# 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 2022

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, D02, WR20, 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 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;
- · uncertainty from the discontinuance of LIBOR and transition to any other interest rate benchmark;
- statements regarding the effect and consequences of the COVID-19 public health crisis;
- · 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 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 or housing market conditions in the regions in which we operate, including but not limited to, 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.

#### **Table of Contents**

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 17 May 2022, 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 funding and the effect of currency exchange rate movements on the amount recorded in the Company's financial statements as an asbestos liability; 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; 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; dependence on residential and commercial construction markets; the effect of adverse changes in climate or weather patterns; use of accounting estimates; risk and uncertainties arising out of the COVID-19 public health crisis, including the impact of COVID-19 on our business, sales, results of operations and financial condition 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

#### **EXHIBIT INDEX**

Exhibit No.	Description
<u>99.1</u>	Substantial Holding Notice
<u>99.2</u>	JHX Presentation Announcement
<u>99.3</u>	JHX Investor Day 2022 Presentation Day 1
<u>99.4</u>	Appendix 3Y - N Stein
<u>99.5</u>	Appendix 3Y - P Lisboa
<u>99.6</u>	Appendix 3Y - A Lloyd
<u>99.7</u>	Appendix 3Y - R Rodriguez
<u>99.8</u>	JHX Presentation Announcement
<u>99.9</u>	JHX Investor Day 2022 Presentation Day 2
<u>99.10</u>	JHX Annual General Meeting Notification

#### **SIGNATURES**

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.

Date: 19 September 2022

James Hardie Industries plc By: /s/ Joseph C. Blasko

Joseph C. Blasko General Counsel, Chief Compliance Officer and Company Secretary

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James Hardie Industries plc Europa House 2nd Floor, Harcourt Centre Harcourt Street, Dublin 2, D02 WR20, Ireland

T: +353 (0) 1 411 6924 F: +353 (0) 1 479 1128

9 September 2022

The Manager Company Announcements Office Australian Securities Exchange Limited 20 Bridge Street SYDNEY NSW 2000

Dear Sir/Madam

#### **Substantial Holding Notice**

As required under ASX Listing Rule 3.17.3 please see attached a copy of the substantial holding notice received by James Hardie on 8 September 2022.

Regards

Joseph C. Blasko

**General Counsel & Company Secretary** 

This announcement has been authorised for release by the General Counsel and Company Secretary, Mr Joseph C. Blasko.

Company number: 485719 ARBN: 097 829 895



#### 08/09/2022

James Hardie Industries PLC Group Company Secretary Second Floor, Europa House Harcourt Centre Harcourt Street Dublin 2, D02 WR20 Ireland Dear Sir/Madam.

#### Re: Disclosure of holding above 7% threshold

AustralianSuper Pty Ltd ("AustralianSuper") has a relevant share capital holding (as defined in Section 1047 of the Companies Act 2014) in James Hardie Industries PLC which requires disclosure under Section 1048 and/or Section 1050 of the Companies Act 2014, further particulars of which are set out below.

As at 02 September 2022, there was an aggregated interest in James Hardie Industries PLC Chess Depository Interests of 7.01% ordinary share capital. This was based on 31,055,856 shares held and a total of 443,000,471 total voting shares. A previous announcement of 6.99% interest in relevant share capital based on a total of 446,395,895 **total voting shares** was disclosed on 29 July 2021 for value date 23 July 2021.

Subsequently on 06 September 2022, there was an aggregated interest in James Hardie Industries PLC Chess Depository Interests of 7.06% ordinary share capital. This was based on 31,657,083 shares held and a total of 448,376,376 class shares outstanding. A previous announcement of 6.99% interest in relevant share capital based on a total of 444,368,782 class shares outstanding was disclosed on 05 August 2021 for value date 28 July 2021.

Yours faithfully

andrew Lazar

Andrew Lazar

Principal, Investments Compliance & Regulatory Advisory



The Registered holder of all shares is:

JP Morgan Nominees Australia Limited 85 Castlereagh Street, Sydney NSW 2000

Date	Number of CDIs held	% held
02/09/2022	31,055,856	7.01%
06/09/2022	31,657,083	7.06%



James Hardie Industries plc Europa House 2nd Floor, Harcourt Centre Harcourt Street, Dublin 2, D02 WR20, Ireland

T: +353 (0) 1 411 6924 F: +353 (0) 1 479 1128

12 September 2022

The Manager Company Announcement Office Australian Securities Exchange Limited 20 Bridge Street SYDNEY NSW 2000

Dear Sir/Madam

#### JHX Investor Day 2022 Presentation - Day 1

James Hardie today released its Investor Day 2022 Presentation – Day 1 materials. The event is being held in New York, NY on Monday, 12 September 2022.

Copies of this document are available on James Hardie's investor relations website at <a href="https://ir.jameshardie.com.au/">https://ir.jameshardie.com.au/</a>.

Yours faithfully

James Brennan-Chong Director of Investor Relations and Market Intelligence

This announcement has been authorized for release by the CFO

James Hardie Industries plc is a limited liability company incorporated in Ireland with its registered office at Europa House 2<sup>nd</sup> Floor, Harcourt Centre, Harcourt Street, Dublin 2, D02 WR20, Ireland.

Directors: Michael Hammes (Chairman, USA), Anne Lloyd (Deputy Chairperson, USA),
Peter-John Davis (Aus), Persio Lisboa (USA), Rada Rodriguez (Sweden),
Suzanne B. Rowland (USA), Nigel Stein (UK), Harold Wiens (USA).

Chief Executive Officer and Director: Aaron Erter (USA)
Company number: 485719

ARBN: 097 829 895



# JHX Investor Day 2022

New York, 12-13 September 2022 – Day 1



#### 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, beliefs and general good faith evaluation of information available at the time the forward-looking statements were made concerning future events and conditions. Readers are cautioned not to place undue reliance on any forward-looking statements or rely upon them as a guarantee of future performance or results or as an accurate indications of the times at or by which any such performance or results will be achieved

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, which include, but are not necessarily limited to risks such as 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 interest rates; 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 measure 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.





# **FORMALITIES**

Zero Harm

**Venue Layout** 

**Welcome Bags** 

**WiFi Network:** JamesHardie **Password:** Investor2022

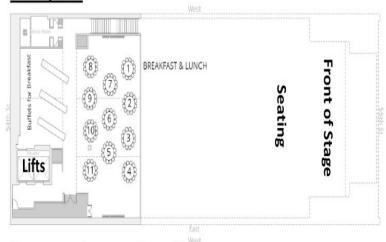
**Charging Your Items** 

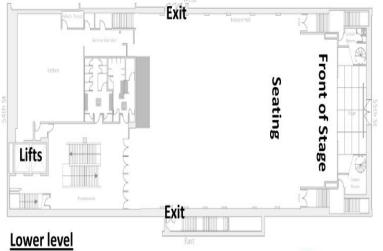
Meals / Experience Groups

Agenda

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# **Balcony level**





JamesHardie

# AGENDA – DAY 1 ZIEGFELD BALLROOM

Breakfast	7:45-8:30 AM	All
Logistics Overview	8:30-8:45 AM	James Brennan-Chong
CEO Overview	8:45-9:15 AM	Aaron Erter
Zero Harm and ESG	9:15-9:30 AM	Ryan Kilcullen / Jill Kollin
Q&A	9:30-10:00 AM	All
Break	10:00-10:30 AM	All
North America Overview	10:30-11:30 AM	Sean Gadd
Q&A	11:30-12:00 PM	Sean Gadd
Lunch	12:00-1:30 PM	All
Northeast & Midwest R&R	1:30-2:00 PM	Chad Fredericksen
Customer	2:00-2:20 PM	John Madson
Contractor	2:20-2:40 PM	Chad Fredericksen
Q&A	2:40-3:00 PM	All
Break	3:00-3:30 PM	All
Homeowner	3:30-3:40 PM	Sean Gadd
It's Possible™	3:40-4:00 PM	Atousa Ghoreichi
Magnolia	4:00-4:20 PM	Atousa Ghoreichi
Visualization	4:20-4:35 PM	Chad Fredericksen
North America Closing	4:35-4:45 PM	Sean Gadd
Q&A	4:45-5:00 PM	All
Happy Hour	5:00-6:30 PM	All
Dinner	6:30-9:00 PM	All



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# AGENDA – DAY 2 ZIEGFELD BALLROOM

Breakfast	7:00-8:00 AM	All
APAC	8:00-9:15 AM	John Arneil & Travis Johnso
Q&A	9:15-9:30 AM	All
Experience Session #1	9:30-10:00 AM	Breakout Groups
Break	10:00-10:15 AM	All
Europe	10:15-11:15 AM	Tobias Bennerscheidt & Henning Risse
Q&A	11:15-11:30AM	All
Experience Session #2	11:30AM-12:00 PM	<b>Breakout Groups</b>
Lunch	12:00-1:15 PM	All
Global Innovation	1:15-2:15 PM	Joe Liu & Alan Miller
Q&A	2:15-2:30 PM	All
Experience Session #3	2:30-3:00 PM	Breakout Groups
Break	3:00-3:15 PM	All
Global Capacity	3:15-4:00 PM	Ryan Kilcullen
Q&A	4:00-4:15 PM	All
Closing with CEO & CFO	4:15-4:45 PM	Aaron Erter & Jason Miele
Q&A	4:45-5:00 PM	All
Happy Hour	5:00-6:30 PM	All
Dinner	6:30-9:00 PM	All



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**INVESTOR DAY 2022 – CEO AARON ERTER** 



#### **FULL YEAR FISCAL YEAR 2023 GUIDANCE**

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

# US\$730 million and US\$780 million

a 22% increase at the mid point relative to FY22

North America Guidance - Full Year FY23

Net Sales Growth 18+% growth versus FY22

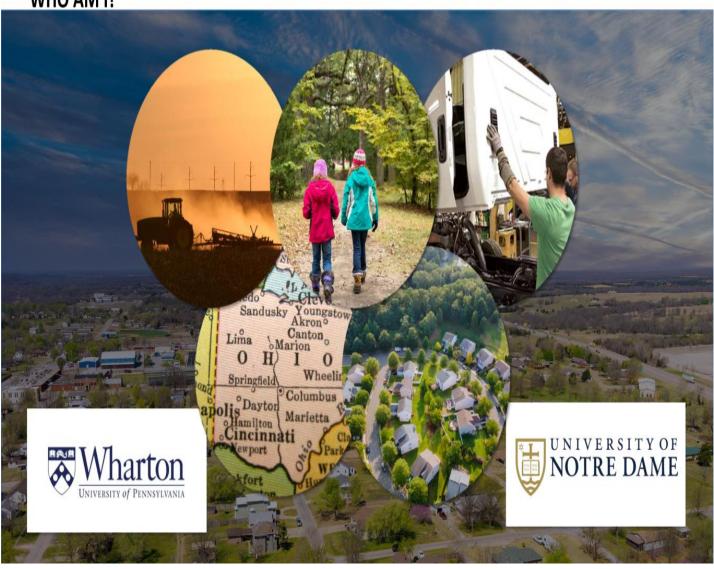
EBIT margin 28-32%

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 Q1 FY23 Media Release in "Forward-Looking Statements."

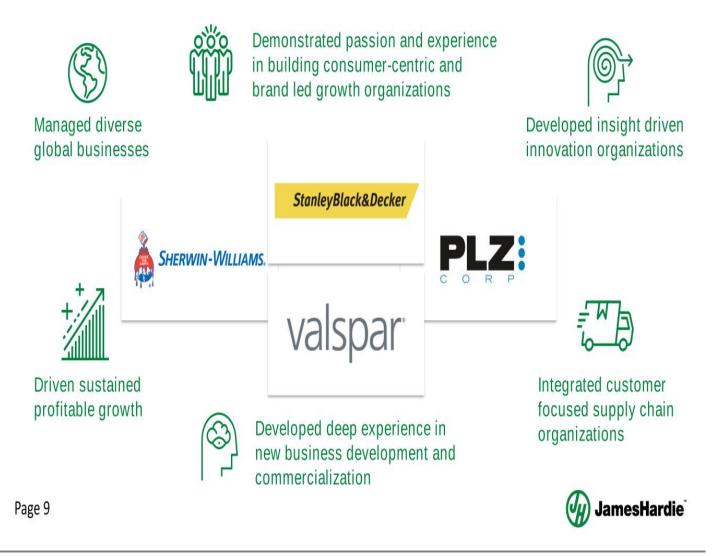


<sup>&</sup>lt;sup>1</sup> Fiscal Year 2022 and 2023 Adjusted Net Income excludes asbestos related expenses and adjustments.

# WHO AM I?



## WHO AM I?



# WHY JAMES HARDIE?

- ✓ Great Reputation Within the Industry
- ✓ Experienced & Talented Team
- ✓ First Class and Committed Board
- ✓ Strong Cash Position
- ✓ Tremendous Growth Opportunities
- ✓ My Experience is Aligned to Accelerate Value



#### RIGHT GLOBAL STRATEGY TO DELIVER GROWTH

- 1 Market to Homeowners to Create Demand
- **2** Penetrate and Drive Profitable Growth in Existing and New Segments
- 3 Commercialize Global Innovations by Expanding Into New Categories

**Continued Execution and Expansion of Foundational Initiatives:** 

- i) LEAN Manufacturing
- ii) Customer Engagement
- iii) Supply Chain Integration



**Zero Harm & ESG** 



# **MY FOCUS**



Being in the field with our customers and team members



Successfully executing on our commitments



Developing a diverse world-class team rooted in respect and teamwork



Driving Profitable growth



# WHAT TO EXPECT?

Consumer Focused
Customer & Trade Driven



SAFETY #1

TEAM approach

OPERATE WITH RESPECT AND AUTHENTICITY









TM











**ZERO HARM AND ESG** 





# **ZERO HARM UPDATE AND ESG - PRESENTERS**



**Ryan Kilcullen** EVP Global Operations



**Jill Kolling**VP ESG and Chief
Sustainability Officer



# **AGENDA**

# Investor Day 2022 – Zero Harm and ESG

<u>Topic</u>	Presenter	
Zero Harm Update	Ryan Kilcullen	
ESG Update	Jill Kolling	





ZERO HARM UPDATE Ryan Kilcullen, EVP Operations





# Our conviction that every incident is preventable



## JH ZERO HARM

## Our culture

Foundational, non-negotiable element of our global culture

A collective belief that we are "our brother's/sister's keeper"

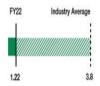
A conviction that every incident is preventable

Proactive actions made continually

Embedded in our behavior 24/7

#### ZERO HARM

Managing our zero harm safety culture that focuses on safe people, safe places and safe systems



Our total recordable incident rate (TRIR) is below industry average

 $\mathtt{GOAL} o \mathtt{CONTINUOUS}$  IMPROVEMENT



COMMUNITIES + ENVIRONMENT + INNOVATION + ZERO HARM





# **ZERO HARM IN ACTION**

# Leadership Commitment – APAC Safety Day



**Changing our behaviours** is key for our transformation towards **Zero Harm** 

# Operator Engagement



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day. We will do everything to



# **ZERO HARM IN ACTION**

# Global Replication of Best Practices PreAcquisition Today





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ESG UPDATE
Jill Kolling, VP ESG & Chief Sustainability Officer

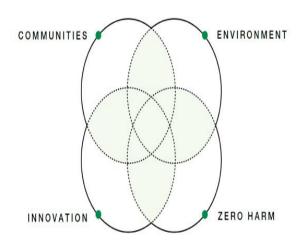


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JamesHardie<sup>\*</sup>

## **OUR PILLARS**

James Hardie's sustainability strategy integrates our global strategy for value creation and operational performance. It focuses on our four key pillars of Communities, Environment, Innovation and Zero Harm.





#### COMMUNITIES

With a global mindset, we carefully manage our business impact by employing, sourcing, delivering and giving locally.



#### ENVIRONMENT

We seek to minimize our impact on the environment, and we prioritize the management of water, waste, energy and emissions.



#### INNOVATION

We use new technologies to produce high-quality sustainable products, solutions and building practices.



#### ZERO HARM

Safety is a non-negotiable value of our company. Our Zero Harm culture empowers all employees to ensure the safety of fellow employees, partners, customers and communities.



## FY22 highlights

#### ENVIRONMENT

Promoting environmental excellence by reducing waste and our use of water and energy (CY19 baseline)

3.87M additional cubic feet of water recycled in CY21

GOAL → 20M CF BY 2030



47% reduction in

GOAL → 50% BY 2030

landfill waste intensity

(MT/\$ revenue) in CY21

21% reduction in scope 1+2 greenhouse gas intensity (MT CO2e/\$ revenue) in CY21

GOAL - 40% BY 2030

#### COMMUNITIES

Adding value to our communities by committing to gender diversity in management positions

19%

gender diversity in all management positions in FY22

GOAL → 20% BY FY24

#### ZERO HARM

Managing our zero harm safety culture that focuses on safe people, safe places and safe systems



Our total recordable incident rate (TRIR) is below industry average

GOAL → CONTINUOUS IMPROVEMENT

#### INNOVATION

 Embracing innovation by delivering solutions that help improve the lives of homeowners

26%

of revenue from products with Environmental Product Declarations in FY22

GOAL - 80% BY 2030

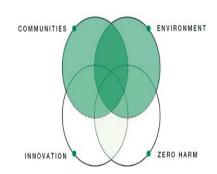


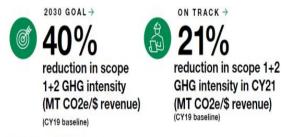
### **FY22 HIGHLIGHTS – ELIMINATING COAL**

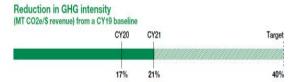


After 50 years, the coal boiler at our Carole Park facility in Queensland, Australia was shut down In March. In its place are two new natural gas boilers.

Asia Pacific joins North America as a coal-free region as we continue our commitment to transition away from coal.









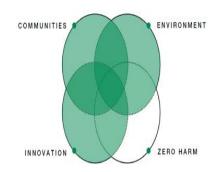


### **FY22 HIGHLIGHTS – RECYCLING AND REUSING WASTE**



In our waste takeback program in Europe, we salvage trim cuttings from our customers and bring them back to our fiber gypsum plants to recycle into new Fermacell® fiber gypsum boards.

In Texas, we signed a multi-year contract with a local company for a proprietary beneficial reuse of waste from our Cleburne and Waxahachie fiber cement plants.



