# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

#### FORM 6-K

# Report of Foreign Private Issuer Pursuant to Rule 13a-16 or 15d-16 under the Securities Exchange Act of 1934

For the Month of September 2017 1-15240 (Commission File Number)

#### JAMES HARDIE INDUSTRIES plc

(Translation of registrant's name into English)

Europa House, Second Floor Harcourt Centre Harcourt Street, Dublin 2, Ireland (Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

Form 20-F..X.... Form 40-F.......

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1): Not Applicable Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7): Not Applicable

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#### Forward-Looking Statements

This Form 6-K 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 are 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 buybacks;
- 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.

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. 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 customer

businesses and business segments; changes in the Company's key management personnel; inherent limitations on internal controls; use of accounting estimates; 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 forward-looking statements or information except as required by law.

#### **EXHIBIT INDEX**

### Exhibit No. Description

99.1 Investor Roadshow Presentation - September / October 2017

#### **SIGNATURES**

Date:

September 7, 2017

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

James Hardie Industries plc

By: /s/ Natasha Mercer

Natasha Mercer Company Secretary

#### **EXHIBIT INDEX**

### Exhibit No. Description

99.1 Investor Roadshow Presentation - September / October 2017

Exhibit 99.1



# **INVESTOR PRESENTATION**

SEPTEMBER & OCTOBER 2017

## CAUTIONARY NOTE ON FORWARD-LOOKING STATEMENTS

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- 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.

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

This Investor 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**

- Strategic Focus and Business Overview
- · North America Fiber Cement
- · International Fiber Cement
- Capital Management Framework
- Appendix

James Hardie

# **OUR STRATEGIC FOCUS**



#### **PEOPLE**

Continue to invest in the safety, development and promotion of our people



Build on industry leadership through unrivalled commitment to manufacturing, R&D, technology and capacity planning DRIVING
PROFITABLE
GROWTH
DELIVERING
SUPERIOR
RETURNS







# A GROWTH FOCUSED COMPANY





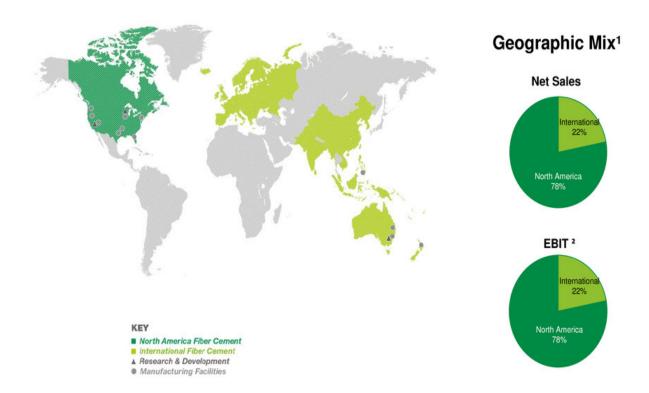


- · Annual net sales US\$1.9b
- Total assets US\$2.0b
- · Strong operational cash generation
- Operations in North America, Asia Pacific and Europe
- · 3,577 employees
- · Market cap US\$6.2b
- S&P/ASX 100 company
- · NYSE ADR listing

Market capitalization per Bloomberg as at 30 August 2017. Total assets as at 30 June 2017 and employees as at 31 March 2017. Annual net sales for the three months to 30 June 2017 annualised.



# **WORLD LEADER IN FIBER CEMENT**

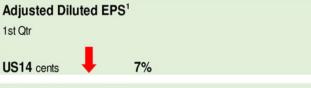


<sup>1</sup> All percentages are for the fiscal year ended 31 March 2017 <sup>2</sup> EBIT – excludes research and development and asbestos-related expenses and adjustments



# **GROUP OVERVIEW 1st QUARTER FY18 RESULTS**



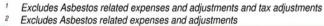


11%

Net Operating Cash Flow 1st Qtr

US\$102.9M





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# **KEY THEMES 1st QUARTER FY18 RESULTS**

- · North America Fiber Cement top line growth below our market index due to capacity constraints
- North America Fiber Cement margins compressed by manufacturing inefficiencies and higher production costs
- International Fiber Cement net sales increased 8% and EBIT increased 10% compared to pcp
- Net operating cash flow decreased US\$12.2 million compared to pcp

