# 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 March 2016

1-15240 (Commission File Number)

#### JAMES HARDIE INDUSTRIES plc

(Translation of registrant's name into English)

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

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

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

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

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#### Forward-Looking Statements

This Form 6-K contains forward-looking statements. James Hardie Industries plc (the "company") may from time to time make forward-looking statements in its periodic reports filed with or furnished to the Securities and Exchange Commission, on Forms 20-F and 6-K, in its annual reports to shareholders, in offering circulars, invitation memoranda and prospectuses, in media releases and other written materials and in oral statements made by the company's officers, directors or employees to analysts, institutional investors, existing and potential lenders, representatives of the media and others. Statements that are not historical facts are forward-looking statements and such forward-looking statements are statements made pursuant to the Safe Harbor Provisions of the Private Securities Litigation Reform Act of 1995.

Examples of forward-looking statements include:

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

Words such as "believe," "anticipate," "plan," "expect," "intend," "target," "estimate," "project," "predict," "forecast," "guideline," "aim," "will," "should," "likely," "continue," "may," "objective," "outlook" and similar expressions are intended to identify forward-looking statements but are not the exclusive means of identifying such statements. Readers are cautioned not to place undue reliance on these forward-looking statements and all such forward-looking statements are qualified in their entirety by reference to the following cautionary statements.

Forward-looking statements are based on the company's current expectations, estimates and assumptions and because forward-looking statements address future results, events and conditions, they, by their very nature, involve inherent risks and uncertainties, many of which are unforeseeable and beyond the company's control. Such known and unknown risks, uncertainties and other factors may cause actual results, performance or other achievements to differ materially from the anticipated results, performance or achievements expressed, projected or implied by these forward-looking statements. These factors, some of which are discussed under "Risk Factors" in Section 3 of the Form 20-F filed with the Securities and Exchange Commission on 21 May 2015, include, but are not limited to: all matters relating to or arising out of the prior manufacture of products that contained asbestos by current and former company subsidiaries; required contributions to AICF, any shortfall in AICF and the effect of currency exchange rate movements on the amount recorded in the company's financial statements as an asbestos liability; governmental loan facility to AICF; compliance with and changes in tax laws and treatments; competition and product pricing in the markets in which the company operates: the consequences of product failures or defects; exposure to environmental, asbestos, putative consumer class action or other legal proceedings; general economic and market conditions; the supply and cost of raw materials; possible increases in competition and the potential that competitors could copy the company's products; reliance on a small number of customers; a customer's inability to pay; compliance with and changes in environmental and health and safety laws; risks of conducting business internationally; compliance with and changes in laws and regulations; the effect of the transfer of the company's corporate domicile from the Netherlands to Ireland, including changes in corporate governance and any potential tax benefits related thereto; currency exchange risks; dependence on customer preference and the concentration of the company's customer base on large format retail customers, distributors and dealers; dependence on residential and commercial construction markets; the effect of adverse changes in climate or weather patterns; possible inability to renew credit facilities on terms favorable to the company, or at all; acquisition or sale of businesses and

business segments; changes in the company's key management personnel; inherent limitations on internal controls; use of accounting estimates; and all other risks identified in the company's reports filed with Australian, Irish and US securities agencies and exchanges (as appropriate). The company cautions you that the foregoing list of factors is not exhaustive and that other risks and uncertainties may cause actual results to differ materially from those referenced in the company's forward-looking statements. Forward-looking statements speak only as of the date they are made and are statements of the company's current expectations concerning future results, events and conditions. The company assumes no obligation to update any forward-looking statements or information except as required by law.

### **EXHIBIT INDEX**

Exhibit No.	<u>Description</u>
99.1	App3b ASX 9 March 2016
99.2	App 3Y L Gries 21 ASX 7 March 2016
99.3	Investor Roadshow Presentation March 2016
99.4	DB ADR Virtual Conference Investor Roadshow Presentation March 2016

### **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: 14 March 2016

James Hardie Industries plc By: /s/ Natasha Mercer

Natasha Mercer Company Secretary

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Rule 2.7, 3.10.3, 3.10.4, 3.10.5

# **Appendix 3B**

# New issue announcement, application for quotation of additional securities and agreement

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 01/07/96 Origin: Appendix 5 Amended 01/07/98, 01/09/99, 01/07/00, 30/09/01, 11/03/02, 01/01/03, 24/10/05, 01/08/12, 04/03/13