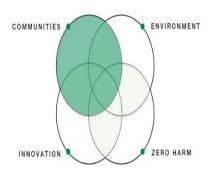




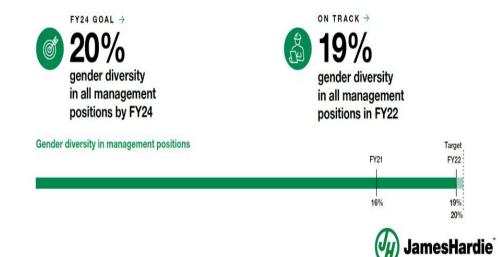


### **FY22 HIGHLIGHTS – INCLUSION AND DIVERSITY**





Our I&D program focuses on culture, employee engagement, employee capabilities, hiring practices, and growing and developing talent in the organization. We prioritize inclusion in the workplace so our employees feel they have a voice and are comfortable doing their best work.



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### **FY22 HIGHLIGHTS – IMPACTING LOCAL ECONOMIES**

JamesHardie — SOURCED >

> of raw materials locally

HIRED >

from the local communities in which we operate

CONTRIBUTED >

→ 500 MILES

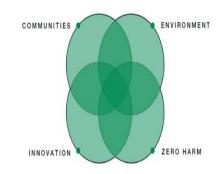
in economic value in communities where we operate

DELIVERED →

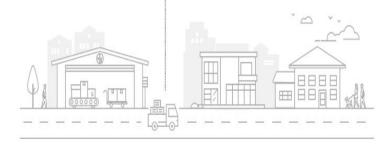
of our products locally

DONATED >

\$800,000 locally



James Hardie builds value by contributing to local economies through capital expenditure at our plants and by investing in our employees, in local ecosystems and across our supplier base.





### **CONTINUING OUR ESG JOURNEY**



- Building out a global ESG team
- · Continue to evolve our ESG reporting
- Incorporate customer and consumer insights
- Gain a better understanding of our upstream and downstream carbon footprint
- Develop a more strategic approach to social sustainability
- Revisit our goals







Q&A





**30 MINUTE BREAK** 







**INVESTOR DAY 2022 – NORTH AMERICA** 





### **PRESENTERS**



**Sean Gadd**President
North America



Chad Fredericksen VP North America Professional Channel



**John Madson**VP North America
Sales



Atousa Ghoreichi SVP North America Marketing, PR, and Communications



James Hardie Investor Day 2022

### **AGENDA**

Topic	<u>Presenter</u>
North America Overview	Sean Gadd
Built for Growth	
Why We Win	
Regional Approach	
Q&A	
Lunch	
Northeast & Midwest Repair & Remodel	Chad Frederickser
Customer	John Madson
Contractor	Chad Frederickser
Q&A / Break	
Homeowner	Sean Gadd
It's Possible™	Atousa Ghoreichi
Magnolia	Atousa Ghoreichi
Visualization	Chad Frederickser
North America Closing	Sean Gadd







NORTH AMERICA: OVERVIEW
Sean Gadd, President North America





### **NORTH AMERICA – SUMMARY**

Proven track record as a growth company

James Hardie fiber cement proven to deliver high value

We want to win in all regions and all segments

Accelerate sustainable profitable growth in Northeast and Midwest Repair & Remodel market





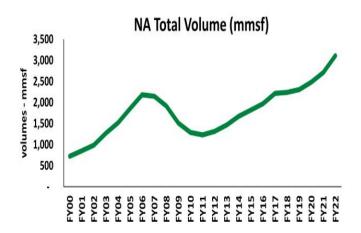
**NORTH AMERICA: BUILT FOR GROWTH** 





James Hardie Investor Day 2022

### **VOLUME AND NET SALES GROWTH**





Page 40

### **20 Year Performance**

↑ 3.1x vs 2002 **Volume** 

6% CAGR

↑5.7x vs 2002 **Net Sales** 

9% CAGR

### **10 Year Performance**

↑ 2.4x vs 2012 **Volume** 

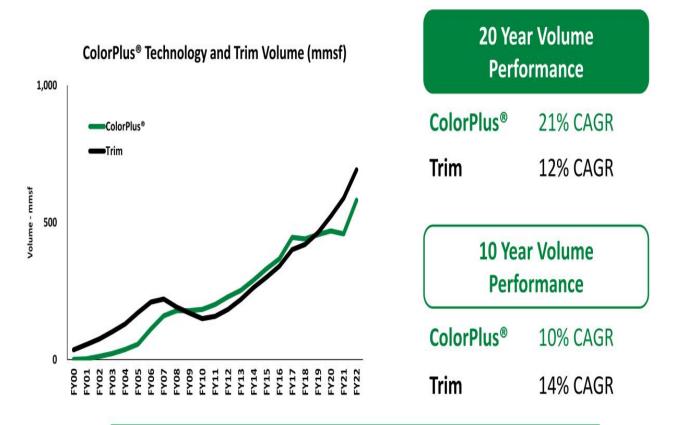
9% CAGR

↑3.1x vs 2012 Net Sales

12% CAGR



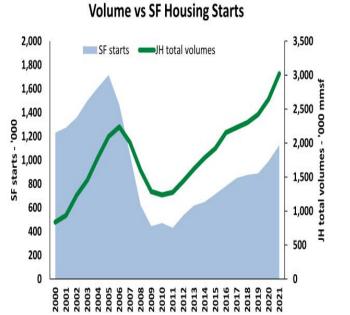
#### DRIVING PROFITABLE MIX THROUGH FULL WRAP SOLUTIONS & COLORPLUS® TECHNOLOGY



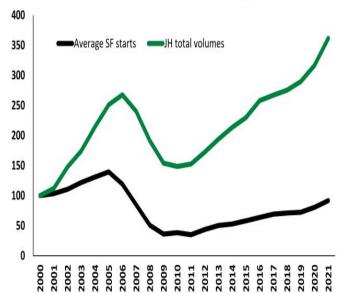
ColorPlus® and Trim Volume has Grown from 88 mmsf in FY02, to 412 mmsf in FY12 to 1,273 mmsf in FY22



### PENETRATING REPAIR & REMODEL SEGMENT



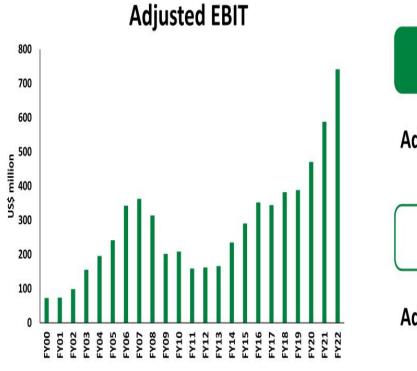
### **Indexed Volume vs SF Housing Starts**



Successfully Penetrating Repair & Remodel While Continuing to Win Market Share



### LONG TERM PROFITABILITY



### **20 Year Performance**

Adjusted EBIT 

↑7.6x vs 2002

11% CAGR

**10 Year Performance** 

Adjusted EBIT 

^4.6x vs 2012
16% CAGR

**Sustainable Profitable Growth** 



### **BUILT FOR GROWTH**



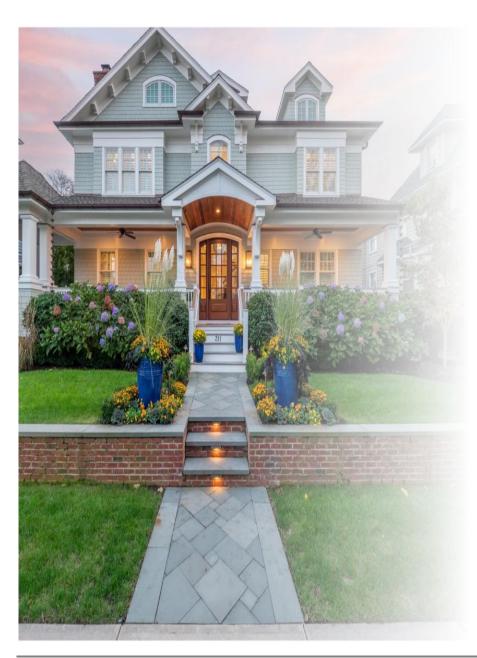




**NORTH AMERICA: WHY WE WIN** 







# James Hardie Value Proposition

### **Exterior Design**

✓ Curb Appeal

### **Superior Durability**

✓ Resistance to Fire & Weather

### **Low Maintenance**

✓ Full Wrap Solution

### **Trusted Brand**

✓ On Over 10 Million Homes

### **Unrivaled Business Support**



#### WHY WE WIN AGAINST THE COMPETITION

# Vinyl

- Exterior Design
- Superior Durability
- Low Maintenance with a refresh solution
- Affordable based on value

# Wood

- Superior Durability
- Low Maintenance
- Design
  - Full range of products
- Superior Support and Tools

# Other FC

- Trusted Brand
- Engineered for Climate<sup>TM</sup>
- Technology
- Representation, Support, and Tools
- Diversified Segments

JamesHardie

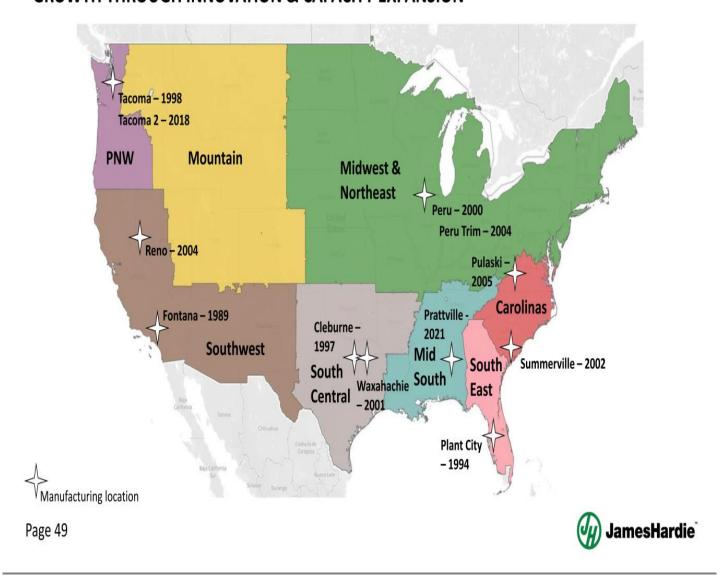
### **FULL WRAP SOLUTION**



We Manufacture
High Performance
Fiber Cement
Building Solutions



### **GROWTH THROUGH INNOVATION & CAPACITY EXPANSION**



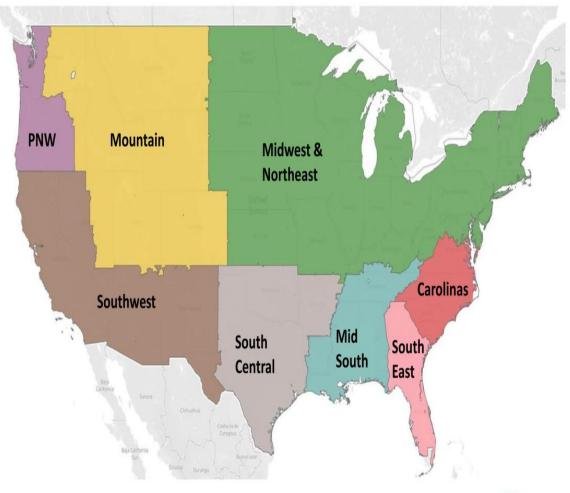


**NORTH AMERICA: REGIONAL APPROACH** 





### **REGIONAL MAP**

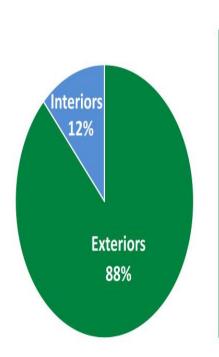


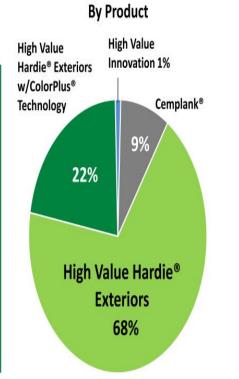


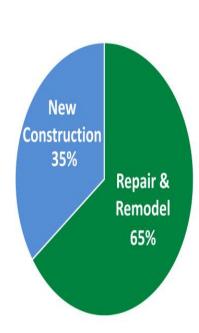
### **VOLUME OVERVIEW**

### **FY22 Exteriors**

### **FY22 Exteriors vs Interiors**







By End Market<sup>1</sup>

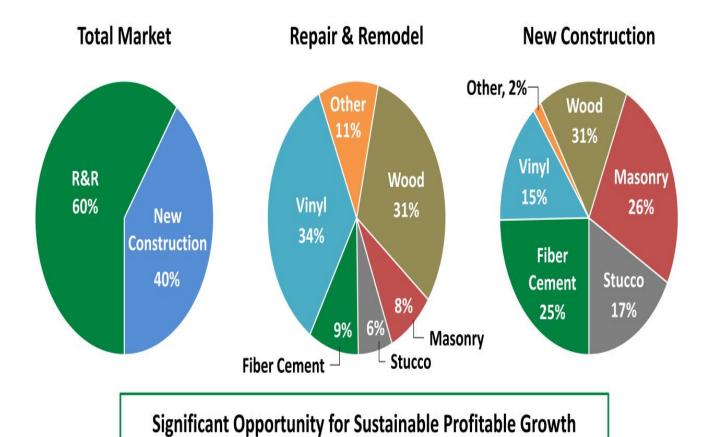
We Are Now 65% Repair & Remodel

Page 52

1. JH Estimates

JamesHardie

### **NORTH AMERICA 2021 EXTERIOR CLADDING MARKET**



Page 53

1 Per NAHB Home Innovation survey that measures total square feet volume including waste of all external cladding materials going on the side of homes in calendar year 2021, does not include Trim and Soffit



### PACIFIC NORTHWEST OVERVIEW





**Region:** Pacific Northwest

Standard: Fiber cement, 56% of New Construction

### Market Background:

- 4 side Architecture
- Moving to Modern

Our Approach: Defend with Primed Full Wrap, penetrate modern with Aspyre® and Hardie® Architectural Collection

Pacific Northwest Market as a % of Total US Market<sup>1</sup>

4%	4%
of	of
R&R	NC

% of Homes >40 Years or Older<sup>2</sup>





1 Per NAHB Home Innovation survey that measures total square feet volume including waste of all external cladding materials going on the side of homes in calendar year 2021, does not include Trim and Soffit 2 US Census

### **SOUTHWEST OVERVIEW**





**Region:** Southwest

Standard: Stucco, 57% of New Construction

### Market Background:

Mediterranean look

Our Approach: Win with Primed full wrap everywhere, with separate focus on Southern California Coast and Northern California with Aspyre. Opportunity to win Modern with Hardie® Architectural Collection

Southwest Market as a % of Total US Market<sup>1</sup>

13%	11%
of	of
R&R	NC

% of Homes >40 Years or Older<sup>2</sup>





1 Per NAHB Home Innovation survey that measures total square feet volume including waste of all external cladding materials going on the side of homes in calendar year 2021, does not include Trim and Soffit 2 US Census

### **MOUNTAIN OVERVIEW**





Region: Mountain

Standard: Wood, 37% of New Construction

### Market Background:

- Denver is largest market
- 4 side Architecture
- Consolidated builder market

Our Approach: Win with Primed Full Wrap

Mountain Market as a % of Total US Market<sup>1</sup>

4%	<b>7</b> %
of	of
R&R	NC

% of Homes >40 Years or Older<sup>2</sup>





1 Per NAHB Home Innovation survey that measures total square feet volume including waste of all external cladding materials going on the side of homes in calendar year 2021, does not include Trim and Soffit 2 US Census

### **CAROLINAS OVERVIEW**





Region: Carolinas

**Standard:** Vinyl, Fiber Cement (both ~30% of New Construction);

Vinyl, 36% of R&R

### Market Background:

■ Largest ColorPlus® market

Consolidated builder market 4 Sided Architecture

Our Approach: ColorPlus® Technology

Carolinas Market as a % of Total US Market<sup>1</sup>

<b>7</b> %	12%
of	of
R&R	NC

% of Homes >40 Years or Older<sup>2</sup>





1 Per NAHB Home Innovation survey that measures total square feet volume including waste of all external cladding materials going on the side of homes in calendar year 2021, does not include Trim and Soffit 2 US Census

### **SOUTHEAST OVERVIEW**





**Region:** Southeast

Standard: Stucco, 36% of New Construction; Fiber Cement

### Market Background:

- Atlanta very consolidated 4 Side Architecture
- Florida: Stucco liability

Our Approach: Defend with Primed in Atlanta, and grow in Florida with Full Wrap ColorPlus® Technology and Hardie® Architectural Collection

Southeast Market as a % of Total US Market<sup>1</sup>

10%	19%
of	of
R&R	NC

% of Homes >40 Years or Older<sup>2</sup>





1 Per NAHB Home Innovation survey that measures total square feet volume including waste of all external cladding materials going on the side of homes in calendar year 2021, does not include Trim and Soffit 2 US Census

### MID SOUTH OVERVIEW





Standard: Brick, 33% of New Construction

### Market Background:

- Fairly fragmented
- High paint costs on the coast

Our Approach: Exteriors with ColorPlus® Technology on the coast and Primed Full Wrap everywhere else

Mid South Market as a % of Total US Market<sup>1</sup>

5%	6%
of	of
R&R	NC

% of Homes >40 Years or Older<sup>2</sup>





1 Per NAHB Home Innovation survey that measures total square feet volume including waste of all external cladding materials going on the side of homes in calendar year 2021, does not include Trim and Soffit 2 US Census

### **SOUTH CENTRAL OVERVIEW**





Region: South Central

**Standard:** Brick/Masonry, 37% of New Construction

### Market Background:

- Historical ordinance for 80% masonry until 2018
- Region moving to 4 Sided Architecture

Our Approach: Win with Primed Full Wrap, penetrating new Masonry opportunity in New Construction

South Central Market as a % of Total US Market<sup>1</sup>

12%	20%
of	of
R&R	NC

% of Homes >40 Years or Older<sup>2</sup>





1 Per NAHB Home Innovation survey that measures total square feet volume including waste of all external cladding materials going on the side of homes in calendar year 2021, does not include Trim and Soffit
2 US Census

### NORTHEAST AND MIDWEST OVERVIEW





Region: Northeast & Midwest

Standard: Vinyl, 39% of R&R (Fiber Cement 7% of R&R)