On 3 July 2017, we made a payment of US\$102.2 million to AICF, representing our annual

contribution



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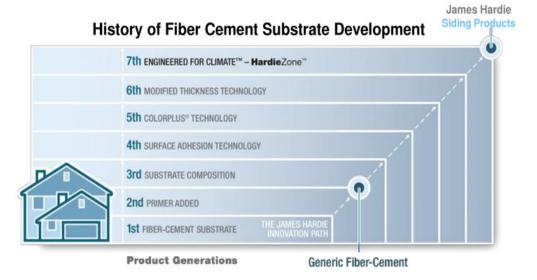
# **CREATING A SUSTAINABLE AND DIFFERENTIATED ADVANTAGE**

## Research & Development: Significant and consistent investment

- US\$30.3m spent on Research & Development in FY17 and US\$7.6m in 1Q FY18
- US\$477.1m spent on Research & Development since 2000



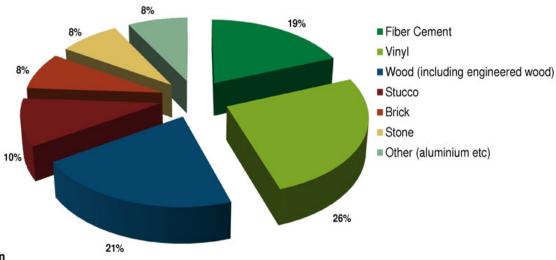




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# **DRIVING CATEGORY AND MARKET SHARE GAINS**

## North America External Cladding Share<sup>1</sup>



#### 35/90 Plan

- · Grow fiber cement share to 35% of the exterior cladding market against other wood-looking siding alternatives
- Maintain JHX's category share at 90%

#### Currently:

- JHX wins ~90% of the fiber cement category, while fiber cement used in ~19% of the total market
- Current estimate is wood-look siding (Wood, Vinyl and Fiber Cement) is 65-70% of total market.

'Source: Internal estimates based on NAHB product usage data adjusted for regional market intelligence

James Hardie

# **DELIVERING SUPERIOR PRODUCT PERFORMANCE**

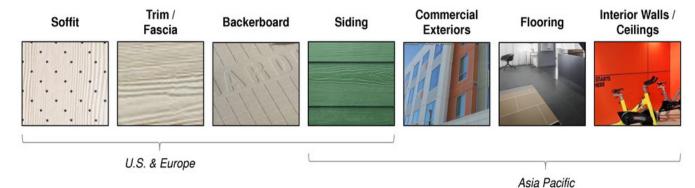
Fiber cement is more durable than wood and engineered wood, looks and performs better than vinyl, and is more cost effective and quicker to build with than brick



James Hardie

# **BUILDING A PORTFOLIO OF PRODUCTS AND BRANDS**

# **Primary Products**



### **Brand Portfolio**









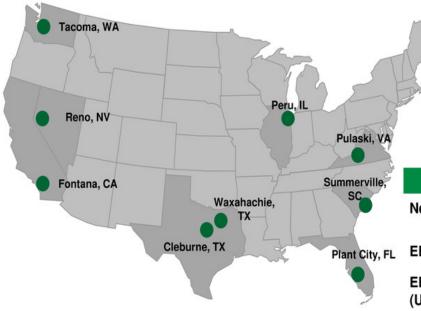




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# NORTH AMERICA FIBER CEMENT SEGMENT

## **North America Plant Locations**



- Largest fiber cement producer in North America
- 2,390 employees<sup>1</sup>
- 9 manufacturing plants<sup>2</sup>
- 2 research and development facilities

	3 mths FY18	3 mths FY17
Net Sales	US\$393.1m	US\$370.3m
EBIT	US\$79.8m	US\$94.6m
EBIT Margin (US\$)	20.3%	25.5%

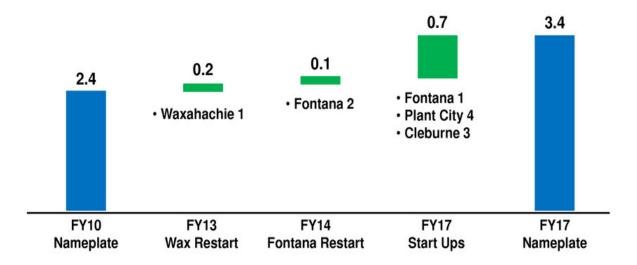
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<sup>1</sup> As at 31 March 2017

<sup>&</sup>lt;sup>2</sup> Production at our Summerville, South Carolina plant was suspended in November 2008. We re-commissioned this plant in 1Q FY18 and it continues to start-up as planned.

