing, volume improving
- International Fiber Cement: YTD EBIT margin of 23.6%; strong performance

² Excludes Asbestos related expenses and adjustments



¹ Excludes Asbestos related expenses and adjustments, loss on early debt extinguishment and tax adjustments

NORTH AMERICA FIBER CEMENT SUMMARY

	Q3'18	9 Months FY18
Net Sales	US\$376.8 M	US\$1,168.0 M
	7%	6%
Sales Volume	528.9 mmsf	1,652.0 mmsf
	2%	1%
Average Price	US\$705 per msf	US\$700 per msf
	1 5%	5%
EBIT	US\$101.3 M	US\$278.5M
	34%	4%

Volume

- FY17 capacity constraint dampened FY18 demand
- Marginal volume growth ... Exterior volume in line with market index growth for the quarter

Price

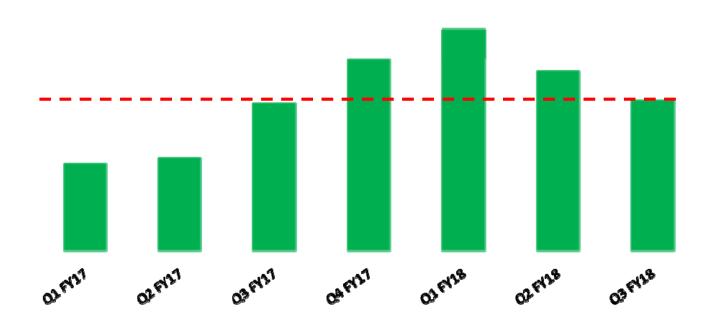
 Favorably impacted by annual change in our strategic pricing effective April 2017; and tactical pricing strategies

EBIT

- EBIT for the quarter increased compared to pcp:
 - Higher average net sales price and improved plant performance
 - Partially offset by higher input and freight costs
- EBIT for the nine months increased compared to pcp:
 - Higher average net sales price, partially offset by higher production costs

NORTH AMERICA DELIVERED UNIT COST

Delivered Unit Cost

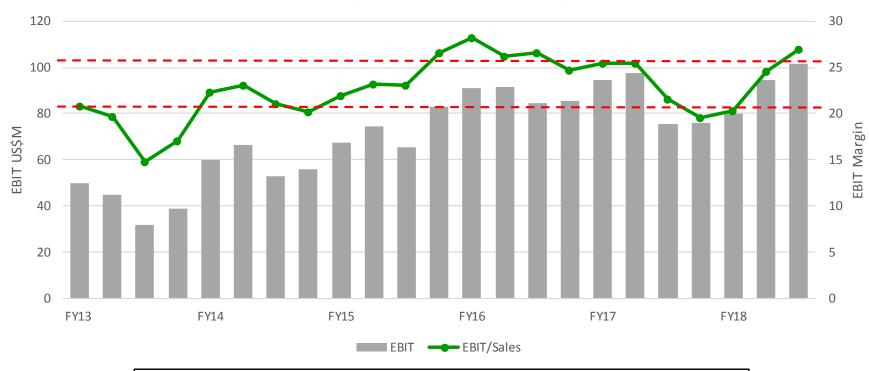


Delivered unit cost improved quarter to quarter throughout FY18

- Improvements in manufacturing inefficiencies and production cost
- Experiencing higher input costs

NORTH AMERICA FIBER CEMENT





YTD EBIT Margin % in target range, but down 40 bps to 23.8% compared to pcp

¹ Excludes asset impairment charges of US\$5.8 million in Q3 FY13 and US\$11.1 million in Q4 FY13



NORTH AMERICA FIBER CEMENT





- Strategic price increase effective April 2017
- Satisfied with tactical pricing and price positioning
- US housing conditions remain favorable
- New construction starts continue modest singledigit growth

¹ Rolling 12 month average of seasonally adjusted estimate of housing starts by US Census Bureau

INTERNATIONAL FIBER CEMENT SUMMARY

	Q3'18	9 Months FY18
Net Sales	US\$114.5 M 15%	US\$349.2 M
Sales Volume	131.7 mmsf 14%	399.8 mmsf 11%
Average Price	US\$773 per msf 2%	US\$775 per msf 1%
ЕВІТ	US\$25.4 M	US\$82.4 M

Volume

 Growth primarily in our Australian and Philippines businesses

Lower average selling price compared to pcp

- Favorably impacted by modest annual changes in strategic pricing in Australia
- Adversely impacted by tactical pricing strategies and volume growth in the Philippines