097 829 895 Incorporated in Ireland. The liability of members is limited.

securities, the conversion price and dates for conversion)

We (the	We (the entity) give ASX the following information.			
	I - All issues complete the relevant sections (attach sheets if there is not enough sp	ace).		
1	+Class of +securities issued or to be issued	Ordinary shares/CUFS issued on exercise of stock options.		
2	Number of *securities issued or to be issued (if known) or maximum number which may be issued	59,600 ordinary shares/CUFS.		
3	Principal terms of the *securities (e.g. if options, exercise price and expiry date; if partly paid *securities, the amount outstanding and due dates for payment; if *convertible	Ordinary shares/CUFS issued on exercise of options, as follows:  • 59,600 at \$8.40 with expiry date of 21 November 2016		

Name of entity

James Hardie Industries plc

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

### Appendix 3B New issue announcement

4	Do the +securities rank equally in all respects from the +issue date with an existing +class of quoted +securities?	Yes, rank equally with issued ordinary shares/CUFS.
	If the additional *securities do not rank equally, please state: • the date from which they do • the extent to which they participate for the next dividend, (in the case of a trust, distribution) or interest payment • the extent to which they do not rank equally, other than in relation to the next dividend, distribution or interest payment	
5	Issue price or consideration	Allotment of ordinary shares/CUFS on exercise of options:
		59,600 at \$8.40
6	Purpose of the issue (If issued as consideration for the acquisition of assets, clearly identify those assets)	Exercise of stock options issued pursuant to the James Hardie Industries 2001 Equity Incentive Plan (2001 Plan).
6a	Is the entity an +eligible entity that has obtained security holder approval under rule 7.1A?	No. Equity securities issued under the 2001 Plan are no longer the subject of security holder approval.
	If Yes, complete sections $6b-6h$ in relation to the *securities the subject of this Appendix $3B$ , and comply with section $6i$	
6b	The date the security holder resolution under rule 7.1A was passed	Not applicable
6c	Number of *securities issued without security holder approval under rule 7.1	59,600
6d	Number of +securities issued with security holder approval under rule 7.1A	Not applicable

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

6e	Number of *securities issued with security holder approval under rule 7.3, or another specific security holder approval (specify date of meeting)	Not applicable	
6f	Number of *securities issued under an exception in rule 7.2	Not applicable	
6g	If +securities issued under rule 7.1A, was issue price at least 75% of 15 day VWAP as calculated under rule 7.1A.3? Include the +issue date and both values. Include the source of the VWAP calculation.	Not applicable	
6h	If *securities were issued under rule 7.1A for non-cash consideration, state date on which valuation of consideration was released to ASX Market Announcements	Not applicable	
C:			
6i	Calculate the entity's remaining issue capacity under rule 7.1 and rule 7.1A – complete Annexure 1 and release to ASX Market Announcements	66,505,738 (Annexure 1 attached)	
7	Union datas	0.14 1.2016	
7	+Issue dates	9 March 2016	
	Note: The issue date may be prescribed by ASX (refer to the definition of issue date in rule 19.12). For example, the issue date for a pro rata entitlement issue must comply with the applicable timetable in Appendix 7A.		
	Cross reference: item 33 of Appendix 3B.		
•	N	Number	+Class
8	Number and +class of all +securities quoted on ASX (including the +securities in section 2 if applicable)	445,553,951	Ordinary shares/CUFS

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

#### Appendix 3B New issue announcement

9 Number and +class of all +securities not quoted on ASX (including the +securities in section 2 if applicable)

Number	+Class
129,427	2001 Plan Options
706,669	2001 Plan RSUs
3,347,644	2006 Plan RSUs
No 2001 Plan RSUs have been cancelled.	
No 2006 Plan RSUs have been cancelled.	
No 2001 Plan stock options have been cancelled.	

Dividend policy (in the case of a trust, distribution policy) on the increased capital (interests)

Ordinary shares/CUFS issued on exercise of stock options rank for dividends equally with issued ordinary shares/CUFS.