## NORTH AMERICA MANUFACTURING CAPACITY

## **Capacity Since Housing Downturn**



## Future capacity additions:

- FY18 brownfield additions: Summerville (190 mmsf) + Plant City 3 (100 mmsf)
- FY19 & FY20 greenfield additions: Tacoma (250 mmsf) + Alabama (500 mmsf)

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# NORTH AMERICA MANUFACTURING CAPACITY

North America Plant Locations	Owned / Leased	Design Capacity (mmsf) <sup>1</sup>
Cleburne, Texas	Owned	666
Peru, Illinois	Owned	560
Plant City, Florida	Owned	500
Pulaski, Virginia	Owned	600
Reno, Nevada	Owned	300
Tacoma, Washington <sup>2</sup>	Owned	200
Waxahachie, Texas	Owned	360
Fontana, California	Owned	250
	Total	3,436
Start-up	Projects in FY18	
Plant City, Florida <sup>3</sup>	Owned	100
Summerville, South Carolina <sup>4</sup>	Owned	190

Nameplate capacity as at 31 March 2017. The calculated annual design capacity is based on management's historical experience with our production process and is calculated assuming continuous operation, 24 hours per day, seven days per week, producing 5/16" medium density product at a targeted operating speed.



<sup>&</sup>lt;sup>2</sup> Started construction of a greenfield expansion in Tacoma, commissioning expected in 1Q FY19. This incremental capacity <u>is not</u> included in the above table.

<sup>3</sup> Incremental capacity of Plant City SM3, the 4th active sheet machine at that facility, which was commissioned in 1Q FY18 and continues to start up as planned.

<sup>4</sup> Production at our Summerville plant was suspended in November 2008. We re-commissioned this plant in 1Q FY18 and it continues to start-up as planned.

## NORTH AMERICA FIBER CEMENT SUMMARY

	Q1'18	
Net Sales	<b>US\$393.1</b> M	
Sales Volume	<b>561.5</b> mmsf 2%	
Average Price	<b>US\$693</b> per msf 4%	
ЕВІТ	<b>US\$79.8</b> M	

#### Volume

• Growth below our market index due to capacity constraints

#### **Price**

 Favorably impacted by our annual changes in strategic pricing effective April 2017

### **Manufacturing Capacity and Production Costs**

- Compared to prior corresponding period:
  - Higher labor, maintenance and other production costs
  - · Continued production inefficiencies & new line start up

#### **EBIT**

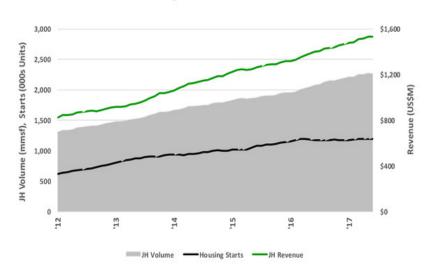
- EBIT decreased compared to pcp, primarily driven by higher production costs and higher freight costs
- · Partially offset by higher average net price compared to pcp

James Hardie

# **AGGRESSIVELY GROWING DEMAND FOR OUR PRODUCTS**

## **North America Fiber Cement**

Top Line Growth<sup>1</sup>











- 1Q FY18 revenue up 6% on 2% volume growth
- Since FY12 our volume growth has outpaced US housing starts

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



# **ACHIEVING THE RIGHT VALUE FOR OUR PRODUCTS**







## **North America Fiber Cement**

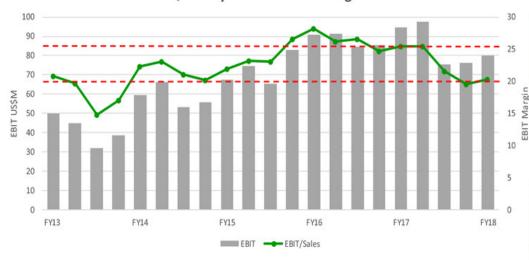


- Strategic price increase effective April 2017
- · Satisfied with tactical pricing and price positioning