EBIT

• Strong result in our Australian business. Higher market penetration and improved manufacturing performance

INTERNATIONAL FIBER CEMENT (USD)







	Q3'18		9 Months FY18				
1	New Zealand	d		New Zealand	<u> </u>		
Volume	Net Sales	EBIT	Volume	Net Sales	EBIT		
					FLAT		

Australia

- Strong market and PDG performance
- EBIT favorably impacted by volume, price and manufacturing performance

New Zealand

- Higher net sales driven by higher volume
- Q3 EBIT unfavorably impacted by plant performance



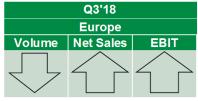




Philippines

- Tactical pricing and foreign translation unfavorably impacted EBIT
- Nine months EBIT higher in local currency





9 Months FY18								
	Europe							
Volume Net Sales EBIT								

Europe

- Lower volume in certain regions
- EBIT favorably impacted by lower SG&A expenses



FINANCIAL REVIEW

Matt Marsh, EVP and CFO

RESULTS – 3rd QUARTER FY18

Three Months Ended 31 December

US\$ Millions	Q3'18	Q3'17	% Change
Net sales	495.1	453.8	9
Gross profit	182.9	155.0	18
SG&A expenses	(77.7)	(74.6)	(4)
ЕВІТ	143.9	108.7	32
Net operating profit	79.9	87.9	(9)
Adjusted EBIT ¹	97.4	73.5	33
Adjusted net operating profit ²	69.9	52.6	33

Net sales increased 9%

- Higher average net sales price and volume in the North America Fiber Cement segment
- Strong volume growth in International Fiber Cement

Gross profit increased 18%, gross margin % up 270 bps

SG&A expenses increased 4%

SG&A expenses as a percentage of sales decreased 70 bps

Adjusted net operating profit increased 33%

- North America Fiber Cement segment EBIT increased 34% versus pcp
- International Fiber Cement segment EBIT increased 16% versus pcp

¹ Excludes Asbestos related expenses and adjustments

² Excludes Asbestos related expenses and adjustments, loss on early debt extinguishment and other tax adjustments

RESULTS – NINE MONTHS FY18

Nine Months Ended 31 December

US\$ Millions	9 Months FY18	9 Months FY17	% Change
Net sales	1,528.6	1,427.3	7
Gross profit	539.1	513.9	5
SG&A expenses	(226.2)	(215.7)	(5)
EBIT	325.0	315.0	3
Net operating profit	203.7	232.0	(12)
Adjusted EBIT ¹	289.8	277.2	5
Adjusted net operating profit ²	205.5	194.0	6

Net sales increased 7%

- Higher average net sales price in the North America
 Fiber Cement segment
- Strong volume growth in the International Fiber Cement

Gross profit increased 5%, gross margin % down 70 bps

SG&A expenses increased 5%

SG&A expenses as a percentage of sales decreased 30 bps

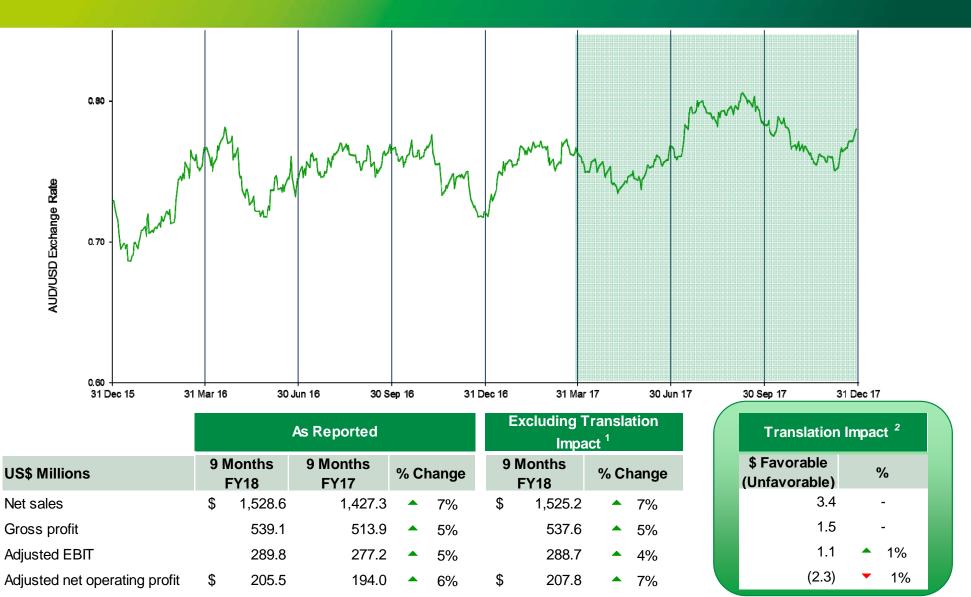
Adjusted net operating profit increased 6%