### Part 2 - Pro rata issue

11	Is security holder approval required?	Not applicable
10	le the icous reneumenable or non reneumenable?	Ni-4
12	Is the issue renounceable or non-renounceable?	Not applicable
40	Datis is soldish the decreasition will be affected	ALC P. II
13	Ratio in which the +securities will be offered	Not applicable
	101 (1)	Fac
14	*Class of *securities to which the offer relates	Not applicable
15	+Record date to determine entitlements	Not applicable

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

16	Will holdings on different registers (or subregisters) be aggregated for calculating entitlements?	Not applicable
17	Policy for deciding entitlements in relation to fractions	Not applicable
18	Names of countries in which the entity has security holders who will not be sent new offer documents	Not applicable
	Note: Security holders must be told how their entitlements are to be dealt with.	
	Cross reference: rule 7.7.	
19	Closing date for receipt of acceptances or renunciations	Not applicable
	L	
20	Names of any underwriters	Not applicable
21	Amount of any underwriting fee or commission	Not applicable
	, another any anderwiting too or commission	ног арриошью
00		
22	Names of any brokers to the issue	Not applicable
	<u>.</u>	
23	Fee or commission payable to the broker to the issue	Not applicable
	L	
24	Amount of any handling fee payable to brokers who lodge	Not applicable
	acceptances or renunciations on behalf of security holders	······································
0.5		
25	If the issue is contingent on security holders' approval, the date of the meeting	Not applicable
	adio of the mooning	
	<u>-</u>	
26	Date entitlement and acceptance form and offer	Not applicable
	documents will be sent to persons entitled	

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

### Appendix 3B New issue announcement

27	If the entity has issued options, and the terms entitle option holders to participate on exercise, the date on which notices will be sent to option holders	Not applicable
28	Date rights trading will begin (if applicable)	Not applicable
29	Date rights trading will end (if applicable)	Not applicable
30	How do security holders sell their entitlements in full through a broker?	Not applicable
31	How do security holders sell <i>part</i> of their entitlements through a broker and accept for the balance?	Not applicable
32	How do security holders dispose of their entitlements (except by sale through a broker)?	Not applicable
33	+Issue date	Not applicable
	3 - Quotation of securities	rities

### Ρ

Yo

Type of +securities (tick one) 34

(a) +Securities described in Part 1

(b) All other +securities

Example: restricted securities at the end of the escrowed period, partly paid securities that become fully paid, employee incentive share securities when restriction ends, securities issued on expiry or conversion of convertible securities

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

### Entities that have ticked box 34(a)

### Additional securities forming a new class of securities

Tick to i	ndicate	you are providing the information or documents		
35		If the *securities are *equity securities, the names of the 20 larges additional *securities held by those holders	t holders of the additional *securities, and the number and percentage of	
36		If the *securities are *equity securities, a distribution schedule of the 1 - 1,000 1,001 - 5,000 5,001 - 10,000 10,001 - 100,000 100,001 and over	additional *securities setting out the number of holders in the categories	
37		A copy of any trust deed for the additional *securities		
Entiti	Entities that have ticked box 34(b)			
38	Numb	per of +securities for which +quotation is sought	Not applicable	
39	+Clas	s of +securities for which quotation is sought	Not applicable	
40		e *securities rank equally in all respects from the *issue date with isting *class of quoted *securities?	Not applicable	
	<ul><li>the</li><li>the</li><li>a to</li><li>the</li></ul>	additional *securities do not rank equally, please state: date from which they do extent to which they participate for the next dividend, (in the case of rust, distribution) or interest payment extent to which they do not rank equally, other than in relation to the kt dividend, distribution or interest payment		

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

### Appendix 3B New issue announcement

41	Reason for request for quotation now	Not applicable	
	Example: In the case of restricted securities, end of restriction period  (if issued upon conversion of another +security, clearly identify that other +security)		
42	Number and +class of all +securities quoted on ASX (including the +securities in clause 38)	Number Not applicable	+Class Not applicable

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

#### **Quotation agreement**

- †Quotation of our additional \*securities is in ASX's absolute discretion. ASX may quote the \*securities on any conditions it decides.
- We warrant the following to ASX.
  - The issue of the \*securities to be quoted complies with the law and is not for an illegal purpose.
  - There is no reason why those \*securities should not be granted \*quotation.

/s/Natasha Mercer.....