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# **NORTH AMERICA DELIVERING STRONG RETURNS**

## Quarterly EBIT and EBIT Margin<sup>1</sup>







Q1 FY18 EBIT Margin % down 520 bps to 20.3% compared to pcp, but remains within target range

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



# **INTERNATIONAL FIBER CEMENT SUMMARY**

	Q1'18
Net Sales	US\$110.8M
Sales Volume	<b>128.7</b> mmsf 3%
Average Price	<b>US\$766</b> per msf 2%
ЕВІТ	US\$26.2M

#### Volume

- · Growth in Australia, New Zealand and Philippines
- Partially offset by volume declined in Europe

### Higher average selling price compared to pcp

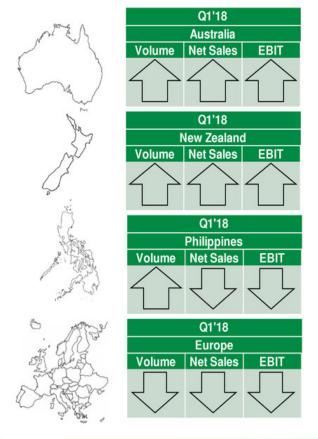
- · Favorable product and geographic mix
- Favorably impacted by annual changes in strategic pricing

#### **EBIT**

- Higher EBIT in Australia and New Zealand driven by increase in price and volume
- Partially offset by the Philippines and European businesses

James Hardie

# **INTERNATIONAL FIBER CEMENT (USD)**



#### **Australia**

- · Flat market growth compared to pcp
- Growth above market index → + PDG
- EBIT favorably impacted by price and product mix

#### **New Zealand**

· Higher average net sales price and volume

### **Philippines**

 Net sales and EBIT unfavorably impacted by lower average net sales price due to tactical pricing strategies

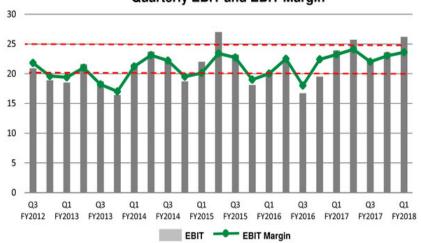
### **Europe**

 Lower sales and EBIT, driven by lower volume in certain regions and higher North America product costs

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# **INTERNATIONAL DELIVERING STRONG RETURNS**

# International Fiber Cement Segment Quarterly EBIT and EBIT Margin<sup>1</sup>











<sup>1</sup> EBIT and EBIT margin excludes New Zealand weathertightness claims



# **INTERNATIONAL MANUFACTURING CAPACITY**

International Plant Locations	Owned / Leased	Design Capacity (mmsf) <sup>1</sup>
Australia		
Rosehill, New South Wales	Owned	180
Carole Park, Queensland	Owned	160
New Zealand		
Auckland	Leased	75
Philippines		
Cabuyao City <sup>2</sup>	Owned	145
	Total	560





<sup>&</sup>lt;sup>1</sup> Nameplate capacity as at 31 March 2017. The calculated annual design capacity is based on management's historical experience with our production process and is calculated assuming continuous operation, 24 hours per day, seven days per week, producing 5/16" medium density product at a targeted operating speed.

<sup>2</sup> Currently adding additional capacity in the Philippines, expected to be completed 2H FY18. The incremental capacity is not included in the above table.