- North America Fiber Cement segment EBIT increased
 4% versus pcp
- International Fiber Cement Segment EBIT increased
 15% versus pcp

¹ Excludes Asbestos related expenses and adjustments

² Excludes Asbestos related expenses and adjustments, loss on early debt extinguishment and other tax adjustments

CHANGES IN AUD vs. USD

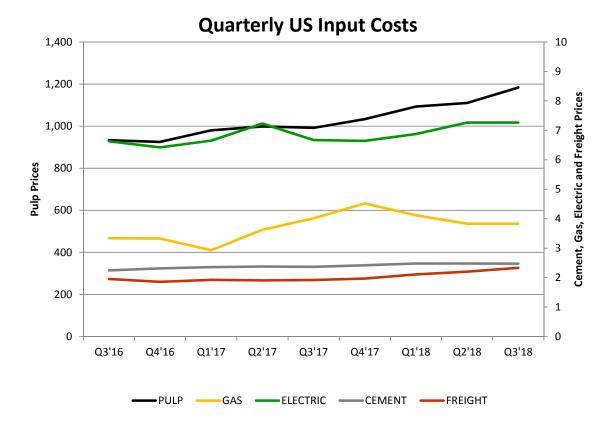


¹ As Reported 9 Months FY18 figures converted using 9 Months FY17 weighted average exchange rates

² Reflects the difference between 9 Months FY18 As Reported and 9 Months FY18 using 9 Months FY17 weighted average exchange rates



NORTH AMERICA INPUT COSTS



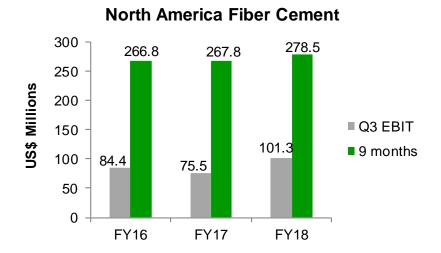
- Freight market prices increased 21% compared to pcp
- The price of NBSK pulp increased 19% compared to pcp
- Electricity prices are up 9% compared to pcp
- Cement prices continue to rise, up 5% compared to pcp
- Gas prices are down 5% compared to pcp

The information underlying the table above is sourced as follows:

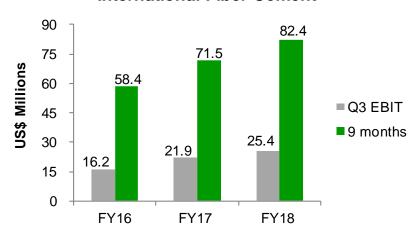
- Pulp Cost per ton from RISI
- Gas Cost per thousand cubic feet for industrial users from US Energy Information Administration
- Electric Cost per thousand kilowatt hour for industrial users from US Energy Information Administration
- Cement Relative index from the Bureau of Labor Statistics
- Freight Cost per mile from Dial-a-Truck Solutions
- Gas and Electric prices for Q3'18 are based on Q2'18 actuals



SEGMENT EBIT – 3rd QUARTER and NINE MONTHS FY18



International Fiber Cement



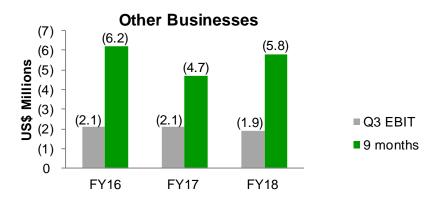
North America Fiber Cement EBIT summary

- Q3 EBIT increased 34% and nine months EBIT increased 4% compared to pcp
- Quarter increase primarily driven by higher net sales and lower production costs
- Nine months increase primarily driven by higher net sales price, partially offset by higher production cost

International Fiber Cement EBIT summary

- Q3 EBIT increased 16% and nine months EBIT increased
 15% compared to pcp
- Strong volume growth in Australia and the Philippines
- Favorable conditions in our addressable markets and increased market penetration in Australia during the year