 An offer of the +securities for sale within 12 months after their issue will not require disclosure under section 707(3) or section 1012C(6) of the Corporations Act.

Note: An entity may need to obtain appropriate warranties from subscribers for the securities in order to be able to give this warranty

- Section 724 or section 1016E of the Corporations Act does not apply to any applications received by us in relation to any \*securities to be quoted and that no-one has any right to return any\*securities to be quoted under sections 737, 738 or 1016F of the Corporations Act at the time that we request that the \*securities be quoted.
- If we are a trust, we warrant that no person has the right to return the \*securities to be quoted under section 1019B of the Corporations Act at the time that we request that the \*securities be quoted.

Date: 9 March 2016

- We will indemnify ASX to the fullest extent permitted by law in respect of any claim, action or expense arising from or connected with any breach of the warranties in this agreement.
- We give ASX the information and documents required by this form. If any information or document is not available now, we will give it to ASX before +quotation of the +securities begins. We acknowledge that ASX is relying on the information and documents. We warrant that they are (will be) true and complete.

	Company Secretary
Print name:	Natasha Mercer
	== == == ==

Sign here:

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

# Appendix 3B – Annexure 1

# Calculation of placement capacity under rule 7.1 and rule 7.1A for eligible entities

Introduced 01/08/12 Amended 04/03/13

### Part 1

Rule 7.1 – Issues exceeding 15% of capital		
Step 1: Calculate "A", the base figure from which the placement capacity is calculated		
Insert number of fully paid +ordinary securities on issue 12 months before the +issue date or date of agreement to issue	445,373,441	
Add the following:		
<ul> <li>Number of fully paid +ordinary securities issued in that 12 month period under an exception in rule 7.2</li> </ul>	1,833,757	
<ul> <li>Number of fully paid +ordinary securities issued in that 12 month period with shareholder approval</li> </ul>	Not applicable	
<ul> <li>Number of partly paid +ordinary securities that became fully paid in that 12 month period</li> </ul>	Not applicable	
Note: Include only ordinary securities here — other classes of equity securities cannot be added Include here (if applicable) the securities the subject of the Appendix 3B to which this form is annexed It may be useful to set out issues of securities on different dates as separate line items		
Subtract the number of fully paid +ordinary securities cancelled during that 12 month period	(1,653,247)	
"A"	445,553,951	

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

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Step 2: Calculate 15% of "A"		
"B"	0.15	
	[Note: this value cannot be changed]	
Multiply "A" by 0.15	66,833,092	
Step 3: Calculate "C", the amount of placement capacity under rule 7.1 that has already been used		
<b>Insert</b> number of +equity securities issued or agreed to be issued in that 12 month period <i>not counting</i> those issued:	327,354	
Under an exception in rule 7.2		
Under rule 7.1A		
With security holder approval under rule 7.1 or rule 7.4		
Note:  • This applies to equity securities, unless specifically excluded – not just ordinary securities  • Include here (if applicable) the securities the subject of the Appendix 3B to which this form is annexed  • It may be useful to set out issues of securities on different dates as separate line items		
"C"	327,354	
Step 4: Subtract "C" from ["A" x "B"] to calculate remaining placement capacity under rule 7.1		
"A" x 0.15	66,833,092	
Note: number must be same as shown in Step 2		
Subtract "C"	(327,354)	
Note: number must be same as shown in Step 3		
Total ["A" x 0.15] – "C"	66,505,738	
	[Note: this is the remaining placement capacity under rule 7.1]	

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

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### Part 2

Rule 7.1A – Additional placement capacity for eligible entities			
Step 1: Calculate "A", the base figure from which the placement capacity is calculated			
"A"	Not applicable		
Note: number must be same as shown in Step 1 of Part 1			
Step 2: Calculate 10% of "A"			
"D"	0.10		
	Note: this value cannot be changed		
Multiply "A" by 0.10	Not applicable		
Step 3: Calculate "E", the amount of placement capacity under rule 7.1A that has already been used			
Insert number of +equity securities issued or agreed to be issued in that 12 month period under rule 7.1A	Not applicable		
<ul> <li>Notes:</li> <li>This applies to equity securities – not just ordinary securities</li> <li>Include here – if applicable – the securities the subject of the Appendix 3B to which this form is annexed</li> <li>Do not include equity securities issued under rule 7.1 (they must be dealt with in Part 1), or for which specific security holder approval has been obtained</li> <li>It may be useful to set out issues of securities on different dates as separate line items</li> </ul>			
"E"	Not applicable		