### Market Background:

- Old Housing Stock primarily with Vinyl and Wood siding
- Northeast is 4 side Architecture
- Predominantly wood look

Our Approach: Exteriors with ColorPlus® Technology Full Wrap market development

Northeast & Midwest Markets as a % of Total US Market<sup>1</sup>

45%	23%
of	of
R&R	NC

% of Homes >40 Years or Older<sup>2</sup>



JamesHardie

Sustainable Profitable Growth Opportunity
in Repair & Remodel for
James Hardie Fiber Cement

Page 61

1 Per NAHB Home Innovation survey that measures total square feet volume including waste of all external cladding materials going on the side of homes in calendar year 2021, does not include Trim and Soffit

2 US Census



Q&A





# 90 MINUTE LUNCH







# NORTH AMERICA: NORTHEAST AND MIDWEST R&R Chad Fredericksen, VP North America Pro Channel





#### NORTHEAST AND MIDWEST REPAIR & REMODEL - SUMMARY

The Repair & Remodel market in the Northeast and Midwest is a Sustainable Profitable Growth Opportunity

James Hardie has industry leading capabilities across the entire Repair & Remodel value chain

Our integrated and aligned value chain enables our key customers and contractors to capture a disproportionate share of demand helping them and us make more money



# WHAT IT TAKES TO TURN A DREAM INTO A REALITY



COMPLETED RE-SIDE

**CUSTOMER** 



Supply Service Education

CONTRACTOR



Expertise Material Labor

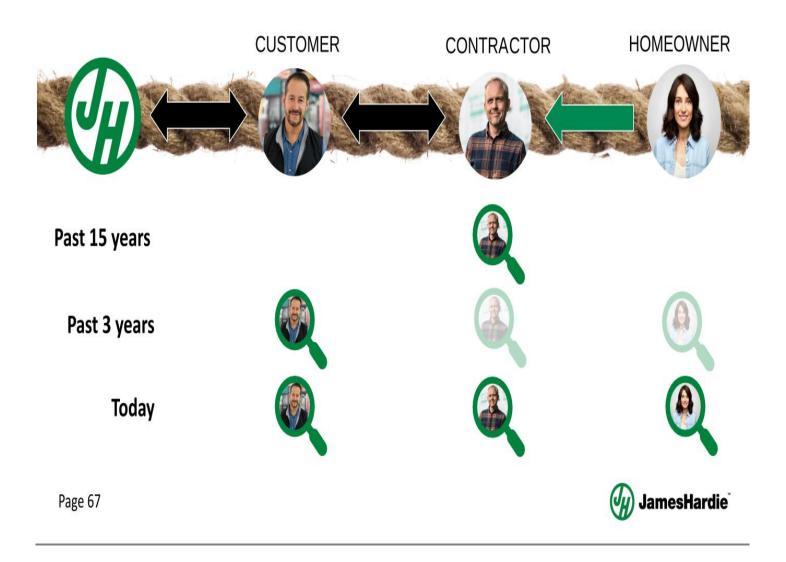




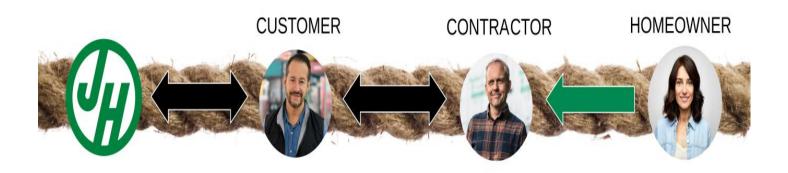
Home Inspiration Investment



# INDUSTRY LEADING CAPABILITIES ACROSS THE ENTIRE VALUE CHAIN



#### CONNECTING THE VALUE CHAIN TO DRIVE GROWTH



Ensuring our Customers capture a disproportionate amount of the demand created and become the force multiplier





NORTH AMERICA: CUSTOMER
John Madson, VP North America Sales



# **CUSTOMER – KEY TAKEAWAYS**

We are better aligned with our customers today than ever before

Our customers are motivated to support us as they make more money per transaction selling James Hardie than competitive products

The customer interacts with every contractor and can communicate the James Hardie value proposition to them at scale



# HOW JAMES HARDIE DELIVERS WHAT THE CUSTOMER VALUES

# **CUSTOMER**



Defined as any building materials supplier. Their customers include; R&R contractors, siding installers, and residential builders.

# THE CUSTOMER CARES ABOUT



Organic growth



Higher value products



Efficient working capital utilization



# HOW JAMES HARDIE DELIVERS WHAT THE CUSTOMER VALUES

**Customer Need** 

**ORGANIC GROWTH** 



Superior demand

creation

HIGHER VALUE PRODUCTS





Broad product

**Innovation** 

portfolio

LEAN inventory management



# HOW JAMES HARDIE DELIVERS WHAT THE CUSTOMER VALUES

#### **INTEGRATED APPROACH**

# Senior Leaders Functional Groups Associates CUSTOMER Executive Leadership Executive Leadership Functional Groups Associates

Guarantee alignment at every level of

each organization.

# **SHARED GOALS**



Establish and drive mutually beneficial goals from CEO to associates.

# **ENABLEMENT**



Consistent Communication



**Associate Trainings** 



**Tools for Enablement** 

Training, enablement tools, and consistent communication to drive execution and success relative to shared goals.



# **CUSTOMER – SUMMARY**

We are better aligned with our customers today than ever before

Our customers are motivated to support us as they make more money per transaction selling James Hardie than competitive products

The customer has a broad reach to contractors and can communicate the JH value prop to them at scale





NORTH AMERICA: CONTRACTOR
Chad Fredericksen, VP North America Pro Channel





# THE R&R CONTRACTOR - SUMMARY

Expand the number of contractors that sell James Hardie through our customer partnerships

Empower contractors to make more revenue and profit selling James Hardie over competitors

Retain the contractors by continually adding value to them through our Contractor Alliance Program



# JAMES HARDIE CAPABILITY – UNDERSTANDING THE CONTRACTOR

# **R&R CONTRACTOR**



Defined as any residential contractor who sells and produces an exterior cladding replacement project. The contractor's customer is the homeowner.

# THERE ARE THREE WAYS A CONTRACTOR CAN MAKE MORE MONEY



Sell more projects



Increase the price of projects



Increase efficiency



#### JAMES HARDIE VALUE PROPOSITION TO CONTRACTORS

**Contractor Need** 

# **SELL MORE PROJECTS**



High quality consumer leads

**Marketing support** 

**INCREASE THE PRICE** 



Higher value product portfolio

Sales training and in home sales tools

**INSTALL MORE EFFICIENTLY** 



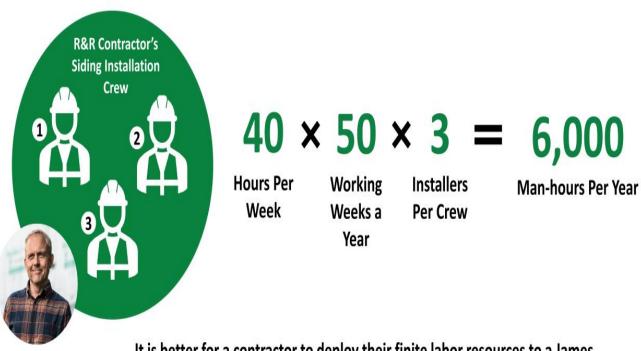
Proprietary install efficiency training

Installation aids and support

# **CONTRACTOR ALLIANCE PROGRAM**



# CONTRACTOR PROFITABILITY | MOST VALUABLE ASSET IS TIME



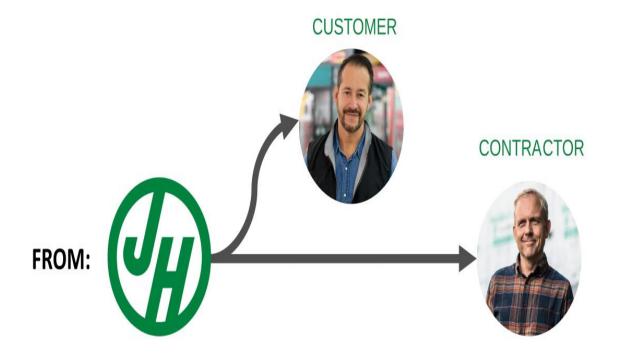
It is better for a contractor to deploy their finite labor resources to a James Hardie project than a market standard project





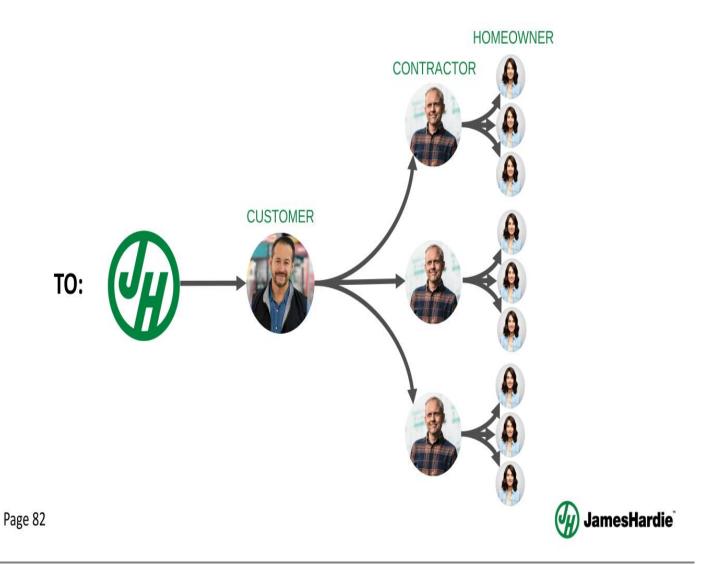
Page 81

# ALIGNING CUSTOMERS AND CONTRACTORS | FROM – TO

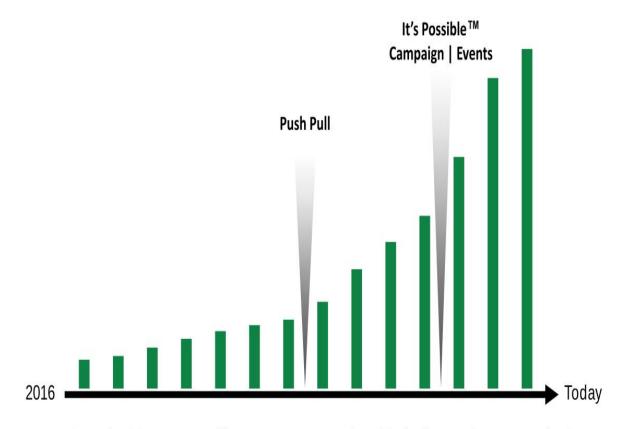


JamesHardie<sup>\*</sup>

# ALIGNING CUSTOMERS AND CONTRACTORS | FROM – TO



# **EXPANDING CONTRACTOR ALLIANCE PROGRAM MEMBERSHIP**



Growth of Contractor Alliance Program membership in the Northeastern United States over time.

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\*Representative of total Contractor Alliance Program membership in the Northeastern US, shown semi-annually.



# THE R&R CONTRACTOR - SUMMARY

Expand the number of contractors that sell James Hardie through our customer partnerships

Empower contractors to make more revenue and profit selling James Hardie over competitors

Retain the contractors by continually adding value to them through our Contractor Alliance Program





Q&A





# **30 MINUTE BREAK**







NORTH AMERICA: HOMEOWNER Sean Gadd, President North America



# HOW JAMES HARDIE DELIVERS WHAT THE HOMEOWNER VALUES

# **HOMEOWNER**



# THE HOMEOWNER CARES ABOUT



Exterior appeal and design



Superior durability



Low maintenance



# THE HOMEOWNER - SUMMARY

Our 360 degree Marketing Strategy to the Homeowner is working

We have researched and drawn insights into the pain points of the Homeowner's path to purchase

We have specific programs and tools to alleviate the homeowner pain points and improve their path to purchase



#### 360 DEGREE MARKETING PROGRAM DELIVERED 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 3 Target
 Regions Outpaced our
 Other ColorPlus®
 Technology Markets



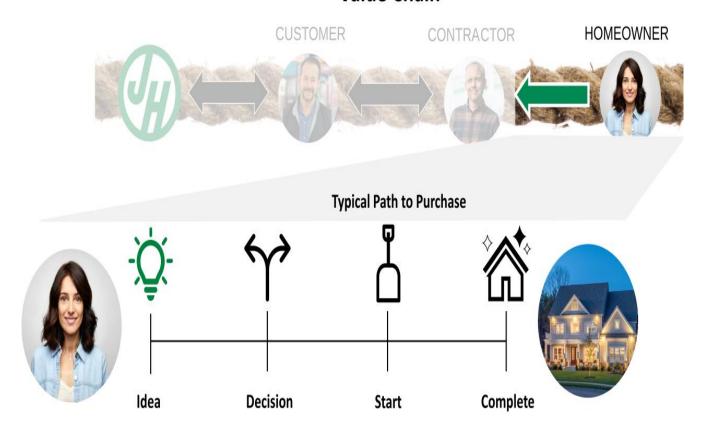
<sup>1</sup> Statistics are for the period of May 2021 – March 2022 compared to pcp and are for the three targeted metro areas. Marketing campaign began in May 2021.



<sup>&</sup>lt;sup>2</sup> Management calculation based on comparative growth of ColorPlus® 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.

# IMPROVING THE HOMEOWNER'S PATH TO PURCHASE

# **Value Chain**





# WE ARE ENHANCING HOW WE CONNECT TO THE HOMEOWNER

Improving &
Expanding
Marketing Program



Building Trust Via Magnolia Collaboration



Developing Visualization Tool



Augmenting Retail Presence







NORTH AMERICA: HOMEOWNER – IT'S POSSIBLE™ Atousa Ghoreichi, SVP North America Marketing



# THE HOMEOWNER: IT'S POSSIBLE™ – SUMMARY

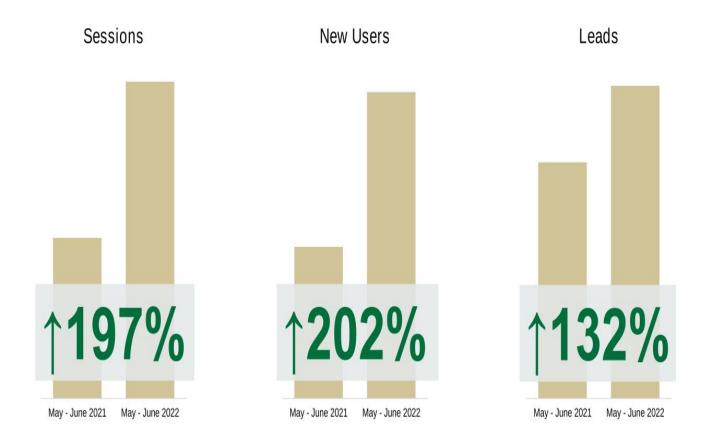
Building a consumer brand is a journey and results of the year one launch are promising

We have taken learnings from this first year to inform and enhance the program moving forward

Given the positive results to date, we are expanding our focus to 3 new key target metros in the Northeast and Midwest



# THIS IS WHAT SUCCESS LOOKS LIKE



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Source: JH Estimates





# IT'S POSSIBLE™ 1.0 EVOLVES TO 2.0

May 2021

# It's Possible™ 1.0 Launched

- Boston
- Philadelphia
- NY Tri-State



May 2022

# Added New Data and Creative Formats

- Added New Data partners
- Launched new formats on Meta, Pinterest, Nextdoor, and Houzz