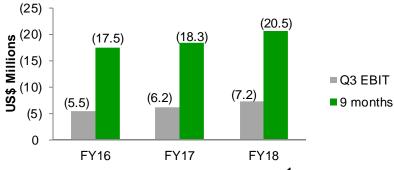
SEGMENT EBIT – 3rd QUARTER and NINE MONTHS FY18



Other Businesses

Additional investments in product and manufacturing capabilities

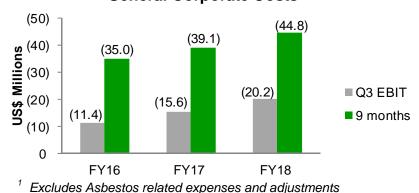




R&D

- On strategy to invest 2-3% of net sales
- Increased spend for Other Businesses segment, and overall increase in number of projects

General Corporate Costs¹



General Corporate Costs

 Higher discretionary spend and increase in foreign exchange losses during the nine months, partially offset by the gain on the sale of a storage building near our Fontana facility in Q1 FY18



INCOME TAX

Three Months and Nine Months Ended 31 December						
US\$ Millions	Q3'18	Q3'17	9 Months FY18	9 Months FY17		
Operating profit before taxes	110.1	102.9	277.5	295.9		
Asbestos adjustments ¹	(46.8)	(35.0)	(36.2)	(37.0)		
Loss on early debt extinguishment	26.1	-	26.1	-		
Adjusted operating profit before income taxes	89.4	67.9	267.4	258.9		
Adjusted income tax expense ²	(19.5)	(15.3)	(61.9)	(64.9)		
Adjusted effective tax rate	21.8%	22.5%	23.1%	25.1%		
Income tax expense Income taxes paid	(30.2)	(15.0)	(73.8) 33.7	(63.9) 42.4		
Income taxes payable			31.0	5.7		

23.1% estimated adjusted effective tax rate for the year

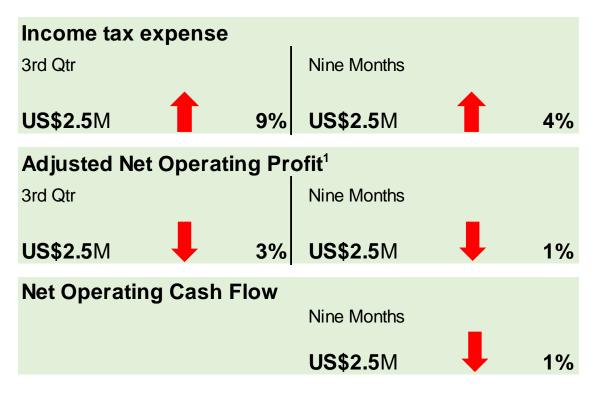
- YTD Adjusted income tax expense decrease driven by a reduction of the US tax rate
- Income taxes are paid and payable in Ireland, the US, Canada, New Zealand and the Philippines
- Income taxes are not currently paid or payable in Europe (excluding Ireland) or Australia due to tax losses. Australian tax losses primarily result from deductions relating to contributions to AICF

¹ Includes Asbestos adjustments, AICF SG&A expenses and net AICF interest (income) expense

² Excludes tax effects of Asbestos, loss on early debt extinguishment and other tax adjustments

US INCOME TAX REFORM

Impact from US Tax Reform



US Tax Cuts and Jobs Act enacted 22 December 2017

- Provisional charge to income tax expense of US\$2.5 million comprising:
 - Estimated US\$32.5 million on deemed repatriated earnings
 - Partially offset by an estimated US\$30.0
 million revaluation of our US-based net
 deferred tax liabilities, as a result of the
 lowered US federal income tax rate
- Impact of US Tax Reform on future earnings is currently uncertain

Excludes Asbestos related expenses and adjustments, loss on early debt extinguishment and tax adjustments

CASHFLOW

US\$ Millions	9 Months FY18	9 Months FY17	Change (%)
Net Income	203.7	232.0	(12)
Adjustment for non-cash items	62.1	50.5	23
Annual AICF contribution	(102.2)	(91.1)	(12)
Operating working capital ¹	10.0	75.3	(87)
Other net operating activities	65.8	(0.9)	
Cash Flow from Operations	239.4	265.8	(10)
Purchases of property, plant and equipment ²	(151.9)	(60.1)	
Proceeds from sale of property, plant and equipment	7.9	-	
Free Cash Flow ³	95.4	205.7	(54)
Dividends paid	(131.3)	(130.2)	(1)
Net repayments of credit facilities	(175.0)	(80.0)	
Net proceeds from senior unsecured notes ⁴	386.1	75.6	
Call redemption premium paid to note holders	(19.5)	-	
Share related activities	0.2	(96.6)	
Free Cash Flow after Financing Activities	155.9	(25.5)	