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

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Step 4: Subtract "E" from ["A" x "D"] to calculate remaining placement capacity under rule 7.1A		
"A" x 0.10	Not applicable	
Note: number must be same as shown in Step 2		
Subtract "E"	Not applicable	
Note: number must be same as shown in Step 3		
<i>Total</i> ["A" x 0.10] – "E"	Not applicable	
	Note: this is the remaining placement capacity under rule 7.1A	

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

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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	Louis GRIES
Date of last notice	21 September 2015

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

 ${\it In the case of a trust, this includes interests in the trust made available by the responsible entity of the trust}$ 

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.	Not applicable
Date of change	2 March 2016
No. of securities held prior to change	616,334 ordinary shares/CUFS registered in the name of the Director (of which 79,241 are in a holding lock until 18 March 2016, 21,747 are in a holding lock until 6 June 2016, 3,021 are in a holding lock until 17 September 2016, 26,009 are in a holding lock until 17 March 2017, 32,678 are in a holding lock until 14 September 2017, 28,020 are in a holding lock until 16 September 2017 and 33,358 are in a holding lock until 17 September 2017).
Class	Ordinary shares/CUFS
Number acquired	Nil

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

01/01/2011 Appendix 3Y Page 1

### Appendix 3Y Change of Director's Interest Notice

Number disposed	162,000 ordinary shares/CUFS sold on 2 March 2016.
Value/Consideration  Note: If consideration is non-cash, provide details and estimated valuation	Sale of ordinary shares/CUFS - \$2,928,094.96.
No. of securities held after change	<ul> <li>Current relevant interest is:</li> <li>454,334 ordinary shares/CUFS registered in the name of the Director (of which 79,241 are in a holding lock until 18 March 2016, 21,747 are in a holding lock until 6 June 2016, 3,021 are in a holding lock until 17 September 2016, 26,009 are in a holding lock until 17 March 2017, 32,678 are in a holding lock until 14 September 2017, 28,020 are in a holding lock until 16 September 2017 and 33,358 are in a holding lock until 17 September 2017).</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	The on-market sale of ordinary shares/CUFS.  Following the sale the shareholding of the Director is currently more than 150% of his Board-approved shareholding target.

### 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 related prior to change  Note: Details are only required for a contract in relation to which the interest has changed	Not applicable

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

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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

Were the interests in the securities or contracts detailed above traded during a *closed period where prior written clearance was required?	No
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



# **INVESTOR PRESENTATION**

MARCH / APRIL 2016

### **DISCLAIMER**

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- · 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;
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- expectations concerning the adequacy of the company's warranty provisions and estimates for future warranty-related costs;
- statements regarding the company's ability to manage legal and regulatory matters (including but not limited to product liability, environmental, intellectual property and
  competition law matters) and to resolve any such pending legal and regulatory matters within current estimates and in anticipation of certain third-party recoveries; and
- statements about economic conditions, such as changes in the US economic or housing recovery or changes in the market conditions in the Asia Pacific region, the levels of new home construction and home renovations, unemployment levels, changes in consumer income, changes or stability in housing values, the availability of mortgages and other financing, mortgage and other interest rates, housing affordability and supply, the levels of foreclosures and home resales, currency exchange rates, and builder and consumer confidence



## **DISCLAIMER** (continued)

Words such as "believe," "anticipate," "plan," "expect," "intend," "target," "estimate," "project," "predict," "forecast," "guideline," "aim," "will," "should," "likely," "continue," "may," "objective," "outlook" and similar expressions are intended to identify forward-looking statements but are not the exclusive means of identifying such statements. Readers are cautioned not to place undue reliance on these forward-looking statements and all such forward-looking statements are qualified in their entirety by reference to the following cautionary statements.