June 2022

# Expanded Audience

- Christine
- The Power Couple
- The Project Home Buyer
- The Empty
   Nester



July 2022

# Added New Markets

- · Washington DC
- Chicago
- Minneapolis

# Added New Creative

Optimized based on data and analytics



August 2022

# Magnolia Launch

- Biggest product launch ever
- · Visualization Tool





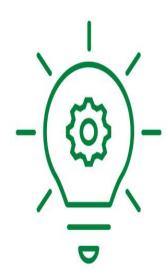
#### STRATEGIC MEDIA PILLARS IN FY23







BUILD UPON EARLIER SUCCESS



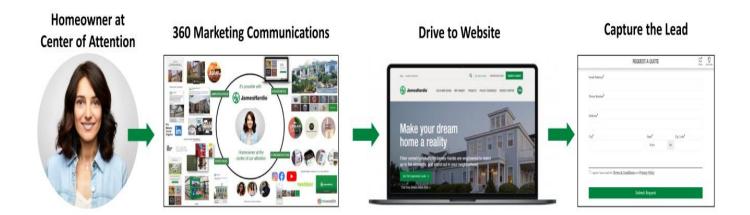
LEVERAGE MEDIA & DATA INNOVATION



AUDIENCE SEGMENTATION & PERSONALIZATION



#### **BUILDING UPON OUR WINNING FORMULA**



Expanded Audience

Optimize Ad Campaigns

Initiate Path To Purchase

Lead Capture & Nurture



#### **GROWING OUR AUDIENCE**









CHRISTINE

THE POWER COUPLE
The Dreamer, the Doer

THE PROJECT HOME BUYER Taking on the next project

THE EMPTY NESTER
The Retired, Downsizer



#### REFRESHED CREATIVE TO DRIVE FURTHER ENGAGEMENT





James Hardie (Default) Sponsored - P

Your home is a reflection of you and there's an







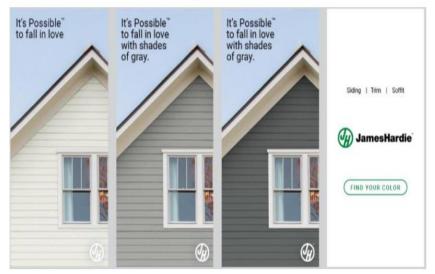








## INSPIRING WITH DESIGN, REASSURING WITH DURABILITY











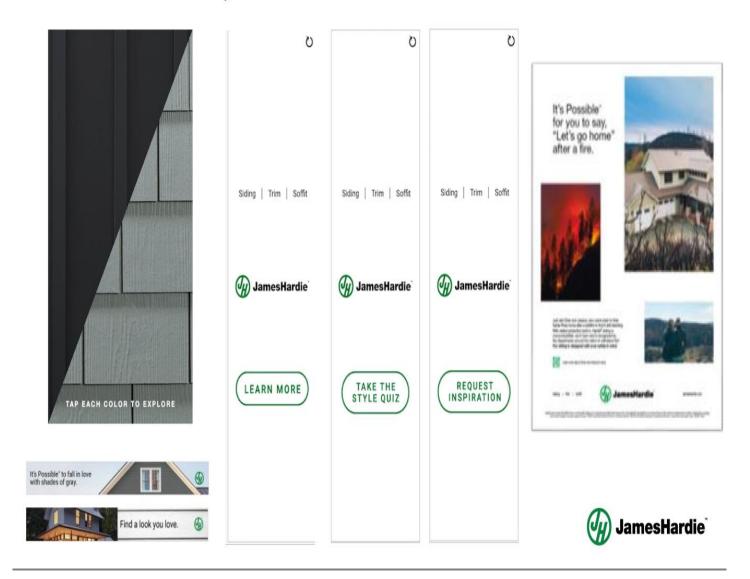




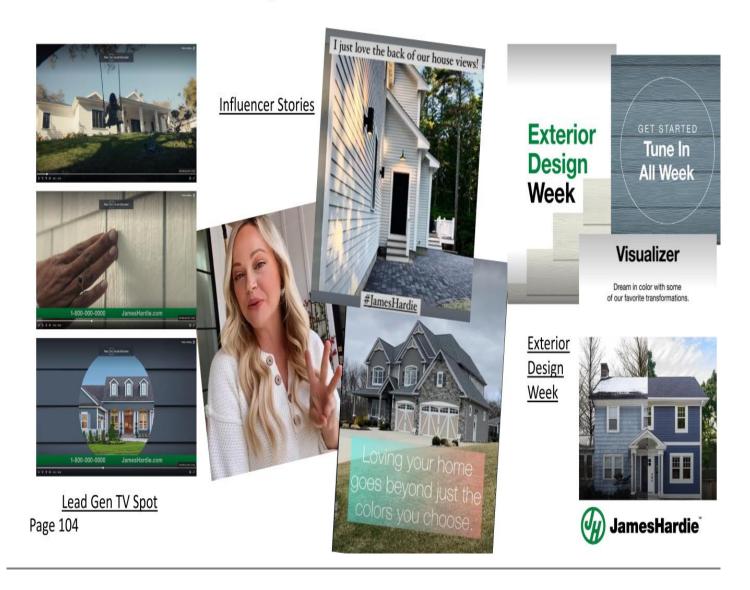




## INSPIRING WITH DESIGN, REASSURING WITH DURABILITY



## MAXIMIZING VIDEO ACROSS TV, INFLUENCERS & ORGANIC CHANNELS



Page 105

#### EXPANSION OF MARKETING PROGRAM COVERING MAJORITY OF NE/MW MARKET

#### **Expanding 360 Marketing Program Expanding to 3 New Metro Areas** Minneapolis Saint Paul Boston Covers the 6 Largest Tri-State **Metro Areas** Chicagoland Philadelphia Metro In Northeast and DC Metro Midwest **Expanded Focus Initial Focus** Source: 2022 Nielsen Data

JamesHardie<sup>\*</sup>

#### **Q1 PERFORMANCE SUMMARY**



Year over year, overall **lead volume was up around 33%** in Q1 for Epicenter FY23.



Paid Search (search) has grown 4x YoY and made up 78% of total Q1 leads.



**Display (ad banners)** exceeded Q1 forecasted leads at 105%





NORTH AMERICA: HOMEOWNER – MAGNOLIA Atousa Ghoreichi, SVP North America Marketing





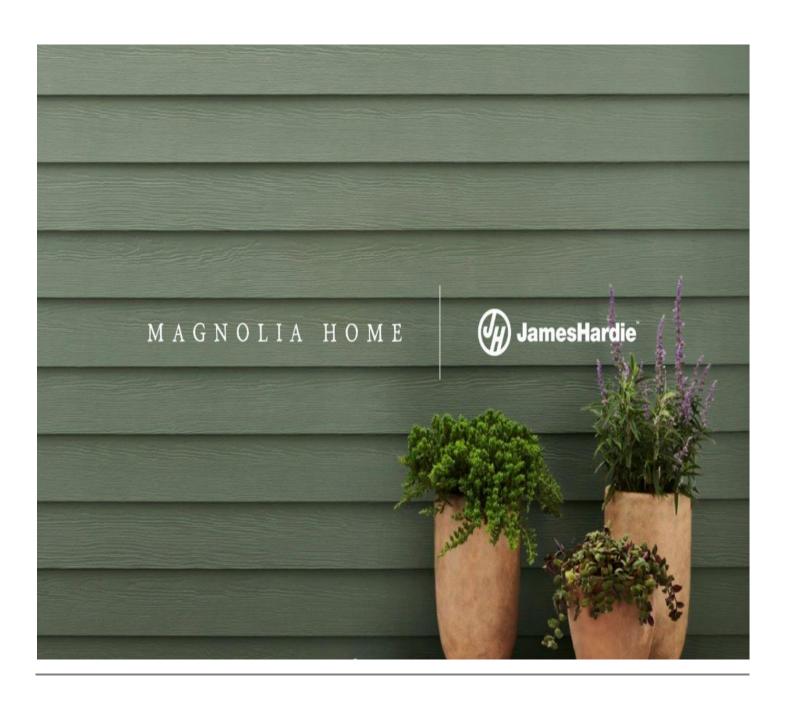
#### THE HOMEOWNER: MAGNOLIA - SUMMARY

Chip and Joanna Gaines, and the significant reach of Magnolia will help drive awareness of James Hardie and allow us to sell more full-wrap ColorPlus® Technology finished products

Joanna Gaines helps build credibility with homeowners around design, while Chip builds credibility around contractor choice

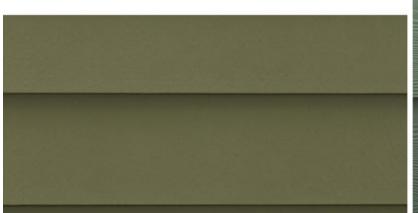
Together they provide trust and credibility about James Hardie fiber cement





# Objective

Drive awareness of James Hardie and sell more full-wrap homes with ColorPlus® Technology finished products







Create awareness

Optimize demand

Leverage credibility

Own the category

Reach the homeowner



## The Path to Purchase is ~18+ Months



Source: IPSOS 2019 Project Decision Study



#### MAGNOLIA HOME

#### Why Collaborate?

- Fixer Upper: #1 Show on HGTV
- Led to their own TV Network, Magnolia, launched in January
- National partnership with Target
- 30,000 weekly visitors to The Silos (Magnolia Land in Waco, TX)
- More than 35 million followers across social channels







#### introducing the

# MAGNOLIA HOME | JAMES HARDIE COLLECTION

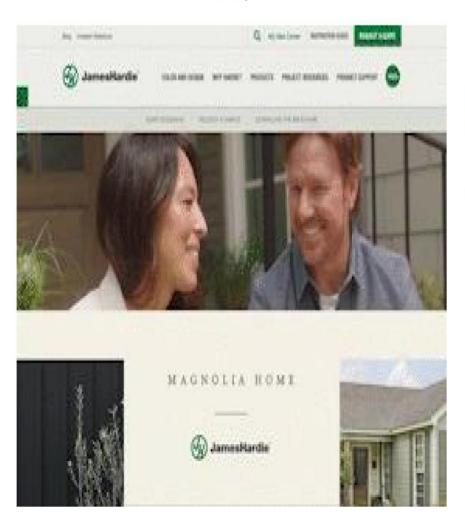


#### **MAGNOLIA 360 MEDIA CHANNEL OVERVIEW**



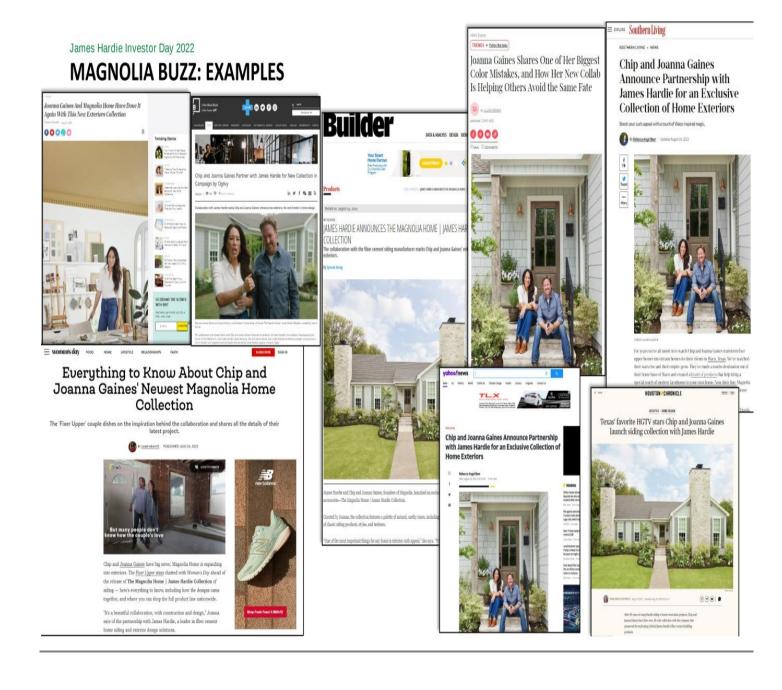
## LANDING PAGE: JAMESHARDIE.COM/MAGNOLIA

Desktop



Mobile



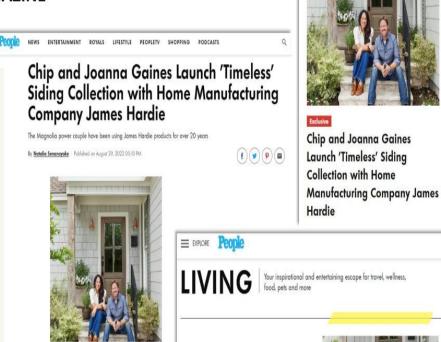


#### MAGNOLIA BUZZ: PEOPLE MAGAZINE

# **People**

"In an interview with PEOPLE, Joanna explains the reason why she loves partnering with James Hardie. 'We drive by the homes we did 20 years ago down by Baylor University, and those were all Hardie-sided homes. This is truly a product that we've believed in for 20 years,' she says. She adds that working with James Hardie was 'a match made in heaven,' and that she and Chip felt 'honored' to be collaborating with the company." – People

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2

3

Chip and Joanna Gaines
Launch 'Timeless' Siding
Collection with Home

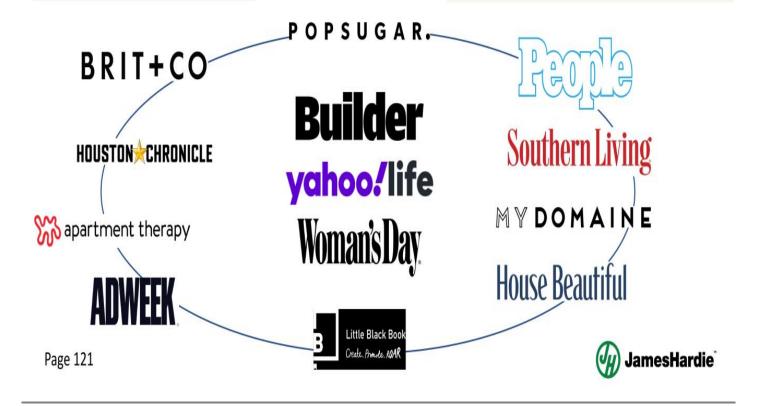
Hardie

**Manufacturing Company James** 

#### **MAGNOLIA BUZZ**

# 42 Media Placements

# 1.5 B+ Potential Audience





# NORTH AMERICA: HOMEOWNER – VISUALIZATION Chad Fredericksen, VP North America Pro Channel





#### THE HOMEOWNER: VISUALIZATION - SUMMARY

Visualization is an invaluable tool to help inspire homeowners to reach their vision and better communicate that vision to contractors

The visualization tool is a simple 3 step process that allows homeowners to experiment with different designs and connect them directly with a contractor

We are currently collaborating with an industry leading visualization provider to bring homeowner visions to life



#### THE IMPORTANCE OF VISUALIZATION



Most consumers will re-side their home once to twice in a lifetime. Visualization is an invaluable tool that can help inspire them to reach their vision and better communicate that vision to a contractor who will bring it to life.



#### THE PROCESS







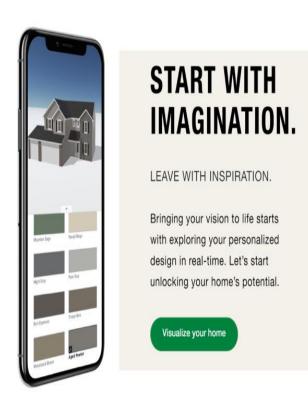
Consumer takes photos of their home.

Experiments with different product profiles and colors on their home.

Can connect to an aligned James Hardie contractor.



#### REPLICATE THE EXPERIENCE AT SCALE THROUGH TECHNOLOGY



Currently collaborating with an industry leading visualization provider.

Actively testing the effect visualization can have on inspiring the consumer and empowering them to communicate their vision to the contractor, resulting in a better experience for both.

Live on JamesHardie.com



#### THE HOMEOWNER: VISUALIZATION - SUMMARY

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The visualization tool is a simple 3 step process that allows homeowners to experiment with different designs and connect them directly with a contractor

We are currently collaborating with an industry leading visualization provider to bring homeowner visions to life



#### CONNECTING THE VALUE CHAIN TO DRIVE PROFITABLE GROWTH



# James Hardie – Maximizing value & profit across the entire Repair & Remodel value chain





NORTH AMERICA: CLOSING
Sean Gadd, President North America





#### **NORTH AMERICA – SUMMARY**

Proven track record as a growth company

10 Year Volume CAGR 10 Year Net Sales CAGR



10 Year Adj. EBIT CAGR



James Hardie fiber cement proven to deliver high value

Ability to win in all regions and all segments



Accelerate sustainable profitable growth in Northeast and Midwest Repair & Remodel market













Q&A





# **END OF DAY 1**







# JHX Investor Day 2022

New York, 12-13 September 2022 – Day 1



Rule 3.19A.2

## **Appendix 3Y**

### **Change of Director's Interest Notice**

Information or documents not available now must be given to ASX as soon as available. Information and documents given to ASX become ASX's property and may be made public. Introduced 30/09/01 Amended 01/01/11

Name of entity James Hardie Industries plc

**ARBN** 097 829 895

We (the entity) give ASX the following information under listing rule 3.19A.2 and as agent for the director for the purposes of section 205G of the Corporations Act.

Name of Director	Nigel STEIN
Date of last notice	16 June 2022

+ See chapter 19 for defined terms.

01/01/2011 Appendix 3Y Page 1

Part 1 - Change of director's relevant interests in securities

In the case of a trust, this includes interests in the trust made available by the responsible entity of the trust

Note: In the case of a company, interests which come within paragraph (i) of the definition of "notifiable interest of a director" should be disclosed in this part.

Direct or indirect interest	Direct
Nature of indirect interest (including registered holder) Note: Provide details of the circumstances giving rise to the relevant interest.	Interest in ordinary shares/CUFS of James Hardie Industries plc held in the form of American Depository Receipts ( <b>ADRs</b> ). The ADRs are issued by Deutsche Bank Trust Company Americas.
Date of change	9 September 2022
No. of securities held prior to change	<ul> <li>Indirect interest in 3,400 ordinary shares/CUFS. The registered holder is Pershing Securities Limited and they are held on account for beneficial owner, Nigel Stein.</li> <li>Direct interest in 1,475 ADRs, equivalent to a holding of 1,475 ordinary shares/CUFS.</li> </ul>
Class	ADRs. ADRs trade on the NYSE in the United States and one ADR is equivalent to one ordinary share/CUFS.
Number acquired	322 ADRs, equivalent to a holding of 322 ordinary shares/CUFS.
Number disposed	Nil
Value/Consideration Note: If consideration is non-cash, provide details and estimated valuation	US\$7,972.72
No. of securities held after change	Current relevant interest is:
	<ul> <li>Indirect interest in 3,400 ordinary shares/CUFS. The registered holder is Pershing Securities Limited and they are held on account for beneficial owner, Nigel Stein.</li> <li>Direct interest in 1,797 ADRs, equivalent to a holding of 1,797 ordinary shares/CUFS.</li> </ul>
Nature of change Example: on-market trade, off-market trade, exercise of options, issue of securities under dividend reinvestment plan, participation in buy-back	Issuance of ADRs pursuant to the terms of the James Hardie 2020 Non-Executive Director Equity Plan.

Appendix 3Y Page 2 01/01/2011

<sup>+</sup> See chapter 19 for defined terms.

#### Part 2 – Change of director's interests in contracts

Note: In the case of a company, interests which come within paragraph (ii) of the definition of "notifiable interest of a director" should be disclosed in this part.

Detail of contract	Not applicable
Nature of interest	Not applicable
Name of registered holder (if issued securities)	Not applicable
Date of change	Not applicable
No. and class of securities to which interest	Not applicable
related prior to change Note: Details are only required for a contract in relation to which the interest has changed	
Interest acquired	Not applicable
Interest disposed	Not applicable
Value/Consideration	Not applicable
Note: If consideration is non-cash, provide details and an estimated valuation	
Interest after change	Not applicable

#### Part 3 - +Closed period

Were the interests in the securities or contracts detailed above traded during a +closed period where prior written clearance was required?	
If so, was prior written clearance provided to allow the trade to proceed during this period?	Not applicable
If prior written clearance was provided, on what date was this provided?	Not applicable

01/01/2011 Appendix 3Y Page 3

<sup>+</sup> See chapter 19 for defined terms.

Rule 3.19A.2

## **Appendix 3Y**

### **Change of Director's Interest Notice**

Information or documents not available now must be given to ASX as soon as available. Information and documents given to ASX become ASX's property and may be made public. Introduced 30/09/01 Amended 01/01/11

Name of entity James Hardie Industries plc

**ARBN** 097 829 895

We (the entity) give ASX the following information under listing rule 3.19A.2 and as agent for the director for the purposes of section 205G of the Corporations Act.

Name of Director	Persio LISBOA
Date of last notice	22 June 2022

+ See chapter 19 for defined terms. 01/01/2011 Appendix 3Y Page 1

Part 1 - Change of director's relevant interests in securities

In the case of a trust, this includes interests in the trust made available by the responsible entity of the trust

Note: In the case of a company, interests which come within paragraph (i) of the definition of "notifiable interest of a director" should be disclosed in this part.