Decrease in net operating cash flow

- Building inventory levels
- Increase in the payment to AICF

Higher investing activities

- Increase in capacity expansion related capital expenditures
- Includes proceeds from the sale of a storage building near our Fontana facility

Cash provided by financing activities

- Driven by net proceeds of our senior unsecured notes
- Partially offset by associated call redemption premium, debt issuance and lower share buyback activity

¹ Excludes AP related to capital expenditures

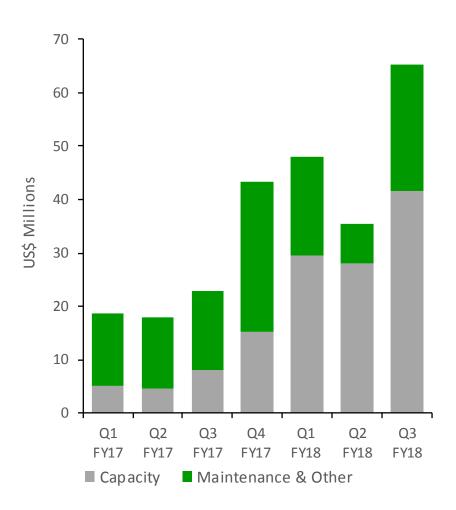
² Includes capitalized interest

Distinct from the term defined by the AFFA for purposes of calculating our annual contribution to AICF

¹ Includes debt issuance costs

CAPITAL EXPENDITURES

CAPEX Spend



- YTD CAPEX spend of US\$148.8 million increased US\$90.3 million compared to pcp
- North America capacity projects during Q3 FY18:
 - Continued the start-up at our Summerville facility
 - Continued construction of a greenfield expansion in Tacoma, expected commissioning Q1 FY19
 - Continued planning our Prattville, Alabama facility.
 Expected commissioning 1H FY20
- Continued to expand capacity at our Philippines facility, expected to be completed in Q4 FY18
- Announced A\$28.5 million brownfield expansion project at our Carole Park facility in Australia, expected to be commissioned by Q1 FY21

FINANCIAL MANAGEMENT SUPPORTING GROWTH

Strong Financial Management

- Strong margins and operating cash flows
- Strong governance and transparency
- Investment-grade financial management

Moody's	S&P	Fitch
Ba1	ВВ	BBB-
affirmed Nov'17 outlook stable	affirmed Nov'17 outlook stable	affirmed Nov'17 outlook stable

Disciplined Capital Allocation

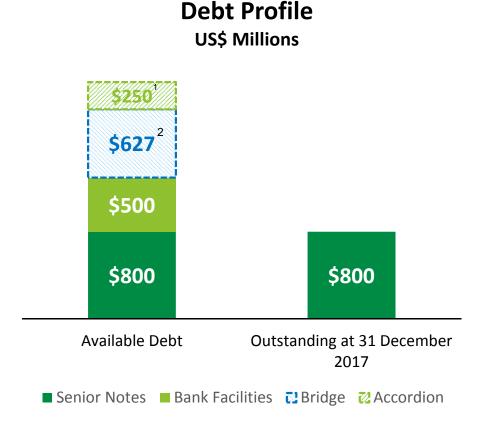
- Invest in R&D and capacity expansion to support organic growth
- Maintain ordinary dividends within the defined payout ratio
- Flexibility for:
 - Cyclical market volatility
 - Accretive and strategic inorganic opportunities
 - Further shareholder returns when appropriate

Liquidity and Funding

- Conservative leveraging of balance sheet at a target within 1-2 times
 Adjusted EBITDA excluding asbestos.
 - US\$500 million of unsecured revolving credit facility;
 US\$800 million senior unsecured notes at Q3 FY18
 - Weighted average maturity of 5.0 years on bank debt; 7.2 years on total debt at Q3 FY18
 - €525m / US\$627.4m bridge finance available to fund Fermacell acquisition

Financial management consistent with investment grade credit Ability to withstand market cycles and other unanticipated events

LIQUIDITY PROFILE



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 revolving credit facility agreement, but not credit approved

Strong balance sheet

- US\$231.3 million cash
- US\$552.6 million net debt³ at 31 December 2017
- 100% liquidity on bank debt at 31 December 2017