Forward-looking statements are based on the company's current expectations, estimates and assumptions and because forward-looking statements address future results, events and conditions, they, by their very nature, involve inherent risks and uncertainties, many of which are unforeseeable and beyond the company's control. Such known and unknown risks, uncertainties and other factors may cause actual results, performance or other achievements to differ materially from the anticipated results, performance or achievements expressed, projected or implied by these forward-looking statements. These factors, some of which are discussed under "Risk Factors" in Section 3 of the Form 20-F filed with the Securities and Exchange Commission on 21 May 2015, include, but are not limited to: all matters relating to or arising out of the prior manufacture of products that contained asbestos by current and former company subsidiaries; required contributions to AICF, any shortfall in AICF and the effect of currency exchange rate movements on the amount recorded in the company's financial statements as an asbestos liability; governmental loan facility to AICF; compliance with and changes in tax laws and treatments; competition and product pricing in the markets in which the company operates; the consequences of product failures or defects; exposure to environmental, asbestos, putative consumer class action or other legal proceedings; general economic and market conditions; the supply and cost of raw materials; possible increases in competition and the potential that competitors could copy the company's products; reliance on a small number of customers; a customer's inability to pay; compliance with and changes in environmental and health and safety laws; risks of conducting business internationally; compliance with and changes in laws and regulations; the effect of the transfer of the company's corporate domicile from the Netherlands to Ireland, including changes in corporate governance and any potential tax benefits related thereto; currency exchange risks; dependence on customer preference and the concentration of the company's customer base on large format retail customers, distributors and dealers; dependence on residential and commercial construction markets; the effect of adverse changes in climate or weather patterns; possible inability to renew credit facilities on terms favorable to the company, or at all; acquisition or sale of businesses and business segments; changes in the company's key management personnel; inherent limitations on internal controls; use of accounting estimates; and all other risks identified in the company's reports filed with Australian, Irish and US securities regulatory agencies and exchanges (as appropriate). The company cautions you that the foregoing list of factors is not exhaustive and that other risks and uncertainties may cause actual results to differ materially from those referenced in the company's forward-looking statements. Forward-looking statements speak only as of the date they are made and are statements of the company's current expectations concerning future results, events and conditions. The company assumes no obligation to update any forward-looking statements or information except as required by law.



### **AGENDA**

- Global Strategy and Business Overview
- North America and Europe Fiber Cement
- Asia Pacific Fiber Cement
- Capital Management Framework
- Guidance
- Appendix

In this Investor Presentation, the company may present financial measures, sales volume terms, financial ratios, and Non-US GAAP financial measures included in the Definitions and other terms section of this document. The company presents financial measures that it believes are customarily used by its Australian investors. Specifically, these financial measures, which are equivalent to or derived from certain US GAAP measures as explained in the definitions, include "EBIT", "EBIT margin", "Operating profit before income taxes" and "Net operating profit". The company may also present other terms for measuring its sales volume ("million square feet" or "mmsf" and "thousand square feet" or "msf"); financial ratios ("Gearing ratio", "Net interest expense cover", "Net interest paid cover", "Net debt payback", "Net debt (cash)"); and Non-US GAAP financial measures ("Adjusted EBIT", "Adjusted EBIT margin", "Adjusted net operating profit", "Adjusted diluted earnings per share", "Adjusted operating profit before income taxes", "Adjusted effective tax rate on earnings", "Adjusted EBITDA", and "Adjusted selling, general and administrative expenses". Unless otherwise stated, results and comparisons are of the third quarter of the current fiscal year versus the third quarter of the prior fiscal year.

James Hardie

# **GLOBAL STRATEGY**

# **Industry Leadership and Profitable Growth**

- Introduce differentiated products to deliver a sustainable competitive advantage
- Aggressively grow demand for our products in targeted market segments



James Hardie

PAGE !

# A GROWTH FOCUSED COMPANY







- · Annual net sales US\$1.7b
- Total assets US\$2.0b
- Strong cash generation
- · Operations in North America, Asia Pacific and Europe
- 3,178 employees
- Market cap US\$5.4b (approx)
- S&P/ASX 100 company
- NYSE ADR listing

Market capitalization as at 19 February 2016. Total assets as at 31 December 2015 and employees as at 31 March 2015. Annual net sales for nine months to 31 December 2015 annualised. Total assets exclude asbestos compensation.