Direct or indirect interest	Direct
Nature of indirect interest (including registered holder) Note: Provide details of the circumstances giving rise to the relevant interest.	Interest in ordinary shares/CUFS of James Hardie Industries plc held in the form of American Depository Receipts (ADRs). The ADRs are issued by Deutsche Bank Trust Company Americas. The registered holder is Merrill Lynch Pierce Fenner, & Smith.
Date of change	9 September 2022
No. of securities held prior to change	<ul> <li>Indirect interest in 9,684 ADRs, equivalent to a holding of 9,684 ordinary shares/CUFS. The registered holder is Merrill Lynch Pierce Fenner, &amp; Smith and they are held on account for the beneficial owner, Persio Lisboa.</li> <li>Direct interest in 3,638 ADRs, equivalent to a holding of 3,638 ordinary shares/CUFS.</li> </ul>
Class	ADRs. ADRs trade on the NYSE in the United States and one ADR is equivalent to one ordinary share/CUFS.
Number acquired	658 ADRs, equivalent to a holding of 658 ordinary shares/CUFS.
Number disposed	Nil
Value/Consideration Note: If consideration is non-cash, provide details and estimated valuation	US\$16,292.08
No. of securities held after change	Current relevant interest is:
	<ul> <li>Indirect interest in 9,684 ADRs, equivalent to a holding of 9,684 ordinary shares/CUFS. The registered holder is Merrill Lynch Pierce Fenner, &amp; Smith and they are held on account for the beneficial owner, Persio Lisboa.</li> <li>Direct interest in 4,296 ADRs, equivalent to a holding of 4,296 ordinary shares/CUFS.</li> </ul>
Nature of change  Example: on-market trade, off-market trade, exercise of options, issue of securities ur reinvestment plan, participation in buy-back	Issuance of ADRs pursuant to the terms of the James Hardie 2020 Non- Executive Director Equity Plan.

+ See chapter 19 for defined terms.

01/01/2011 Appendix 3Y Page 2

#### Part 2 – Change of director's interests in contracts

Note: In the case of a company, interests which come within paragraph (ii) of the definition of "notifiable interest of a director" should be disclosed in this part.

Detail of contract	Not applicable
Nature of interest	Not applicable
Name of registered holder	Not applicable
(if issued securities)	
Date of change	Not applicable
No. and class of securities to which interest	Not applicable
related prior to change	
Note: Details are only required for a contract in relation to which the interest has changed	
Interest acquired	Not applicable
Interest disposed	Not applicable
Value/Consideration	Not applicable
Note: If consideration is non-cash, provide details and an estimated valuation	
Interest after change	Not applicable

#### Part 3 - +Closed period

Were the interests in the securities or contracts detailed above traded during a +closed period where prior written clearance was required?	
If so, was prior written clearance provided to allow the trade to proceed during this period?	Not applicable
If prior written clearance was provided, on what date was this provided?	Not applicable

<sup>+</sup> See chapter 19 for defined terms.

01/01/2011 Appendix 3Y Page 3

Rule 3.19A.2

### **Appendix 3Y**

### **Change of Director's Interest Notice**

Information or documents not available now must be given to ASX as soon as available. Information and documents given to ASX become ASX's property and may be made public. Introduced 30/09/01 Amended 01/01/11

Name of entity James Hardie Industries plc

**ARBN** 097 829 895

We (the entity) give ASX the following information under listing rule 3.19A.2 and as agent for the director for the purposes of section 205G of the Corporations Act.

Name of Director	Anne LLOYD
Date of last notice	16 June 2022

+ See chapter 19 for defined terms.
01/01/2011 Appendix 3Y Page 1

Part 1 - Change of director's relevant interests in securities

In the case of a trust, this includes interests in the trust made available by the responsible entity of the trust

Note: In the case of a company, interests which come within paragraph (i) of the definition of "notifiable interest of a director" should be disclosed in this part.

Direct or indirect interest	Direct
Nature of indirect interest (including registered holder) Note: Provide details of the circumstances giving rise to the relevant interest.	Interest in ordinary shares/CUFS of James Hardie Industries plc held in the form of American Depository Receipts ( <b>ADRs</b> ). The ADRs are issued by Deutsche Bank Trust Company Americas.
Date of change	9 September 2022
No. of securities held prior to change	<ul> <li>Indirect interest in 18,000 ADRs, equivalent to a holding of 18,000 ordinary shares/CUFS. The ADRs are issued by Deutsche Bank Trust Company Americas. The registered holder is Pershing LLC and they are held on account for the beneficial owners, Anne Lloyd and Steven Lloyd.</li> <li>Direct interest in 385 ADRs, equivalent to a holding of 385 ordinary shares/CUFS.</li> </ul>
Class	ADRs. ADRs trade on the NYSE in the United States and one ADR is equivalent to one ordinary share/CUFS.
Number acquired	233 ADRs, equivalent to a holding of 233 ordinary shares/CUFS.
Number disposed	Nil
Value/Consideration Note: If consideration is non-cash, provide details and estimated valuation	US\$5,769.08
No. of securities held after change	<ul> <li>Current relevant interest is:</li> <li>Indirect interest in 18,000 ADRs, equivalent to a holding of 18,000 ordinary shares/CUFS. The ADRs are issued by Deutsche Bank Trust Company Americas. The registered holder is Pershing LLC and they are held on account for the beneficial owners, Anne Lloyd and Steven Lloyd.</li> <li>Direct interest in 618 ADRs, equivalent to a holding of 618 ordinary shares/CUFS.</li> </ul>
Nature of change  Example: on-market trade, off-market trade, exercise of options, issue of securities under divider reinvestment plan, participation in buy-back	Issuance of ADRs pursuant to the terms of the James Hardie 2020 Non- Executive Director Equity Plan.

Appendix 3Y Page 2 01/01/2011

<sup>+</sup> See chapter 19 for defined terms.

#### Part 2 – Change of director's interests in contracts

Note: In the case of a company, interests which come within paragraph (ii) of the definition of "notifiable interest of a director" should be disclosed in this part.

Detail of contract	Not applicable
Nature of interest	Not applicable
Name of registered holder	Not applicable
(if issued securities)	
Date of change	Not applicable
No. and class of securities to which interest	Not applicable
related prior to change	
Note: Details are only required for a contract in relation to which the interest has changed	
Interest acquired	Not applicable
Interest disposed	Not applicable
Value/Consideration	Not applicable
Note: If consideration is non-cash, provide details and an estimated valuation	
Interest after change	Not applicable

#### Part 3 - +Closed period

Were the interests in the securities or contracts detailed above traded during a +closed period where prior written clearance was required?	
If so, was prior written clearance provided to allow the trade to proceed during this period?	Not applicable
If prior written clearance was provided, on what date was this provided?	Not applicable

01/01/2011 Appendix 3Y Page 3

<sup>+</sup> See chapter 19 for defined terms.

Rule 3.19A.2

## **Appendix 3Y**

#### **Change of Director's Interest Notice**

Information or documents not available now must be given to ASX as soon as available. Information and documents given to ASX become ASX's property and may be made public. Introduced 30/09/01 Amended 01/01/11

Name of entity James Hardie Industries plc

**ARBN** 097 829 895

We (the entity) give ASX the following information under listing rule 3.19A.2 and as agent for the director for the purposes of section 205G of the Corporations Act.

Name of Director	Rada RODRIGUEZ
Date of last notice	16 June 2022

+ See chapter 19 for defined terms. 01/01/2011 Appendix 3Y Page 1

Part 1 - Change of director's relevant interests in securities

In the case of a trust, this includes interests in the trust made available by the responsible entity of the trust

Note: In the case of a company, interests which come within paragraph (i) of the definition of "notifiable interest of a director" should be disclosed in this part.

Direct or indirect interest	Direct	
Nature of indirect interest (including registered holder) Note: Provide details of the circumstances giving rise to the relevant interest.	Interest in ordinary shares/CUFS of James Hardie Industries plc held in the form of American Depository Receipts (ADRs). The ADRs are issued by Deutsche Bank Trust Company Americas.	
Date of change	9 September 2022	
No. of securities held prior to change	<ul> <li>Direct interest in 1,554 ADRs, equivalent to a holding of 1,554 ordinary shares/CUFS.</li> </ul>	
Class	ADRs. ADRs trade on the NYSE in the United States and one ADR is equivalent to one ordinary share/CUFS.	
Number acquired	344 ADRs, equivalent to a holding of 344 ordinary shares/CUFS.	
Number disposed	Nil	
Value/Consideration Note: If consideration is non-cash, provide details and estimated valuation	US\$8,517.44	
No. of securities held after change	<ul> <li>Current relevant interest is:</li> <li>Direct interest in 1,898 ADR's, equivalent to a holding of 1,898 ordinary shares/CUFS.</li> </ul>	
Nature of change Example: on-market trade, off-market trade, exercise of options, issue of securities under dividend reinvestment plan, participation in buy-back	Issuance of ADRs pursuant to the terms of the James Hardie 2020 Non-Executive Director Equity Plan.	

Appendix 3Y Page 2 01/01/2011

<sup>+</sup> See chapter 19 for defined terms.

#### Part 2 – Change of director's interests in contracts

Note: In the case of a company, interests which come within paragraph (ii) of the definition of "notifiable interest of a director" should be disclosed in this part.

Detail of contract	Not applicable
Nature of interest	Not applicable
Name of registered holder	Not applicable
(if issued securities)	
Date of change	Not applicable
No. and class of securities to which interest	Not applicable
related prior to change Note: Details are only required for a contract in relation to which the interest has changed	
Interest acquired	Not applicable
Interest disposed	Not applicable
Value/Consideration Note: If consideration is non-cash, provide details and an estimated valuation	Not applicable
Interest after change	Not applicable

#### Part 3 - +Closed period

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If so, was prior written clearance provided to allow the trade to proceed during this period?	Not applicable
If prior written clearance was provided, on what date was this provided?	Not applicable

01/01/2011 Appendix 3Y Page 3

<sup>+</sup> See chapter 19 for defined terms.



James Hardie Industries plc Europa House 2nd Floor, Harcourt Centre Harcourt Street, Dublin 2, D02 WR20, Ireland

T: +353 (0) 1 411 6924 F: +353 (0) 1 479 1128

13 September 2022

The Manager Company Announcement Office Australian Securities Exchange Limited 20 Bridge Street SYDNEY NSW 2000

Dear Sir/Madam

#### JHX Investor Day 2022 Presentation - Day 2

James Hardie today released its Investor Day 2022 Presentation – Day 2 materials. The event is being held in New York, NY on Tuesday, 13 September 2022.

Copies of this document are available on James Hardie's investor relations website at <a href="https://ir.jameshardie.com.au/">https://ir.jameshardie.com.au/</a>.

Yours faithfully

James Brennan-Chong Director of Investor Relations and Market Intelligence

This announcement has been authorized for release by the CFO

James Hardie Industries plc is a limited liability company incorporated in Ireland with its registered office at Europa House 2<sup>nd</sup> Floor, Harcourt Centre, Harcourt Street, Dublin 2, D02 WR20, Ireland.

Directors: Michael Hammes (Chairman, USA), Anne Lloyd (Deputy Chairperson, USA), Peter-John Davis (Aus), Persio Lisboa (USA), Rada Rodriguez (Sweden), Suzanne B. Rowland (USA), Nigel Stein (UK), Harold Wiens (USA).

Chief Executive Officer and Director: Aaron Erter (USA)

Company number: 485719

ARBN: 097 829 895



# JHX Investor Day 2022

New York, 12-13 September 2022 – Day 2



#### 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, beliefs and general good faith evaluation of information available information at the time the forward-looking statements were made concerning future events and conditions. Readers are cautioned not to place undue reliance on any forward-looking statements or rely upon them as a guarantee of future performance or results or as an accurate indications of the times at or by which any such performance or results will be achieved

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, which include, but are not necessarily limited to risks such as 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 interest rates; 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 measure 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.





## AGENDA – DAY 2 ZIEGFELD BALLROOM

Breakfast	7:00-8:00 AM	All
APAC	8:00-9:15 AM	John Arneil & Travis Johnso
Q&A	9:15-9:30 AM	All
Experience Session #1	9:30-10:00 AM	Breakout Groups
Break	10:00-10:15 AM	All
Europe	10:15-11:15 AM	Tobias Bennerscheidt & Henning Risse
Q&A	11:15-11:30AM	All
Experience Session #2	11:30-12:00 PM	Breakout Groups
Lunch	12:00-1:15 PM	All
Global Innovation	1:15-2:15 PM	Joe Liu & Alan Miller
Q&A	2:15-2:30 PM	All
Experience Session #3	2:30-3:00 PM	Breakout Groups
Break	3:00-3:15 PM	All
Global Capacity	3:15-4:00 PM	Ryan Kilcullen
Q&A	4:00-4:15 PM	All
Closing with CEO	4:15-4:45 PM	Aaron Erter
Q&A	4:45-5:00 PM	All
Happy Hour	5:00-6:30 PM	All
Dinner	6:30-9:00 PM	All



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**INVESTOR DAY 2022 - APAC** 



James Hardie Investor Day 2022

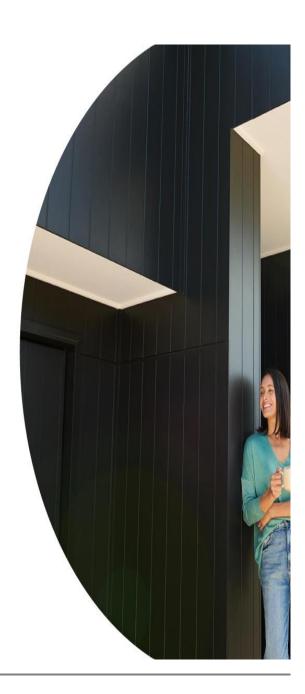
### **APAC - PRESENTERS**



John Arneil General Manager APAC



**Travis Johnson**Director – Commercial
Australia



### **AGENDA**

Investor Day 2022 – APAC		
Topic	Presenter	
APAC Overview	John Arneil	
Value Chain	John Arneil	
Homeowner	John Arneil	
Contractor/Builder	Travis Johnson	
Customer	Travis Johnson	
Summary	John Arneil	



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### APAC - SUMMARY

Strong base business built over 40+ years in fiber cement with significant fiber cement market share and category share

Significant growth opportunities exist in all our APAC regions

We have the insight led innovation, consumer marketing focus, proven market development model and deep customer integration in place for sustained profitable growth

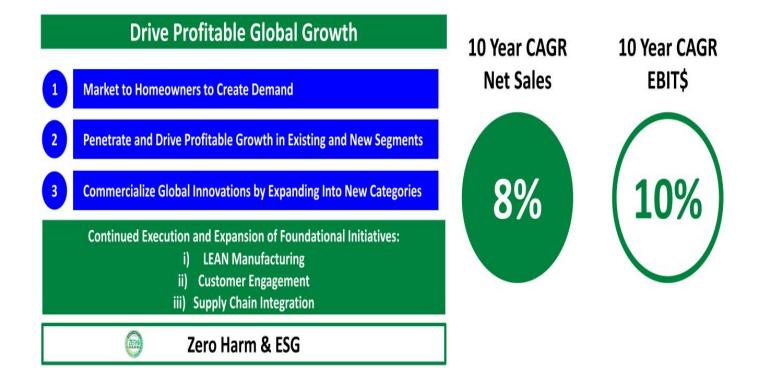




INVESTOR DAY 2022 – APAC: OVERVIEW John Arneil, General Manager - APAC



### APAC – A SUSTAINABLE PROFITABLE GROWTH BUSINESS





### APAC - STRONG SHARE IN ALL APAC MARKETS WITH ROOM TO GROW



### APAC – A CLEAR, TARGETED GAME PLAN FOR GROWTH

### Region

#### How



#### 1. Queensland - Australia

- Hamptons/Coastal Axon™, Linea™
- Modern Hardie™ Architectural Collection
- R&R interiors Secura™

- Leverage strong position for adjacent modern construction
- · Increase penetration for full R&R offering



#### 2. New Zealand

- Modern timber Oblique™, Linea™, Axon™
- Modern design Hardie™ Architectural Collection
- · Drive design homeowners want



#### 3. NSW and Victoria - Australia

- Modern Hardie<sup>™</sup> Architectural Collection
   Hamptons/Coastal Axon<sup>™</sup>, Linea<sup>™</sup>
- R&R interiors Secura™

- · Transform large brick and render markets
- · Increase penetration for full R&R offering



#### 4. Philippines

- Moldblock - HardieFlex® NEXGEN

 JH Market-Led Innovation - HardieFlex® NEXGEN re-set



50m m<sup>2</sup>

(SF/MF/R&R only)

**Future** 

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### ANZ – DESIGN TRENDS FAVORABLE TO HIGH VALUE GROWTH



■ JH ■ CFC ■ Timber ■ Metal ■ Foam/AAC ■ Brick

Sources: BIS Oxford New Dwellings, BIS Oxford Additions, Reclad and Render



Clear Path to 33% Market Share

### **APAC PRODUCT OVERVIEW**

### **JH Innovation**



Hardie<sup>™</sup> Fine Texture Cladding

# JH High Value











**Exteriors** 

Linea™ Weatherboard

Stria<sup>™</sup> Cladding Matrix<sup>™</sup> Cladding

Axon<sup>™</sup> Cladding

Oblique™ Cladding Secura™ Exterior Flooring

## JH High Value **Interiors**





Hardie™ Groove Lining

Secura<sup>™</sup> Interior Flooring

# **JH Core Products**











EasyLap™ Panel



Villaboard™ Lining



### ANZ – INNOVATION FOCUS ON FURTHER UNLOCKING MODERN LOOK



Hardie<sup>™</sup> Fine Texture Cladding – well positioned in modern uppers and against render



Hardie<sup>™</sup> Architectural Collection – unlocking single storey and lowers of double storey