Corporate debt structure

- US\$400 million 4.75% senior unsecured notes maturing January 2025
- US\$400 million 5.00% senior unsecured notes maturing January 2028
- US\$500 million unsecured revolving credit facility,
 with a December 2022 maturity
- €525m (US\$627.4m) bridge finance available²

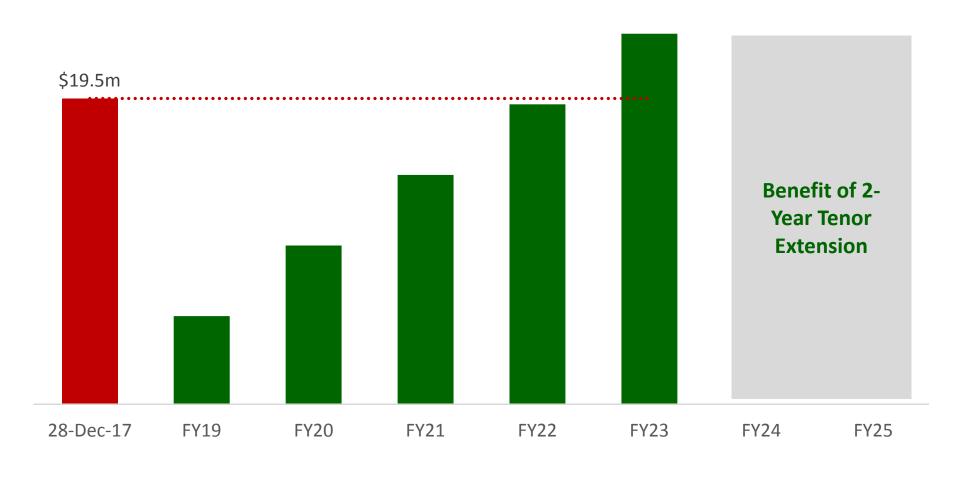
Leverage strategy

 1.22x net debt to Adjusted EBITDA excluding asbestos; within the 1-2x leverage target range

On 13 December 2017, a 364-day term loan bridge facility was executed to facilitate the Fermacell acquisition. The facility limit is €525 million, or \$627.4 million equivalent at 31 December 2017. The facility was undrawn at 31 December 2017

³ Includes debt issuance costs (\$16.2 million)

REDEMPTION OF 2023 SENIOR UNSECURED NOTES



Cumulative interest saved by replacing 5.875% notes with 4.75% ••••••• Redemption Premium

FY2018 GUIDANCE

- Management notes the range of analysts' forecasts for net operating profit excluding asbestos for the year ending 31 March 2018 is between US\$267 million and US\$278 million
- Management expects full year Adjusted net operating profit to be between U\$\$260 million and U\$\$275 million assuming, among other things, housing conditions in the United States continue to improve in line with our assumed forecast of new construction starts between approximately 1.2 and 1.3 million, input prices remain consistent and an average USD/AUD exchange rate that is at or near current levels for the remainder of the year
- Management cautions that although US housing activity has been improving, market conditions remain somewhat uncertain and some input costs remain volatile. Management is unable to forecast the comparable US GAAP financial measure due to uncertainty regarding the impact of actuarial estimates on asbestos-related assets and liabilities in future periods