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# GROUP OVERVIEW<sup>1</sup> 3rd QUARTER FY16 RESULTS



Adjusted Diluted EPS			
3rd Qtr	Nine Months		
US13cents 18%	US41cents	1	11%
Net Operating Cash Flow			
	Nine Months		
	US\$200.5M	1	93%



<sup>1</sup>Comparisons are to prior comparable period ("pcp")

James Hardie

# KEY THEMES<sup>1</sup> 3<sup>rd</sup> QUARTER FY16 RESULTS

- Higher volumes in all businesses<sup>2</sup>
- · Higher average net sales prices in local currencies
- · Continued focus on operational efficiency as our plants continue to sustain improved performance
- YTD North America and Europe Fiber Cement segment EBIT margin of 25.1% slightly above our target range of 20% to 25%

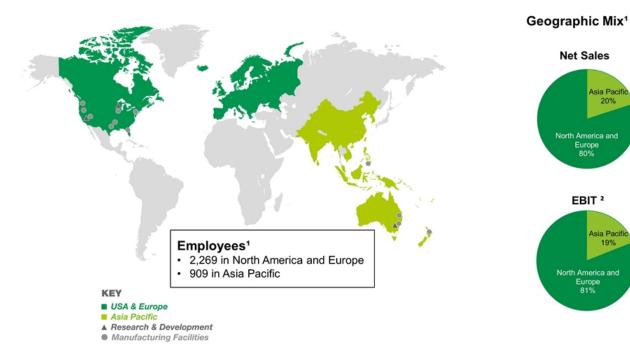


<sup>1</sup> Comparisons are to prior comparable period ("pcp")

<sup>2</sup> Excluding the effect of Australian Pipes business which was sold in Q1 FY16

James Hardie

# **WORLD LEADER IN FIBER CEMENT**



All percentages are as at 31 December 2015 and numbers are for the full year ended 31 March 2015
 EBIT – excludes research and development, asbestos-related expenses and adjustments and New Zealand weathertightness claims



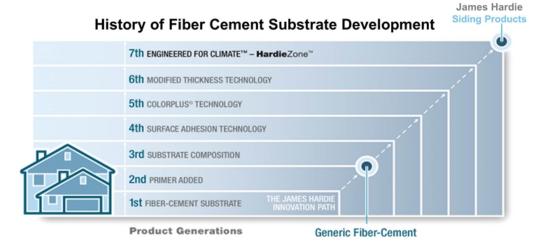
# **CREATING A SUSTAINABLE AND DIFFERENTIATED ADVANTAGE**

### Research & Development: Significant and consistent investment

- US\$31.7m spent on Research & Development in FY15
- US\$394.8m spent on Research & Development since 2000



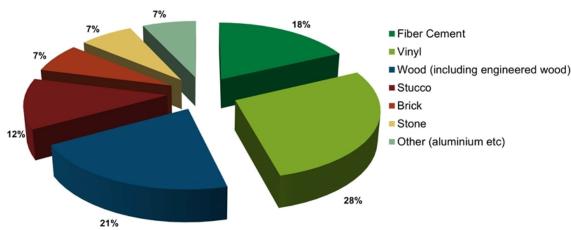




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# **DRIVING CATEGORY AND MARKET SHARE GAINS**

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



#### 35/90 Plan

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

#### Currently

- JHX wins ~90% of the fiber cement category, while fiber cement used in ~18% of the total market
- · Current estimate is wood-look siding (Wood, Vinyl and Fiber Cement) is 65-70% of total market.

¹Source: Internal estimates based on NAHB product usage data adjusted for regional market intelligence

James Hardie

# **DELIVERING SUPERIOR PRODUCT PERFORMANCE**

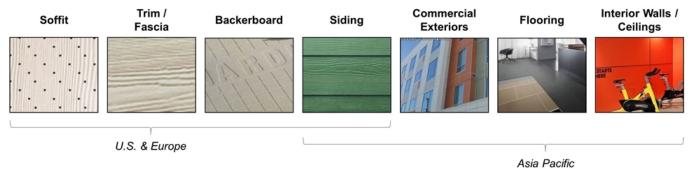
Fiber cement is more durable than wood and engineered wood, looks and performs better than vinyl, and is more cost effective and quicker to build with than brick