# ANZ - EXPANDING OBLIQUE $^{\mathsf{TM}}$ TO AUSTRALIA







### Hardie™ Oblique™

- proven in NZ
- validated in AU
- refined and ready to scale



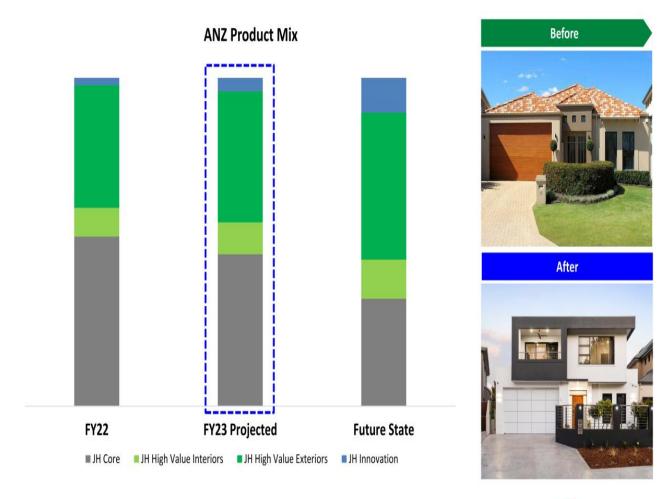








### ANZ - DRIVING A HIGH VALUE PRODUCT MIX WITH CUSTOMERS



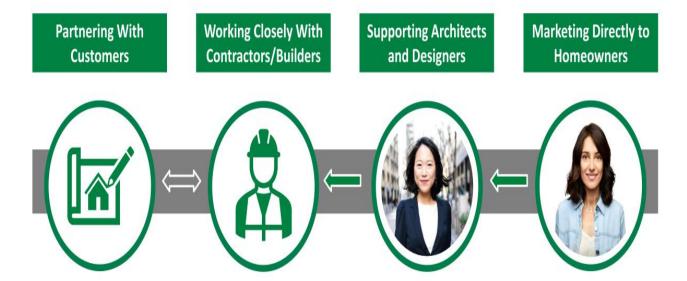




APAC: VALUE CHAIN OVERVIEW John Arneil, General Manager - APAC

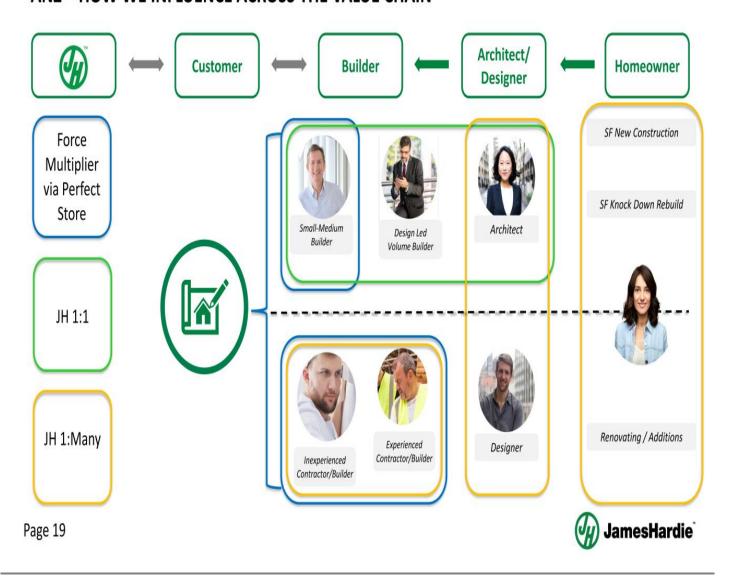


### ANZ - HOW WE GET TO MARKET



**JamesHardie** 

### ANZ - HOW WE INFLUENCE ACROSS THE VALUE CHAIN



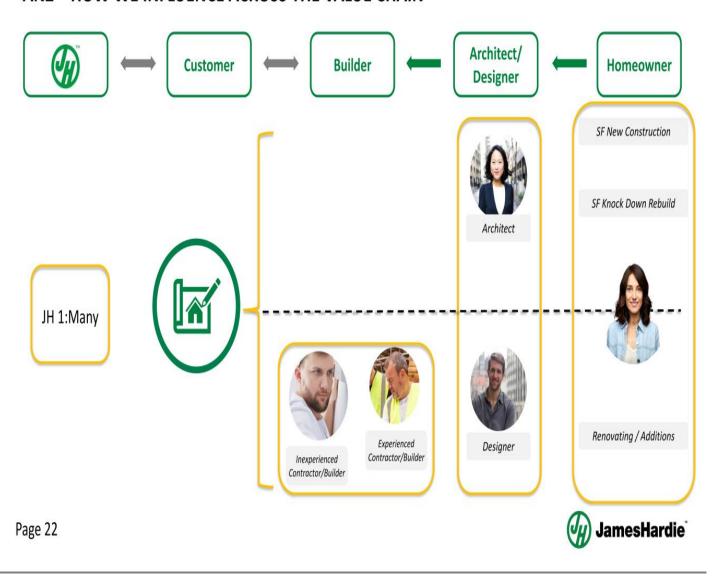


INVESTOR DAY 2022 – APAC: INFLUENCING HOMEOWNER John Arneil, General Manager - APAC





## ANZ – HOW WE INFLUENCE ACROSS THE VALUE CHAIN



#### ANZ – CONSUMER MARKETING TO DRIVE GROWTH

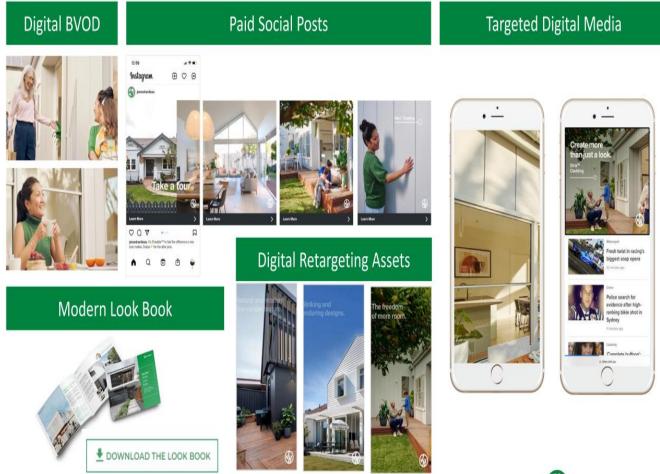
- 1 Market to Homeowners to
  Create Demand (PULL)
  High Value Exteriors
- "Purposeful Modern Home Design" campaign in key geographies
  - · Amplify "The Block" partnership
- · Accelerate her path to purchase and generate leads
- Insight-led with Christine at the Centre
- Connect the Value Chain

  Hardie™ Fine Texture Cladding
- · Lay foundation to scale future innovation
  - Hardie<sup>™</sup> Home Guide digital platform & retail experience
- · Connect R&R funnel from Christine to Builder to Customer
- Commercialise Global
  Innovations

  Hardie™ Architectural Collection
- NEW textures to unlock single storey and lowers of double storey
- Shoppable & curated collection of profiles and textures to drive full modern Hardie™ exteriors



## AU - PURPOSEFUL MODERN DESIGN CAMPAIGN IN-MARKET





## ANZ – BUILD OUT AND AMPLIFY A VIRTUAL SHOWROOM FOR MODERN HOMES























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#### **AU - CAMPAIGN PERFORMANCE AND IMPACT**



#### **CAMPAIGN METRICS**

(topline findings only)

Key campaign metrics across the funnel (Homeowners only)

3 in 4

Homeowners recall seeing the "Its Possible" campaign



**IMPACT** 

9 in 10

Motivate - more interested to renovate or build

9 in 10

Persuade – more interested to shop JH



#### **MESSAGE**

Main message takeaways

- ✓ Design vision possible
- √ Improves street appeal
- √ Wide variety of options
- √ Brand I trust





~ +10%

Brand funnel health

Increase in 'consider JH cladding brand above others'

~ +30%

increase in **JH brand** 'most preferred' brand in exterior cladding

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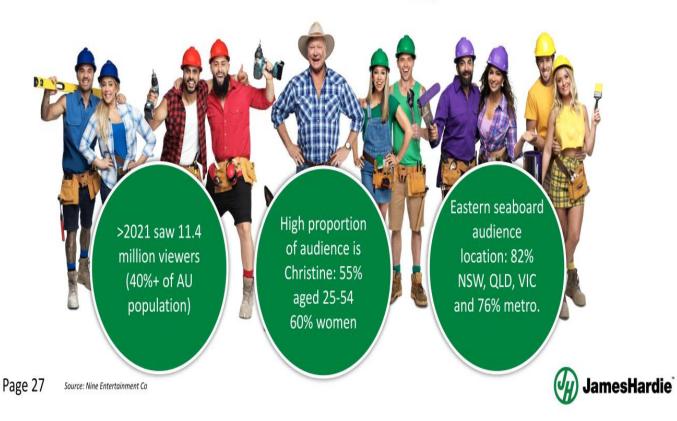
Source: AU Global brand tracker (H&P), n=500 Homeowners. wave April '21, wave 2 March '22

JamesHardie

## AU - THE BLOCK 2022







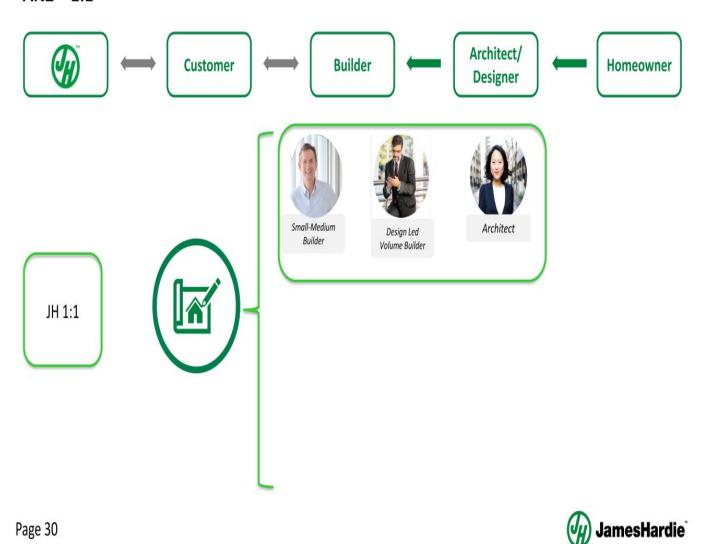




APAC: DRIVING DEMAND IN SFNC WITH THE BUILDER Travis Johnson, Director - Commercial Australia



## ANZ - 1:1



## **ANZ - DRIVING DEMAND WITH BUILDERS**

# Transforming the Way Australia Builds





## ANZ - 1:1 CO-CREATION WITH TOP 20 SFNC BUILDER

**CORAL** HOMES

Takes insight selling beyond converting current to co-creating new home ranges together



Meeting the needs of the consumer



Using experts to create market leading Full Hardie™ exteriors



Maximise the benefits of lightweight cladding – speed, cost



Project management – removing switching barriers







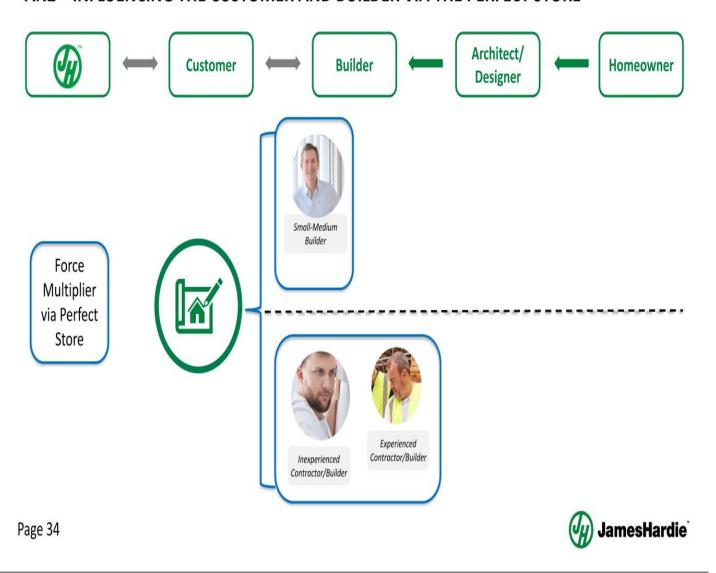




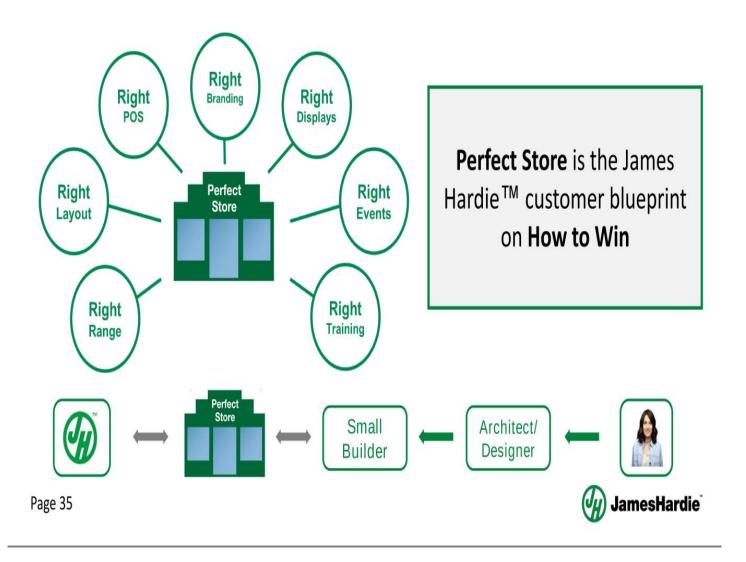
APAC: ENABLING OUR CUSTOMERS TO DRIVE GROWTH WITH BUILDERS Travis Johnson, Director - Commercial Australia



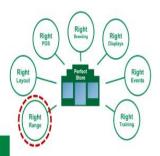
## ANZ - INFLUENCING THE CUSTOMER AND BUILDER VIA THE PERFECT STORE



## ANZ - THE PERFECT STORE



# ANZ – KEEPING CUSTOMERS STOCKED WITH THE RIGHT RANGE IS OUR #1 PRIORITY



# RIGHT RANGE Collaborate Planning and Forecasting

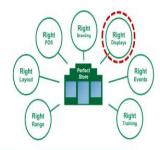


Right Range to the Right Customer at the Right Time





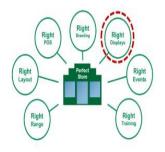
# ANZ – SIMPLIFYING THE SELECTION PROCESS THROUGH THE RIGHT DISPLAY







## ANZ - NEW MODERN LOOK DISPLAYS



# **Right Displays** - Cubby Displays





# **Right Displays** – Façade Displays





## ANZ – SCALABLE EXECUTION OF PUSH WITH CUSTOMERS

## **Right Events** - Mobile Construction Clinics Trailers





10,000 builders targeted across FY23





APAC: SUMMARY John Arneil, General Manager - APAC



#### APAC - SUMMARY

Strong base business built over 40+ years in fiber cement with significant fiber cement market share and category share

Significant growth opportunities exist in all our APAC regions

We have the insight led innovation, consumer marketing focus, proven market development model and deep customer integration in place for sustained profitable growth





Q&A





**EXPERIENCE SESSION #1** 





**15 MINUTE BREAK** 





**INVESTOR DAY 2022 – EUROPE** 



## **PRESENTERS**



Tobias Bennerscheidt
Director Marketing
& Segments –
Europe



Henning Risse
Sales Director –
Europe



# **AGENDA**

Investor Day 2022 – Europe		
<u>Topic</u>	<u>Presenter</u>	
Europe Overview	Tobias Bennerscheidt	
Fiber Gypsum Growth	Henning Risse	
Fiber Cement Growth	Tobias Bennerscheidt	



## **EUROPE - SUMMARY**

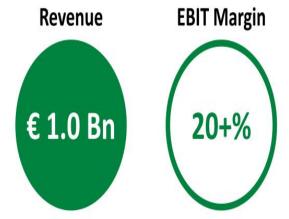
Europe's long term ambition remains unchanged at €1 billion in Net Sales and 20+% EBIT Margin

Clear path to  ${\leq}500$  million of Fiber Gypsum Net Sales with proven track record

Two key Fiber Cement growth opportunities to take a significant step toward €500 million in Fiber Cement Net Sales



## **EUROPE – LONG TERM AMBITION UNCHANGED**





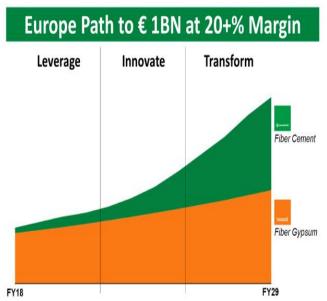


**EUROPE: OVERVIEW Tobias Bennerscheidt, Director Marketing & Segments** 



## **EUROPE LONG TERM AMBITION UNCHANGED: € 1BILLION NET SALES AT 20+% MARGIN**





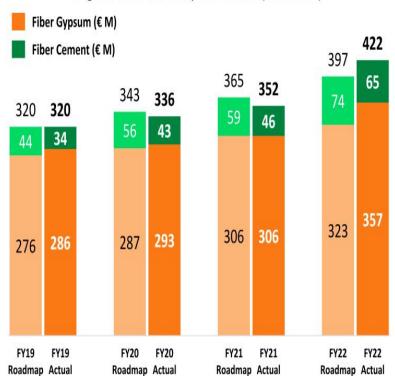
As first presented June 25th, 2018



## **EUROPE LONG TERM AMBITION ON TRACK THROUGH FIRST FOUR FISCAL YEARS**

## **Historical Europe Net Sales**

Original €1Bn Roadmap vs. Actuals (€ Millions)



	Last 4 years	To Reach €500M by FY29
Fiber Cement	20% CAGR	34% CAGR
Fiber Gypsum	7% CAGR	5% CAGR
Total	9% CAGR	13% CAGR





**EUROPE: FIBER GYPSUM GROWTH Henning Risse, Sales Director – Europe** 



## **CLEAR PATH TO €500 MILLION IN FIBER GYPSUM NET SALES**

## Historical Fiber Gypsum Net Sales (€ Millions)



- 2004-17: 5.4% Net Sales CAGR
- Last 4 years; 7% Net Sales CAGR with clear, proven strategy to get to €500 million in Net Sales
- Focus on key growth segments:
  - Renovation segment
  - Pre-fabrication segment
- Demand generation program for high-margin products