QUESTIONS



APPENDIX

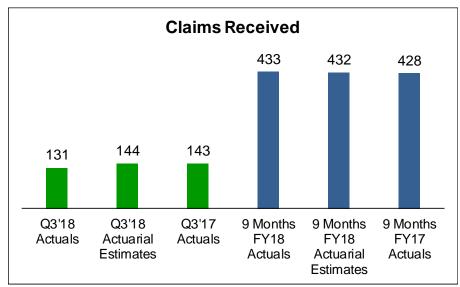
FINANCIAL SUMMARY

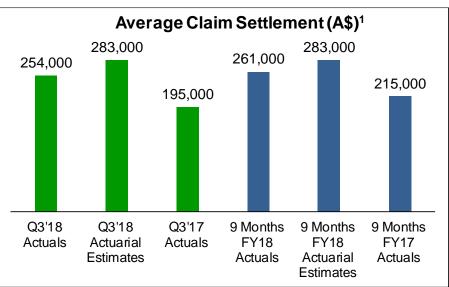
	Three Months and Nine Months Ended 31 December						r			
US\$ Millions		Q3'18	(Q3'17	% Change	9	Months FY18	9	Months FY17	% Change
Net Sales										
North America Fiber Cement	\$	376.8	\$	350.9	7	\$	1,168.0	\$	1,105.7	6
International Fiber Cement		114.5		99.5	15		349.2		309.0	13
Other Businesses		3.8		3.4	12		11.4		12.6	(10)
Total Net Sales	\$	495.1	\$	453.8	9	\$	1,528.6	\$	1,427.3	7
EBIT										
North America Fiber Cement	\$	101.3	\$	75.5	34	\$	278.5	\$	267.8	4
International Fiber Cement		25.4		21.9	16		82.4		71.5	15
Other Businesses		(1.9)		(2.1)	10		(5.8)		(4.7)	(23)
Research & Development		(7.2)		(6.2)	(16)		(20.5)		(18.3)	(12)
General Corporate ¹		(20.2)		(15.6)	(29)		(44.8)		(39.1)	(15)
Adjusted EBIT	\$	97.4	\$	73.5	33	\$	289.8	\$	277.2	5
Net interest expense ²		(8.6)		(7.0)	(23)		(22.6)		(19.5)	(16)
Other income		0.6		1.4	(57)		0.2		1.2	(83)
Adjusted income tax expense		(19.5)		(15.3)	(27)		(61.9)		(64.9)	5
Adjusted net operating profit	\$	69.9	\$	52.6	33	\$	205.5	\$	194.0	6



Excludes Asbestos related expenses and adjustments
 Excludes AICF interest income/expense

ASBESTOS CLAIMS DATA





- Quarter and nine months claims received were 9% below and in line with actuarial estimates, respectively
- Quarter and nine months claims received decreased 8% and increased 1%, respectively, compared to pcp
- Mesothelioma claims reported during the nine months:
 - 8% above actuarial estimates
 - 7% higher than pcp
- Average claim settlement for the nine months was 8% below actuarial estimates:
 - Lower average claim settlement sizes across most disease types
 - Lower average claim size for non-large mesothelioma claims
 - Favorable large claims experience

Average claim settlement is derived as the total amount paid divided by the number of non-nil claim



DEPRECIATION AND AMORTIZATION

US\$ Millions	Three Months and Nine Months Ended 31 December							
	Q3'18		Q3'17		9 I	Months FY18	9 M	onths FY17
Depreciation and amortization								
North America Fiber Cement	\$	18.8	\$	17.8	\$	54.1	\$	48.0
International Fiber Cement		3.1		3.0		9.5		8.9
Other Businesses		0.5		0.6		1.6		1.7
Research and Development		0.3		0.5		1.1		1.4
General Corporate		0.7		0.7		2.3		2.5
Total depreciation and amortization	\$	23.4	\$	22.6	\$	68.6	\$	62.5

NON-US GAAP FINANCIAL MEASURES AND TERMS

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 Condensed Consolidated Financial Statements

Definitions

EBIT – Earnings before interest and taxes

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

Sales Volumes

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

Financial Measures – US GAAP equivalents

This document contains financial statement line item descriptions that are considered to be non-US GAAP, but are consistent with those used by Australian companies. Because the company prepares its Condensed Consolidated Financial Statements under US GAAP, the following table cross-references each non-US GAAP line item description, as used in Management's Analysis of Results and Media Release, to the equivalent US GAAP financial statement line item description used in the company's Condensed Consolidated Financial Statements:

Management's Analysis of Results and Media Release	Consolidated Statements of Operations and Other Comprehensive Income (Loss) (US GAAP)
Net sales Cost of goods sold Gross profit	Net sales Cost of goods sold Gross profit
Selling, general and administrative expenses Research and development expenses Asbestos adjustments EBIT*	Selling, general and administrative expenses Research and development expenses Asbestos adjustments Operating income (loss)
Net interest income (expense)* Other income (expense) Operating profit (loss) before income taxes*	Sum of interest expense and interest income Other income (expense) Income (loss) before income taxes
Income tax (expense) benefit	Income tax (expense) benefit
Net operating profit (loss)*	Net income (loss)

*- Represents non-US GAAP descriptions used by Australian companies.