## 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-
upgraded Jun'16 outlook stable	affirmed Feb'17 outlook positive	affirmed Mar'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:
  - Accretive and strategic inorganic opportunities
  - Cyclical market volatility
  - 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\$400 million senior unsecured notes at Q1 FY18
  - Weighted average maturity of 3.4 years on bank facilities; 4.4 years on total debt at Q1 FY18
  - 70% liquidity on bank debt at Q1 FY18

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



# **FY2018 GUIDANCE**

- Management expects full year Adjusted net operating profit to be between US\$240 million and US\$280 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, and 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





# **USA MARKETPLACE**



James Hardie

# **AUSTRALIA & NEW ZEALAND MARKETPLACE**







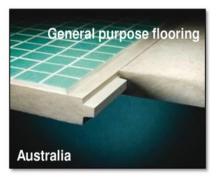
James Hardie

# **AUSTRALIA, NEW ZEALAND & PHILIPPINES CORE MARKETS**









James Hardie

# **FINANCIAL SUMMARY**

		Three Months Ended 30 June						
US\$ Millions		Q1'18			Q1'17	% Change		
Net Sales								
North America Fiber Cement International Fiber Cement Other Businesses Total Net Sales		\$ <b>\$</b>	393.1 110.8 3.8 <b>507.7</b>	\$	370.3 102.9 4.5 <b>477.7</b>	6 8 (16) <b>6</b>		
EBIT								
North America Fiber Cement International Fiber Cement Other Businesses Research & Development General Corporate <sup>1</sup>	,	\$	79.8 26.2 (1.8) (6.1) (9.8)	\$	94.6 23.9 (1.4) (6.1) (13.4)	(16) 10 (29) - 27		
Adjusted EBIT	;	\$	88.3	\$	97.6	(10)		
Net interest expense <sup>2</sup> Other expense Adjusted income tax expense			(6.6) (0.4) (19.6)		(5.4) (0.7) (24.8)	(22) 43 21		
Adjusted net operating profit		\$		\$	66.7	(7)		

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



# NORTH AMERICA FIBER CEMENT - 5 YEAR RESULTS OVERVIEW

	FY13	FY14	FY15	FY16	FY17
Net Sales US\$m	914	1,084	1,225	1,335	1,493
Sales Volume mmsf	1,468	1,673	1,822	1,969	2,215
EBIT US\$m <sup>1</sup>	166	235	290	352	344
EBIT Margin %1	18	22	24	26	23

<sup>&</sup>lt;sup>1</sup> Excludes asset impairment charges of US\$16.9 million in FY13



# **INTERNATIONAL FIBER CEMENT – 5 YEAR RESULTS OVERVIEW**

	FY13	FY14	FY15	FY16	FY17
Net Sales US\$m	399	398	418	379	412
Sales Volume mmsf	414	441	484	481	487
EBIT US\$m <sup>1</sup>	75	86	90	78	95
EBIT Margin % <sup>1</sup>	19	22	22	21	23

<sup>&</sup>lt;sup>1</sup> Excludes New Zealand weathertightness claims



# **RESULTS – 1st QUARTER FY18**

Three Months Ended 30 June							
US\$ Millions	Q1'18	Q1'17	% Change				
Net sales	507.7	477.7	6				
Gross profit	169.0	176.8	(4)				
SG&A expenses	(73.5)	(72.0)	(2)				
ЕВІТ	84.0	117.8	(29)				
Net operating profit	57.4	87.1	(34)				
Adjusted EBIT <sup>1</sup>	88.3	97.6	(10)				
Adjusted net operating profit <sup>2</sup>	61.7	66.7	(7)				

### Net sales increased 6%

 Higher average net sales price and volume in North America Fiber Cement and International Fiber Cement segments

Gross profit decreased 4%, gross margin % down 370 bps

### SG&A expenses increased 2%

· Continuing to invest in future growth

### Adjusted net operating profit decreased 7%

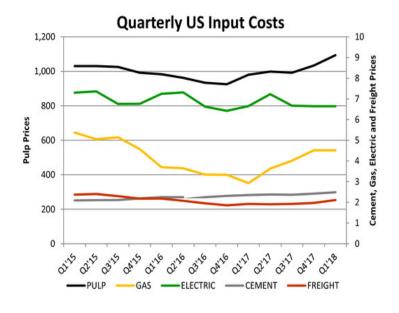
- Adjusted EBIT decreased 10% compared to pcp
- North America Fiber Cement segment EBIT decreased 16% versus pcp

James Hardie

<sup>&</sup>lt;sup>1</sup> Excludes Asbestos related expenses and adjustments

<sup>2</sup> Excludes Asbestos related expenses and adjustments and tax adjustments