Pre-fabrication construction in Germany

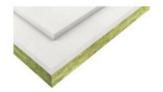


## FIBER GYPSUM PRODUCT SUMMARY



Flooring Elements for Renovation

## **Product**



fermacell® Flooring Element

# **Application**







Wall Board for Pre-Fabrication



fermacell® Large Format Wall Boards



**Pre-Fabrication Application** 



Wall Board for Dry Lining





fermacell® Tapered Edge Wall Boards



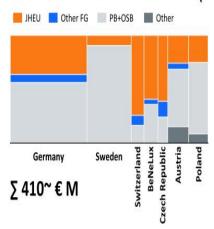
**Dry-Lining Application** 





#### **SELECTED GROWTH OPPORTUNITIES IN FIBER GYPSUM**

#### Pre-Fabrication Timber Frame Market (€ M)

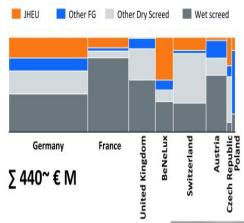




#### **Value Proposition**

- 1. One layer vs. two layer
- 2. Fire protection (A2 rated)
- 3. Price and supply reliability vs. OSB

#### Addressable Flooring Renovation Market (€ M)







#### **Value Proposition**

- 1. Fast continue working after 24h
- 2. 100% dry solution
- 3. Low installation height from 20mm

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Source: B+L Market data, JHEU Research, Timber Frame Market Excluding France & United Kingdom due to low share of pre-fabrication construction



## LAUNCH OF FLOORING INNOVATION TO ENABLE GROWTH IN NEW APPLICATIONS

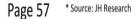
- Main Fiber Gypsum product for renovation is fermacell® flooring
- In the past JHEU did not offer a competitive solution for underfloor heating
- Roughly 50% of renovations in Germanic region include an underfloor heating solution\*



First Therm 25 reference project (Germany)



New fermacell® Therm 25 is a thin, fast and dry solution for underfloor heating launched in Germanic region, and additional countries to follow in FY23





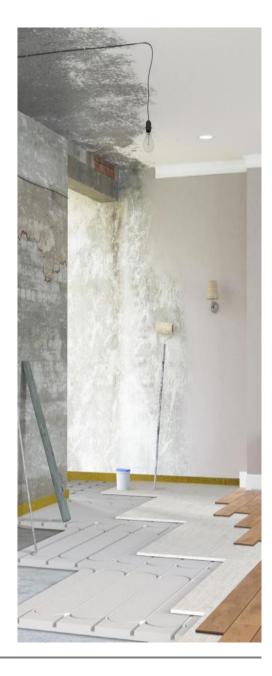
James Hardie Investor Day 2022

## **EUROPE - FIBER GYPSUM SUMMARY**

Clear path to €500 million of Fiber Gypsum Net Sales with proven track record of >5% CAGR

Two substantial growth opportunities in Pre-Fabrication and Flooring

New innovation (Therm25) for significant under floor heating market





**EUROPE: FIBER CEMENT GROWTH Tobias Bennerscheidt, Director Marketing & Segments** 



#### INNOVATION BUILDING THE PATH TO €500 MILLION IN FIBER CEMENT NET SALES



Fiber Cement Plank: €120 - €150 Million in Net Sales (from FY22 Net Sales of €38 Million)



Fiber Cement Panel: €180 - €230 Million in Net Sales (from FY22 Net Sales of €4 Million)

- Fiber Cement Backer/Accessories: €50 €75 Million in Net Sales (from FY22 Net Sales of €23 Million)
- Additional innovation, existing and new market penetration, and shift into adjacencies will enable us to reach Net Sales of €500 million and beyond



Two key Fiber Cement growth opportunities to take a significant step toward €500 million in Fiber Cement Net Sales



## LAP SIDING AND INTERLOCK SIDING





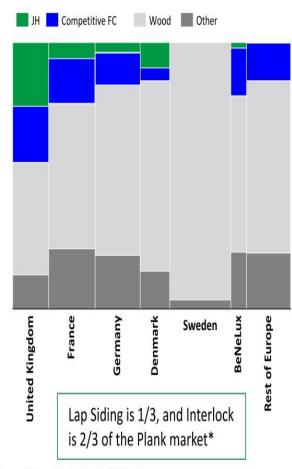






#### SIGNIFICANT FIBER CEMENT GROWTH POTENTIAL IN PLANK MARKET

#### European Plank Market ∑~ €660 Million



#### **Plank Growth Strategy**

- **1** Deliver Full Plank portfolio with innovation of Hardie® VL Plank product
- Win Category Share vs Competitive Fiber Cement
- 3 Enter the largest Plank market in Europe Sweden
- Win Market Share as the Fiber Cement category leader vs. wood

Long term ambition: 120-150 Million € in Net Sales

Page 62 Source: freedonia (2020), JH research



## **HARDIE® VL PLANK – WINNING CATEGORY SHARE**



# Winning Share vs Fiber Cement Competition

- At least 20% faster installation
- Most natural wood look
- IP protected
- Durability and low maintenance:
  - James Hardie proven Fiber Cement substrate
  - ColorPlus® Technology
- 15 year warranty better than competitors

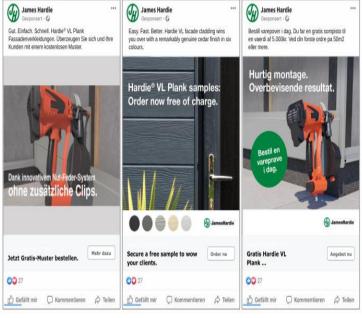
Page 63

\*source: JH research





### SOCIAL MEDIA STRATEGY DRIVING INSTALLER LEAD GENERATION...



More than 3,000 installer leads generated in the three months from May-July 2022





## ...TURNING THESE LEADS INTO BUSINESS TOGETHER WITH CUSTOMERS...





Execution of push/pull strategy: converting installer leads into sales for our customers







## ...LEADING TO NEW PROJECTS WITH HARDIE® VL PLANK IN EUROPE





Netherlands



United Kingdom



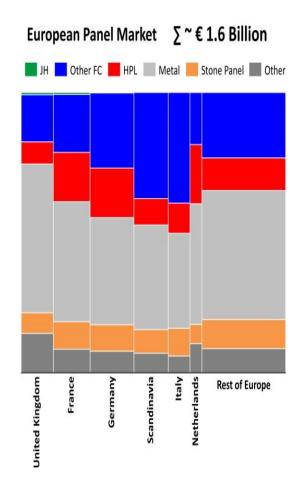
Germany

Hardie® VL Plank helped drive Fiber Cement growth of 41% in FY22 over FY21





#### SIGNIFICANT GROWTH OPPORTUNITY IN EUROPEAN PANEL MARKET



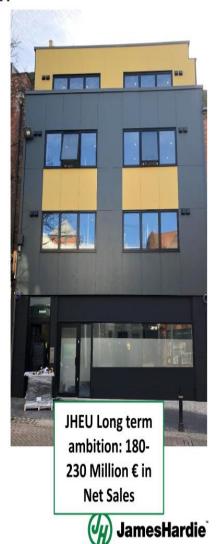
- Large addressable market of ~€1.6 Billion annually
- Fiber Cement is a proven and accepted technology in this market with ~20-22% market share
- HPL with ~10-15% market share; being removed and/or banned from certain markets due to flammability concerns
- Market has begun to shift to textured aesthetics
- Market demanding high fire rated products

Page 69 Source: freedonia (2020), JH-Research



#### JAMES HARDIE RIGHT TO WIN IN EUROPEAN PANEL MARKET

- World leader in Fiber Cement entering a market with high Fiber Cement acceptance
- James Hardie Fiber Cement with A2 Fire rating
- James Hardie offers the low cost solution, delivering cost savings to the project
- James Hardie can deliver superior textured aesthetics
- James Hardie medium density fiber cement manufacturing capability enabling low cost leadership cannot be matched in Europe



## LAUNCHING HARDIE® ARCHITECTURAL PANEL IN EUROPE IN SEPTEMBER 2022



#### **Design Flexibility**

A choice of 'Smooth Sand' or 'Brushed Concrete' textures will enable you to build modern, contemporary designs.

#### **A2 Fire Rating**

James Hardie™ is the global leader of fiber cement products. We offer A2, s1-d0 rated cladding, backed by an industry leading 15-year warranty.

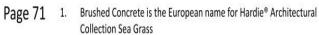
#### Affordable Performance

A smart, cost effective solution for every project, giving you style, quality and A2 fire rating at a great price.





Hardie® Architectural Panel project (Worcester, UK)



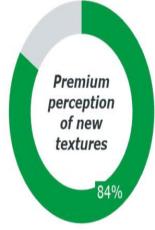


### LEVERAGING INSIGHTS TO DEVELOP TEXTURES FOR THE PANEL MARKET

# Premium perception of **Brushed Concrete** and **Smooth Sand** textures:

- "Modern and stylish"
- "Top end of the market"

 "Love the design options it offers me"



Based on >90 insight sessions in DE, FR, UK and DK





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\*> 50% of Panel market is textured, source: JH research

### **A2 FIRE RATED**

James Hardie products are A2 rated, meeting the required standards in each country we operate in

UK fire safety regulations have banned combustible materials in high rise projects over 18 meters<sup>1</sup>

We anticipate similar regulatory fire safety requirements throughout Europe



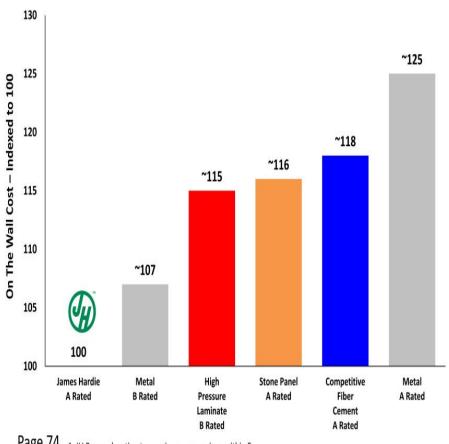




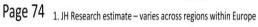


#### LOWEST ON THE WALL COST

#### Comparison of Total On The Wall Cost of Panel Applications



We are the Low Cost Solution for a Large Market Opportunity in Panel Applications





#### **EUROPE – FIBER CEMENT SUMMARY**

Proven capability to launch innovation successfully (Hardie® VL Plank)

Two key Fiber Cement growth opportunities to take significant step toward €500 million in Fiber Cement Net Sales

New innovation Hardie® Architectural Panel to unlock largest Fiber Cement opportunity in Europe (Panel)



## **EUROPE - SUMMARY**

Europe's long term ambition remains unchanged at €1 billion in Net Sales and 20+% EBIT Margin

Clear path to  ${\leq}500$  million of Fiber Gypsum Net Sales with proven track record

Two key Fiber Cement growth opportunities to take a significant step toward €500 million in Fiber Cement Net Sales





Q&A





**EXPERIENCE SESSION #2** 





**75 MINUTE LUNCH** 





**INVESTOR DAY 2022 – GLOBAL INNOVATION** 



## **GLOBAL INNOVATION – PRESENTERS**



**Dr. Joe Liu** Chief Technology Officer



**Dr. Alan Miller**Director, Global Innovation Europe



## **AGENDA**

Investor Day 2022 – Global Innovation				
<u>Topic</u>	Presenter			
Innovation Approach	Joe Liu			
Global Technologies and Capabilities	Joe Liu			
Innovation Driving Future Growth	Alan Miller			



#### **GLOBAL INNOVATION – SUMMARY**

Targeted innovation approach driven by mega trends and customer insights that inform our innovation process

James Hardie has the capability to deliver innovations through our Global technologies and unique capabilities that help enable innovation with market valued features

Innovation is critical to driving profitable growth in all current markets as well as potential new markets





GLOBAL INNOVATION: INNOVATION APPROACH Joe Liu, Chief Technology Officer



### **INNOVATION - A CRITICAL ELEMENT TO OUR STRATEGY**

## **Drive Profitable Global Growth**

- 1 Market to Homeowners to Create Demand
- 2 Penetrate and Drive Profitable Growth in Existing and New Segments
- Commercialize Global Innovations by Expanding Into New Categories

**Continued Execution and Expansion of Foundational Initiatives:** 

- i) LEAN Manufacturing
- ii) Customer Engagement
- iii) Supply Chain Integration

Zero Harm & ESG

Innovation is important to help continue to drive Profitable Global Growth



#### **OUR INNOVATION – CONTINUES TO BUILD ON GLOBAL MEGA TRENDS**

#### **Mega Trends**



**Labor Shortages** 



Affordable Housing

#### **Implications**

- Need for increased productivity
- On-the-wall cost challenge
- Need for quality materials made to last

#### **JH Positioning and Plans**

- Pre-finished color and textures
- Systems approach to solutions
- Fiber cement recognized for cost effective performance, durability & low maintenance



Urbanization



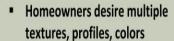
- Shortage of urban housing;
   Building up instead of out
- Increased pollution, use of virgin resources, waste



- Solutions for Multi-Family, Single Family, and Repair & Remodel
- Sustainability focus in raw materials, products, and manufacturing processes







 Increased builder and trade complexity  Innovation roadmap delivering curated portfolio of looks, formats, textures to gain share from other cladding types and materials



### **OUR INNOVATION – CONSUMER-FOCUSED & CUSTOMER-DRIVEN WITH THE INSIGHTS**

#### James Hardie Insights to Innovation process Implementation **Early Discovery** Idea/Concept **Feasibility** Development Launch Prioritize most · Product, Price, • Trends/Foresights · Short and longer-term · Optimize go-to-market for pull through from concepts/refinements appealing concepts **Positioning** end-users and based on operating · Needs, pain points, windows · Further improvements Value propositions consumers gaps in Mkt & End-/ refinements before based on both User journeys • Feasible product & launch technologies & Stakeholder needs system definition

Insights from all key stakeholders throughout the entire Innovation process



## **OUR PORTFOLIO OF INNOVATION COVERS BOTH CORE & NEW PLATFORMS (Examples)**



FC: Fiber Cement FG: Fiber Gypsum

**Extend Current** 

**Expand Adjacent** 

Markets

Growing our business across the product portfolio





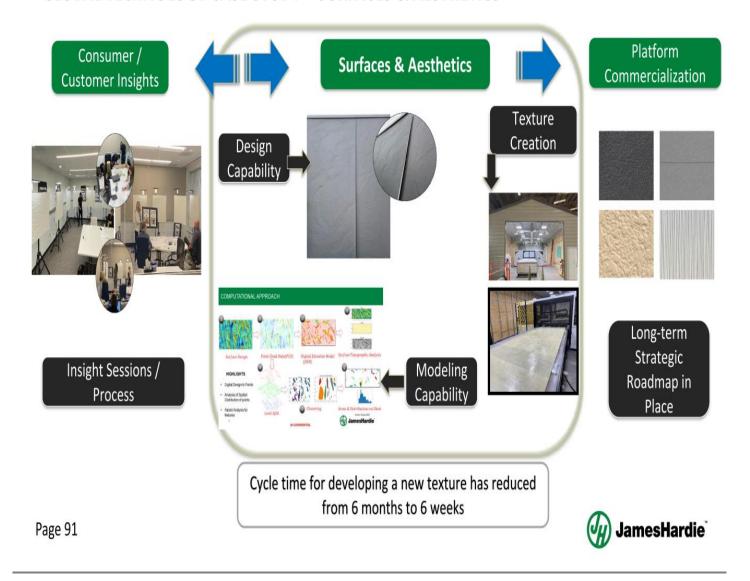
GLOBAL INNOVATION: TECHNOLOGIES AND CAPABITILITIES Joe Liu, Chief Technology Officer



## **OUR GLOBAL TECHNOLOGIES & ENABLERS – DELIVER INNOVATION TO MEET MARKET NEEDS**



## **GLOBAL TECHNOLOGY CASE STUDY – SURFACES & AESTHETICS**



## **OUR CAPABILITIES – ARE ALIGNED AND LEVERAGED TO DELIVER GROWTH OUTCOMES**

<b>Functional Capabilities</b>	New Platforms				<b>Core Products</b>		
		EXTERIORS	INTERIORS	Fiber Gypsum	NA Core	APAC Core	EU Core
Insights to Innovation	<b>(a</b>	<del></del>					
Surfaces	0	✓	✓		✓	✓	✓
Coatings	0	<b>✓</b>	✓		✓		
Joining Systems		✓	✓		✓	✓	✓
Composites	招		✓	✓			✓
Materials Technology		$\leftarrow$					
Process Design & Technology	2	<b>←</b>					
Analytical Labs	1	$\leftarrow$					
Intellectual Property							_
Application Engineering		<b>—</b>					





GLOBAL INNOVATION: INNOVATION DRIVING FUTURE GROWTH Alan Miller, Director, Global Innovation - Europe



## ALIGNING MEGA TRENDS AND OUR CAPABILITIES TO DELIVER INNOVATION





# UNLOCKING THE MODERN LOOK WITH HARDIE ACHITECTURAL COLLECTION

APAC NA EU













# TRANSFORMING THE UNDER-FLOOR HEATING MARKET IN EUROPE WITH THERM25

# The Innovation:

Replacing traditional wet screed process with easy & fast dry FG product



# The Benefits:

Benefits to every stakeholders in the value chain

# **Customers/Contractor**

- More profitable vs. wet screed
- Less time needed

# Home-owner

- Fast Wet screed takes
   28 days to dry
- Dry No moisture damages

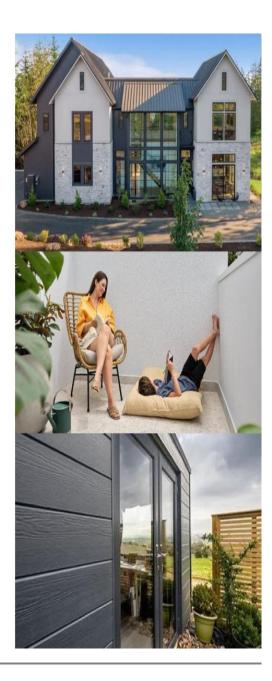


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Q&A





**EXPERIENCE SESSION #3** 





**15 MINUTE BREAK** 





**INVESTOR DAY 2022 – GLOBAL CAPACITY** 



# **PRESENTER**



**Ryan Kilcullen** EVP Operations



# **AGENDA**

# Investor Day 2022 – Global Capacity

<u>Topic</u>	<u>Presenter</u>	
JH Operational Advantage	Ryan Kilcullen	
Global Capacity Expansion Strategy	Ryan Kilcullen	



#### **GLOBAL CAPACITY – SUMMARY**

Operational scale advantage centered around a network of strategically located plants near our customers & inputs

A culture of continuous improvement with clear strategies to enhance our capabilities