Financial Measures – US GAAP equivalents

Adjusted EBIT

US\$ Millions	Three Months and Nine Months Ended 31 December								
		Q3'18		Q3'17	9	Months FY18	9	Months FY17	
EBIT	\$	143.9	\$	108.7	\$	325.0	\$	315.0	
Asbestos:									
Asbestos adjustments		(47.0)		(35.6)		(36.5)		(39.0)	
AICF SG&A expenses		0.5		0.4		1.3		1.2	
Adjusted EBIT	\$	97.4	\$	73.5	\$	289.8	\$	277.2	
Net sales	\$	495.1	\$	453.8	\$	1,528.6	\$	1,427.3	
Adjusted EBIT margin		19.7%		16.2%		19.0%		19.4%	

Adjusted net operating profit

US\$ Millions	Three Months and Nine Months Ended 31 December								
		Q3'18		Q3'17	9 Months F	FY18	9 Mo	onths FY17	
Net operating profit	\$	79.9	\$	87.9	\$	203.7	\$	232.0	
Asbestos:									
Asbestos adjustments		(47.0)		(35.6)		(36.5)		(39.0)	
AICF SG&A expenses		0.5		0.4		1.3		1.2	
AICF interest (income) expense, net		(0.3)		0.2		(1.0)		0.8	
Loss on early debt extinguishment Asbestos, loss on early debt extinguishment and		26.1		-		26.1		-	
other tax adjustments		10.7		(0.3)		11.9		(1.0)	
Adjusted net operating profit	\$	69.9	\$	52.6	\$	205.5	\$	194.0	

Adjusted diluted earnings per share

	Three Months and Nine Months Ended 31 December								
	Q3'18 Q3'17				Q3'17 9 Months FY18			Months FY17	
Adjusted net operating profit (US\$ Millions)	\$	69.9	\$	52.6	\$	205.5	\$	194.0	
Weighted average common shares outstanding - Diluted (millions)		442.0		441.6		441.7		444.8	
Adjusted diluted earnings per share (US cents)		16		12		47		44	

Adjusted effective tax rate

US\$ Millions	Three Months and Nine Months Ended 31 December							
		Q3'18		Q3'17	9	Months FY18	9	Months FY17
Operating profit before income taxes	\$	110.1	\$	102.9	\$	277.5	\$	295.9
Asbestos:								
Asbestos adjustments		(47.0)		(35.6)		(36.5)		(39.0)
AICF SG&A expenses		0.5		0.4		1.3		1.2
AICF interest (income) expense, net		(0.3)		0.2		(1.0)		0.8
Loss on early debt extinguishment		26.1		-		26.1		-
Adjusted operating profit before income taxes	\$	89.4	\$	67.9	\$	267.4	\$	258.9
	•	(0.0.0)	•	(45.0)	•	(70.0)	•	(00.0)
Income tax expense Asbestos, loss on early debt extinguishment and	\$	(30.2)	\$	(15.0)	\$	(73.8)	\$	(63.9)
other tax adjustments		10.7		(0.3)		11.9		(1.0)
Adjusted income tax expense	\$	(19.5)	\$	(15.3)	\$	(61.9)	\$	(64.9)
Effective tax rate		27.4%		14.6%		26.6%		21.6%
Adjusted effective tax rate		21.8%		22.5%		23.1%		25.1%

Adjusted EBITDA excluding Asbestos

US\$ Millions	Three Months and Nine Months Ended 31 December								
		Q3'18		Q3'17	9	Months FY18	9	Months FY17	
EBIT	\$	143.9	\$	108.7	\$	325.0	\$	315.0	
Depreciation and amortization		23.4		22.6		68.6		62.5	
Adjusted EBITDA	\$	167.3	\$	131.3	\$	393.6	\$	377.5	
Asbestos:									
Asbestos adjustments		(47.0)		(35.6)		(36.5)		(39.0)	
AICF SG&A expenses		0.5		0.4		1.3		1.2	
Adjusted EBITDA excluding Asbestos	\$	120.8	\$	96.1	\$	358.4	\$	339.7	

Adjusted selling, general and administrative expenses ("Adjusted SG&A")

US\$ Millions	Three Months and Nine Months Ended 31 December								
		Q3'18		Q3'17	Ş	Months FY18	9	Months FY17	
SG&A expenses	\$	77.7	\$	74.6	\$	226.2	\$	215.7	
Excluding:									
AICF SG&A expenses		(0.5)		(0.4)		(1.3)		(1.2)	
Adjusted SG&A expenses	\$	77.2	\$	74.2	\$	224.9	\$	214.5	
Net sales	\$	495.1	\$	453.8	\$	1,528.6	\$	1,427.3	
SG&A expenses as a percentage of net sales		15.7%		16.4%		14.8%		15.1%	
Adjusted SG&A expenses as a percentage of net sales		15.6%		16.4%		14.7%		15.0%	



Q3 FY18 MANAGEMENT PRESENTATION

02 February 2018