### **NORTH AMERICA INPUT COSTS**



- The price of NBSK pulp increased 12% compared to pcp
- Cement prices continue to rise, up 6% compared to pcp
- Freight market prices increased 10% compared to pcp
- Gas prices are up 54% compared to pcp
- · Electricity prices are flat compared to pcp

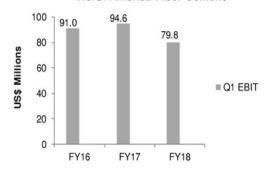
### The information underlying the table above is sourced as follows:

- 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 Q1'18 are based on Q4'17 actuals



### **SEGMENT EBIT – 1st QUARTER FY18**

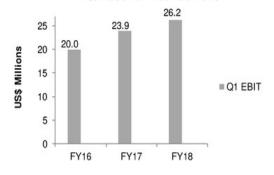
#### North America Fiber Cement



### **North America Fiber Cement EBIT summary**

- · EBIT decreased 16% compared to pcp
- Primarily driven by higher production costs and increased SG&A expenses
- · Partially offset by higher average net sales price

### International Fiber Cement



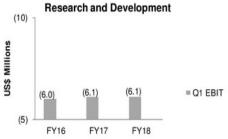
### International Fiber Cement EBIT summary

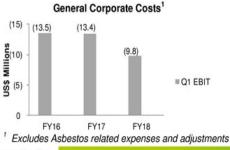
- · EBIT increased 10% compared to pcp
- Higher average net sales price and higher volumes in Australia and New Zealand
- · Net sales and EBIT decreased in the Philippines

James Hardie

# SEGMENT EBIT - 1st QUARTER FY18







### Other Businesses

 Continue to incur losses from continued investment in business development opportunities

### R&D

- · On strategy to invest 2-3% of net sales
- Fluctuations reflect normal variation and timing in the number of R&D projects in process

### **General Corporate Costs**

 Decrease driven by the gain on the sale of a storage building near our Fontana facility

James Hardie

# **INCOME TAX**

Three Months Ended 30 June							
US\$ Millions	Q1'18	Q1'17					
Operating profit before taxes	77.1	111.0					
Asbestos adjustments <sup>1</sup>	4.2	(19.5)					
Adjusted operating profit before income taxes	81.3	91.5					
Adjusted income tax expense <sup>2</sup>	(19.6)	(24.8)					
Adjusted effective tax rate	24.1%	27.1%					
Income tax expense	(19.7)	(23.9)					
Income taxes paid	2.6	6.0					
Income taxes payable	9.1	14.4					

# 24.1% estimated adjusted effective tax rate for the year

- Adjusted income tax expense for the quarter decreased due to changes in geographical mix of earnings, and a lower Adjusted operating profit before income taxes
- 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

James Hardie

<sup>&</sup>lt;sup>1</sup> Includes Asbestos adjustments, AICF SG&A expenses and net AICF interest (income) expense

<sup>&</sup>lt;sup>2</sup> Excludes tax effects of Asbestos and other tax adjustments

# **CASHFLOW**

US\$ Millions	Q1'18	Q1'17	Change (%)
Net Income	57.4	87.1	(34)
Adjustment for non-cash items	33.9	7.5	
Operating working capital <sup>1</sup>	10.0	29.0	(66)
Other net operating activities	1.6	(8.5)	
Cash Flow from Operations	102.9	115.1	(11)
Purchases of property, plant and equipment <sup>2</sup>	(49.0)	(18.4)	
Proceeds from sale of property, plant and equipment	7.9		
Free Cash Flow <sup>3</sup>	61.8	96.7	(36)
Net repayment of credit facilities	(25.0)	(110.0)	77
Share related activities	0.2	0.1	
Free Cash Flow after Financing Activities	37.0	(13.2)	

### Decrease in net operating cash flow

- Decrease in net income, primarily due to underlying business unit performance
- Rebuilding inventory levels, and normal quarterly variation in accounts payable and receivables