We have a global capacity expansion strategy to enable the profitable growth plans in all three regions



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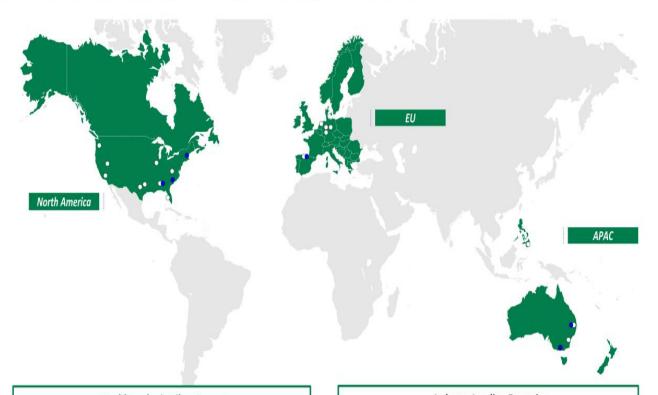
JH CONFIDENTIAL



GLOBAL CAPACITY: JH OPERATIONAL ADVANTAGE Ryan Kilcullen, EVP Operations



# **GLOBAL MANUFACTURING & ENGINEERING CAPABILITIES**



#### **World Leader in Fiber Cement**

- 14 fiber cement factories globally, 5 fiber gypsum factories in EU
- 28 installed fiber cement sheet machines globally
- 10 installed ColorPlus® lines in North America
- Protected capabilities enabling unique product differentiation

#### **Industry Leading Expertise**

- 3 Innovation and R&D centers across the globe
- 100+ engineers in our central teams
- Regional centers of excellence in Lean manufacturing
- 3,000+ global manufacturing employees

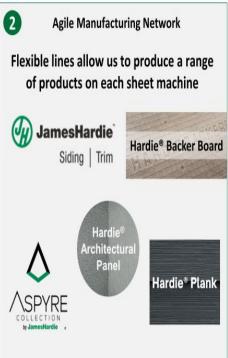
JamesHardie

#### JH MANUFACTURING ADVANTAGE



Significant scale advantage (throughput) in our sheet machine technology

Internal capabilities to continue to advance our FC process technology





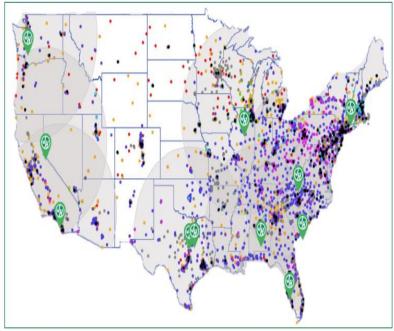
Delivering wide range of high value products with industry leading manufacturing scale advantage



# JH SUPPLY CHAIN ADVANTAGE

# Strategically located network of plants

- Raw material availability enables proximity to our customers with a local supply chain
- 2 Responsive to regional shifts in demands
  - Network footprint enables highly efficient & fast plant/customer sourcing adjustments
- 3 Scale enables high degree of customer choice while maintaining logistical efficiencies
  - Able to service customers of all sizes with the right balance of product choice & supply chain efficiency

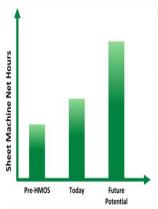


 ${}^*$ Represents James Hardie North America manufacturing locations and largest North America customer locations.



#### CONTINUOUS IMPROVEMENT OPPORTUNITIES REMAIN LARGE

# Hardie® Manufacturing Operating System



Similar opportunities exist in:

- · Total Site Yield (on-going)
- Sheet Machine Speed (planned, not started)
- Post-Autoclave Operations & Process Automation (not started)

HMOS Delivered \$215M in savings FY20 – FY22

# **Integrated Supply Chain**

Building on our Supply Chain Advantage with digital transformation that further integrates us with the customer



We have clear strategies to drive continuous improvement in our operations to add to our competitive advantage



#### **OPERATIONAL ADVANTAGES SUMMARY**

Significant scale advantage in our Fiber Cement operations

James Hardie is the world leader in fiber cement & embraces continuous improvement.

Network of plants that is strategically located near our Customers & inputs

Flexible supply chain that can quickly & efficiently respond to shifts in demand

Culture of continuous improvement with clear strategies to enhance our capabilities





GLOBAL CAPACITY: GLOBAL CAPACITY EXPANSION STRATEGY
Ryan Kilcullen, EVP Operations

JamesHardie

#### AN INTEGRATED STRATEGY TO ENABLE PROFITABLE GROWTH

## **Key pillars of Global Capacity Expansion strategic plan:**

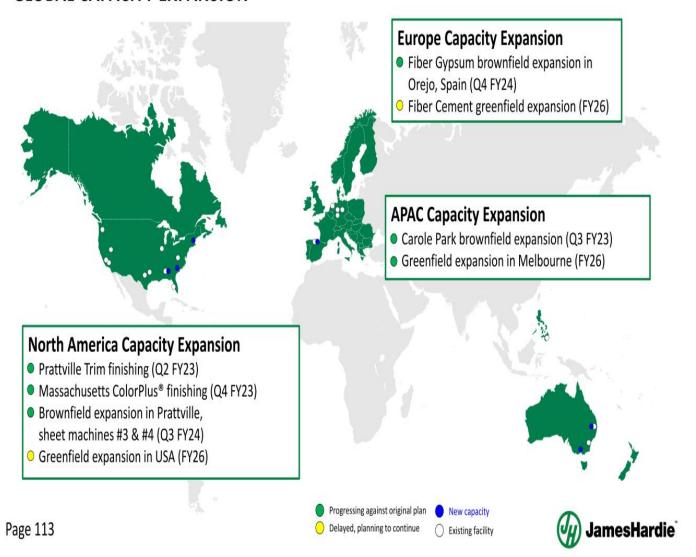


- Zero Harm foundation
- High category share regions: bias to always invest ahead of demand
- Global organization created to leverage JH & partner capabilities
- 4 Data driven best practice focus in people, process, & systems
- Management systems in place to continuously check & adjust
- 6 Build assets with financial returns inline with historical JH results

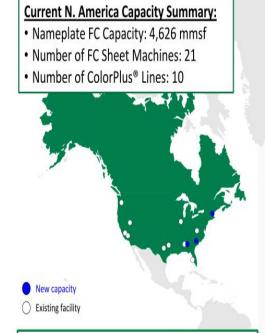
Our Global Capacity Expansion plan will enable profitable growth in all regions & build on impressive JH ROCE outcomes



# **GLOBAL CAPACITY EXPANSION**



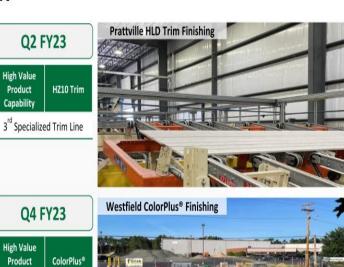
#### NORTH AMERICA CAPACITY EXPANSION



# **North America Capacity Expansion**

- Prattville Trim finishing (Q2 FY23)
- Massachusetts ColorPlus® finishing (Q4 FY23)
- Brownfield expansion in Prattville, sheet machines #3 & #4 (Q3 FY24)
- Greenfield expansion in USA (FY26)







11<sup>th</sup> ColorPlus Line

Capability





**J**amesHardie

#### APAC CAPACITY EXPANSION

#### **Current APAC Capacity Summary:**

- Nameplate FC Capacity: 612 mmsf
- Number of FC Sheet Machines: 7



# **APAC Capacity Expansion**

- Carole Park brownfield expansion (Q3 FY23)
- Greenfield expansion in Melbourne (Q1 FY26)

**Q3 FY23** 

Fiber Cement Capacity

Nameplate: 59mmsf

Expansion of Existing FC Plant



Q1 FY26

Fiber Cement Capacity

Nameplate: 240mmsf

8<sup>th</sup> Sheet Machine

**APAC Fiber Cement Greenfield** 



#### **APAC Greenfield Investment Approach:**

- Acquired land and building infrastructure for 2+ FC sheet machines
- Phase 1 (referenced above) will deliver 1 FC sheet machine & product capabilities to continue high value product mix shift

JamesHardie

#### **EUROPE CAPACITY EXPANSION**

#### **Current EU Capacity Summary:**

- Nameplate FG Capacity: 1,143 mmsf
- Number of FG Production Lines: 5
- · Nameplate FC Capacity: 0 mmsf



New capacity

# Existing facility

# **Europe Capacity Expansion**

- Fiber Gypsum brownfield expansion in Orejo, Spain (Q4 FY24)
- Fiber Cement greenfield expansion (FY26+)

Q4 FY24

Fiber Gypsum Capacity

Nameplate: 252mmsf

6<sup>th</sup> Fiber Gypsum Line



FY26+

Fiber Cement Capacity

Nameplate: 300mmsf

1<sup>st</sup> FC Sheet Machine

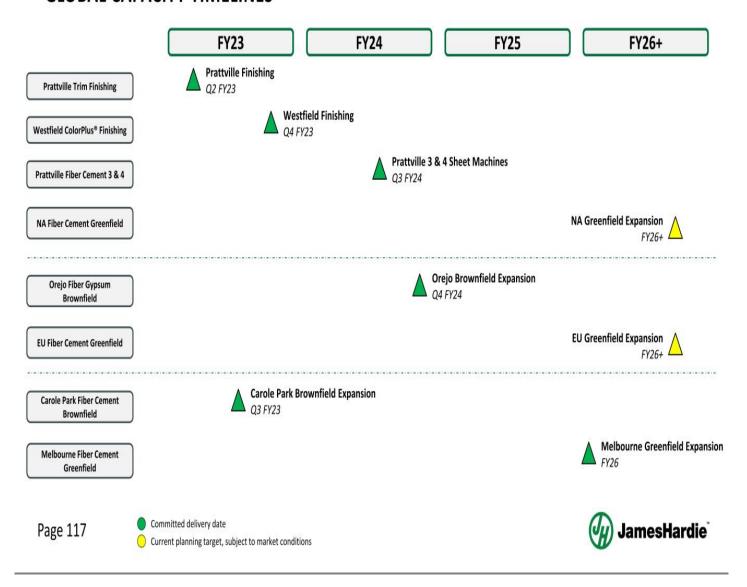


### **EU Greenfield Investment Approach:**

- Project is in final stages of land acquisition
- Site planned to have multi-phase expansion capabilities, with Phase 1 (shown above) delivering 1 FC sheet machine (similar to APAC)
- Current FC demand in EU is sourced from N. America plants



# **GLOBAL CAPACITY TIMELINES**



# **GLOBAL CAPACITY EXPANSION SUMMARY**

We have a fully integrated plan to deliver capacity ahead of demand while leveraging our vast, global capacities.

We have a global capacity expansion strategy to enable the profitable growth plans in all three regions

We have built a global organization to leverage the vast experience of our teams & partners to ensure efficient replication of best practices

We have a management system in place to continuously monitor the timing requirements of our capacity adds. We will continue to adjust when needed



# **GLOBAL CAPACITY – SUMMARY**

Operational scale advantage centered around a network of strategically located plants near our customers & inputs

A culture of continuous improvement with clear strategies to enhance our capabilities

We have a global capacity expansion strategy to enable the profitable growth plans in all three regions





Q&A





**CLOSING: WHY JAMES HARDIE?** 

**Aaron Erter, CEO** 



# **CONTROL WHAT WE CAN CONTROL**

We are navigating market uncertainty

We will control what we can control

We plan to win regardless of market conditions

We will accelerate and expand our competitive advantages



#### RIGHT GLOBAL STRATEGY TO DELIVER GROWTH

- 1 Market to Homeowners to Create Demand
- **2** Penetrate and Drive Profitable Growth in Existing and New Segments
- 3 Commercialize Global Innovations by Expanding Into New Categories

**Continued Execution and Expansion of Foundational Initiatives:** 

- i) LEAN Manufacturing
- ii) Customer Engagement
- iii) Supply Chain Integration



**Zero Harm & ESG** 

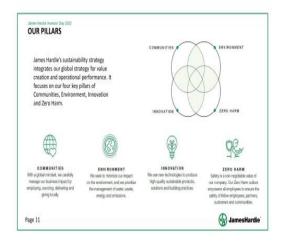


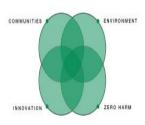
#### ZERO HARM & ESG UNDERPIN THE GLOBAL STRATEGY





Zero Harm is a Foundational, Non Negotiable element of our Global Culture





Our sustainability strategy integrates our global strategy for value creation and operational performance



# PROVEN SUSTAINABLE PROFITABLE GROWTH IN EVERY REGION...

# 10 Year Net Sales CAGR

10 Year Adj. EBIT CAGR







12%











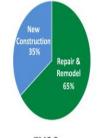


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1. Europe values are based on 3 Year CAGR since acquisition (FY22 vs FY19)

# ...WITH SIGNIFICANT GROWTH OPPORTUNITIES IN ALL 3 REGIONS...

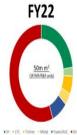


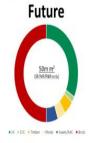




# We Want to Win in All Regions Northeast & Midwest R&R Represents Largest Opportunity

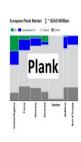


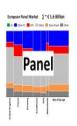




Significant Market Share
Growth Opportunity
in ANZ







€660 M Plank Market

€1.6 Bn Panel Market

JamesHardie

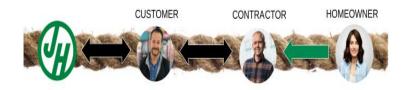
# ...A STRATEGY TO DELIVER GROWTH IN EACH REGION...







# **North America Value Chain**



#### **Perfect Store in ANZ**



# Fiber Cement and Fiber Gypsum in Europe





# ...& THE RIGHT ENABLERS TO PROPEL GROWTH

# **Market Driven Global Innovation**



#### **Proven Execution of Innovation:**

#### **North America**

**APAC** 

Full Wrap Solutions and ColorPlus®

Hardie<sup>™</sup> Architectural Collection

#### **Europe**

Hardie<sup>™</sup> Architectural Collection in Multi Family



# Marketing to Homeowners in North America and APAC





# **Global Capacity Expansion**



Adj. ROCE<sup>1</sup>



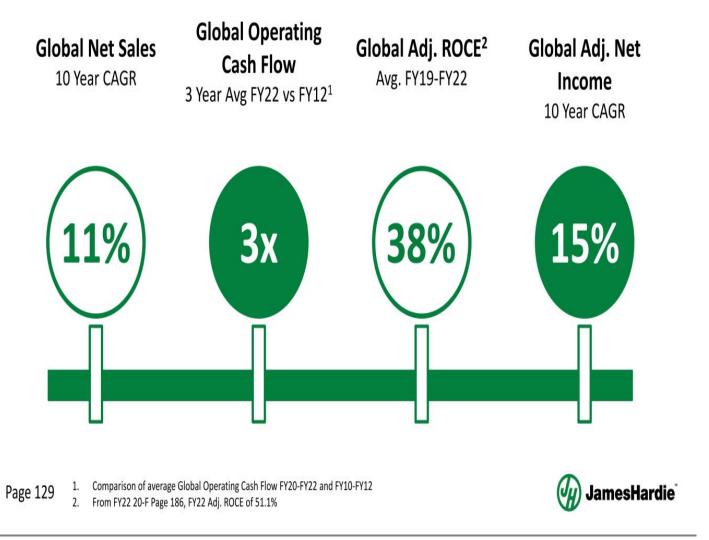


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1. FY22 Adjusted ROCE



#### **CREATING GLOBAL VALUE**



#### WHY JHX?



**Strong Growth Opportunities** 



**Experienced Management Team** 



**Emerging Homeowner-Focused Brand** 



Strong Balance Sheet & Cash Generation



Innovative Product Pipeline



**Attractive Returns** 



Integrated Localized Supply Chain



**Premium Product Portfolio** 



Multi-Segment Focus



Responsible Corporate Citizen

**Homeowner Focused, Customer & Contractor Driven** 







TM

















THANK YOU





Q&A





**END OF DAY 2** 





# JHX Investor Day 2022

New York, 12-13 September 2022 – Day 2





James Hardie Industries plc Europa House 2nd Floor, Harcourt Centre Harcourt Street, Dublin 2, D02 WR20, Ireland

T: +353 (0) 1 411 6924 F: +353 (0) 1 479 1128

15 September 2022

The Manager Company Announcements Office Australian Securities Exchange Limited 20 Bridge Street SYDNEY NSW 2000

Dear Sir/Madam

The 2022 Annual General Meeting of James Hardie Industries plc (James Hardie) will be held on Thursday, 3 November 2022 at 9:00pm (Dublin time) / Friday, 4 November 2022 at 8:00am (Sydney time) in James Hardie's Corporate Headquarters, The Cork Room, Europa House, 2<sup>nd</sup> Floor, Harcourt Centre (Block 9), Harcourt Street, Dublin 2, D02 WR20, Ireland and simultaneously via teleconference.

Security holders wishing to (a) place an item on the agenda of the AGM must submit a request in accordance with Articles 53(b) and 53(c) of James Hardie's Articles of Association, or (b) make a director nomination must submit a request in accordance with Article 111 (b)(ii) of James Hardie's Articles of Association, in each case by either:

Delivering a hard copy of the request to James Hardie's registered office:

Europa House, 2<sup>nd</sup> Floor Harcourt Centre, Harcourt Street Dublin 2, D02 WR20, Ireland; or

Emailing a soft copy of the request to:investor.relations@jameshardie.com.au.

The closing date for receipt of nominations from persons wishing to be considered for election as a director of James Hardie is Thursday, 22 September 2022.

James Hardie Industries plc is a limited liability company incorporated in Ireland with its registered office at Europa House 2<sup>nd</sup> Floor, Harcourt Centre, Harcourt Street, Dublin 2, D02 WR20, Ireland.

Directors: Michael Hammes (Chairman, USA), Anne Lloyd (Deputy Chairperson, USA), Peter-John Davis (Aus), Persio Lisboa (USA), Rada Rodriguez (Sweden), Suzanne B. Rowland (USA), Nigel Stein (UK), Harold Wiens (USA).

Chief Executive Officer and Director: Aaron Erter (USA)

Company number: 485719

ARBN: 097 829 895

Regards

Joseph C. Blasko General Counsel & Company Secretary

This announcement has been authorised for release by the General Counsel and Company Secretary, Mr Joseph C. Blasko.