### Higher investing activities

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

### Lower financing activities

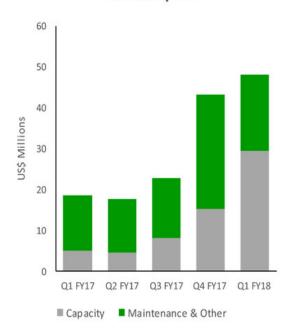
· Decrease in net repayments of credit facilities

- 1 Excludes AP related to capital expenditures
- 2 Includes capitalized interest
- 3 Distinct from the term defined by the AFFA for purposes of calculating our annual contribution to AICF



# **CAPITAL EXPENDITURES**

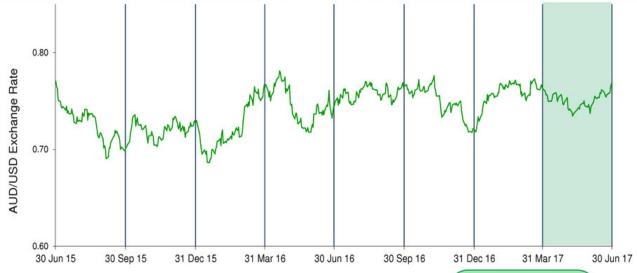
### **CAPEX Spend**



- Q1 FY18 CAPEX spend of US\$48.1 million increased US\$30.3 million compared to pcp
- · North America capacity projects:
  - Recommissioned a 4<sup>th</sup> sheet machine at our Plant City facility which continues to start-up as planned
  - Commissioned our Summerville facility which continues to start-up as planned
  - Started construction of a greenfield expansion in Tacoma, expected commissioning 1Q FY19
  - Began planning our Prattville, Alabama facility, expected commissioning in 2H FY19
- Continued to expand capacity at our Philippines facility, expected to be competed 2H FY18

James Hardie

# **CHANGES IN AUD vs. USD**



	As Reported					Excluding Translation Impact <sup>1</sup>				
US\$ Millions	Q1	Q1 FY18		Q1 FY17		nange	Q1 FY18		% Change	
Net Sales	\$	507.7	\$	477.7	•	6%	\$	508.4	•	6%
Gross Profit		169.0		176.8	•	4%		169.2	•	4%
Adjusted EBIT		88.3		97.6	•	10%		88.2	•	10%
Adjusted net operating profit	\$	61.7	\$	66.7	•	7%	\$	61.5	•	8%

Translation	Impact <sup>2</sup>
\$ (Unfav)/Fav	%
(0.7)	
(0.2)	
0.1	-
0.2	<b>1</b> %

<sup>&</sup>lt;sup>1</sup> As Reported Q1 FY18 figures converted using Q1 FY17 weighted average exchange rates

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<sup>&</sup>lt;sup>2</sup> Reflects the difference between Q1 FY18 As Reported and Q1 FY18 using Q1 FY17 weighted average exchange rates

### LIQUIDITY PROFILE

# Debt Profile US\$ Millions



- 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
- <sup>2</sup> Callable from 15 February 2018; callable at par from 15 February 2021
- <sup>3</sup> Excludes Short-term debt Asbestos; includes unamortized OID (\$1.8 million); bond premium (\$1.9 million) and debt issuance costs (\$10.0 million)

### Strong balance sheet

- US\$112.3 million cash
- US\$427.8 million net debt³ at 30 June 2017
- 70% liquidity on bank debt at 30 June 2017

### Corporate debt structure

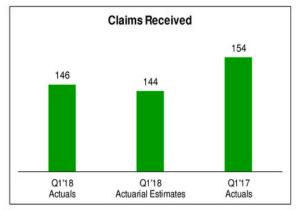
- US\$500 million unsecured revolving credit facility, with a December 2020 maturity
- US\$400 million senior unsecured notes<sup>2</sup> maturing
   February 2023

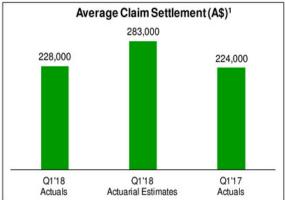
### Leverage strategy

 1.0x net debt to Adjusted EBITDA excluding asbestos; at the lower end of the 1-2x leverage target range

James Hardie

# **ASBESTOS CLAIMS DATA**





- Claims received were 1% above actuarial estimates and 5% lower than pcp
- · Claims reporting for mesothelioma:
  - · 8% higher than actuarial estimates
  - · 1% higher than pcp
- Average claim settlement was 19% below actuarial estimates and 2% higher than pcp:
  - Lower average claim settlement sizes across most disease types
  - Lower average claim size for non-large mesothelioma claims
  - · Favorable large claims experience

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



### **NON-US GAAP FINANCIAL MEASURES AND TERMS**

This Investor Presentation includes information about the company's results. It should be read in conjunction with the Q1 FY18 Management Presentation, 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

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### 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

Selling, general and administrative expenses Research and development expenses

Asbestos adjustments

EBIT\*

Net interest income (expense)\*
Other income (expense)

Operating profit (loss) before income taxes\*

Income tax (expense) benefit

Net operating profit (loss)\*

241 00

Cost of goods sold Gross profit

Net sales

Selling, general and administrative expenses Research and development expenses

Asbestos adjustments Operating income (loss)

Sum of interest expense and interest income Other income (expense)

Income (loss) before income taxes

Income tax (expense) benefit

Net income (loss)

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



### Financial Measures - US GAAP equivalents

### Adjusted EBIT

JS\$ Millions	Three Months Ended 30 June						
EBIT		FY18					
	\$	84.0	\$	117.8			
Asbestos:							
Asbestos adjustments		3.9		(20.6)			
AICF SG&A expenses		0.4		0.4			
Adjusted EBIT	\$	88.3	\$	97.6			
Net sales	\$	507.7	\$	477.7			
Adjusted EBIT margin		17.4%		20.4%			

### Adjusted net operating profit

US\$ Millions	Three Months Ended 30 June						
Net operating profit	FY18			FY17			
	\$	57.4	\$	87.1			
Asbestos:							
Asbestos adjustments		3.9		(20.6)			
AICF SG&A expenses		0.4		0.4			
AICF interest (income) expense, net		(0.1)		0.7			
Asbestos and other tax adjustments		0.1		(0.9)			
Adjusted net operating profit	\$	61.7	\$	66.7			



### Adjusted diluted earnings per share

	Three Months Ended 30 June					
	FY18		FY17			
Adjusted net operating profit (US\$ Millions)	\$	61.7	\$	66.7		
Weighted average common shares outstanding - Diluted (millions)		441.6		447.3		
Adjusted diluted earnings per share (US cents)		14		15		

### Adjusted effective tax rate

US\$ Millions	Th	ree Months	Ende	d 30 June	
		FY18		FY17	
Operating profit before income taxes	\$	77.1	\$	111.0	
Asbestos:					
Asbestos adjustments		3.9		(20.6)	
AICF SG&A expenses		0.4		0.4	
AICF interest (income) expense, net		(0.1)		0.7	
Adjusted operating profit before income taxes	\$	81.3	\$	91.5	
Income tax expense	\$	(19.7)	\$	(23.9)	
Asbestos-related and other tax adjustments		0.1		(0.9)	
Adjusted income tax expense	\$	(19.6)	\$	(24.8)	
Effective tax rate		25.6%		21.5%	
Adjusted effective tax rate		24.1%		27.1%	



### Adjusted EBITDA excluding Asbestos

US\$ Millions	Three Months Ended 30 June			
	1	FY18		FY17
EBIT	\$	84.0	\$	117.8
Depreciation and amortization		21.8		19.5
Adjusted EBITDA	\$	105.8	\$	137.3
Asbestos:				
Asbestos adjustments		3.9		(20.6)
AICF SG&A expenses		0.4		0.4
Adjusted EBITDA excluding Asbestos	\$	110.1	\$	117.1

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

US\$ Millions	Three Months Ended 30 June			
	FY18		FY17	
SG&A expenses	\$	73.5	\$	72.0
Excluding:				
AICF SG&A expenses		(0.4)		(0.4)
Adjusted SG&A expenses	\$	73.1	\$	71.6
Net sales	\$	507.7	\$	477.7
SG&A expenses as a percentage of net sales		14.5%		15.1%
Adjusted SG&A expenses as a percentage of net sales		14.4%		15.0%





# **INVESTOR PRESENTATION**

SEPTEMBER & OCTOBER 2017