James Hardie

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

### **Primary Products**



### **Brand Portfolio**









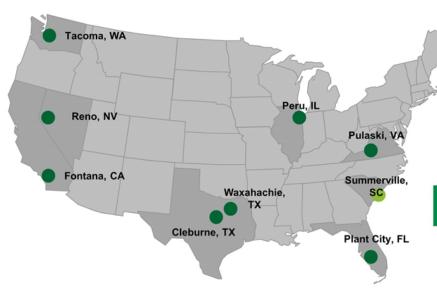




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### NORTH AMERICA AND EUROPE FIBER CEMENT SEGMENT

### **USA Plant Locations**



- Largest fiber cement producer in North America
- · 2,269 employees
- 9 manufacturing plants<sup>1</sup>
- 2 research and development facilities

	9 Months FY16	9 Months FY15
Net Sales	US\$1,029.4m	US\$951.4m
EBIT	US\$257.9m	US\$206.3m
EBIT Margin (US\$)	25.1%	21.7%

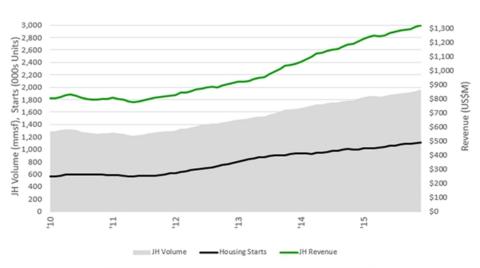
<sup>&</sup>lt;sup>1</sup> Production was suspended at the Summerville plant in November 2008



### **AGGRESSIVELY GROWING DEMAND FOR OUR PRODUCTS**

#### North America and Europe Fiber Cement

Top Line Growth<sup>1</sup>



Revenue up 8% YTD on 7% volume growth. Continuing to outpace U.S. housing starts growth









<sup>1</sup>Rolling 12 month average of seasonally adjusted estimate of housing starts by US Census Bureau



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







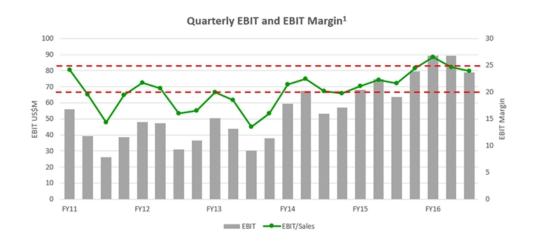
### North America and Europe Fiber Cement



2+% gross price annual increase, partially offset by the strengthening US dollar and product mix

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### NORTH AMERICA AND EUROPE: DELIVERING STRONG RETURNS







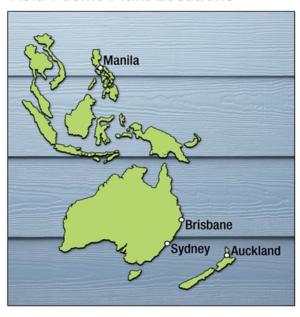
YTD EBIT Margin up 340 bps to 25.1%

1 Excludes asset impairment charges of US\$14.3 million in 4th quarter FY12, US\$5.8 million in 3rd quarter FY13 and US\$11.1 million in 4th quarter FY13



### **ASIA PACIFIC FIBER CEMENT SEGMENT**

#### **Asia Pacific Plant Locations**



- 909 employees
- 4 manufacturing plants across Australia, New Zealand and the Philippines
- · 1 research and development facility

	9 Months FY16	9 Months FY15
Net Sales	A\$354.8m	A\$325.3m
EBIT	A\$83.0m	A\$77.3m
EBIT Margin (A\$)	23.4%	23.8%

EBIT and EBIT margin excludes New Zealand weathertightness claims



### **ASIA PACIFIC: DELIVERING STRONG RETURNS**

### **Asia Pacific Fiber Cement Segment**



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

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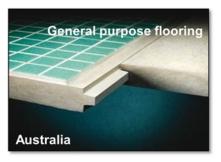
### TARGETING THE RIGHT PRODUCT INTO THE RIGHT MARKET

#### **Asia Pacific Core Markets**









James Hardie

### FINANCIAL MANAGEMENT SUPPORTING GROWTH

# Strong Financial Management

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

# Disciplined Capital Allocation

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

#### Liquidity and Funding

- Conservative leveraging of balance sheet within 1-2 times adjusted EBITDA target
  - 5.8 year weighted average maturity of bank facilities
  - ~\$500million of revolving bank facilities
  - 65% liquidity as of Q3 FY16 on bank debt

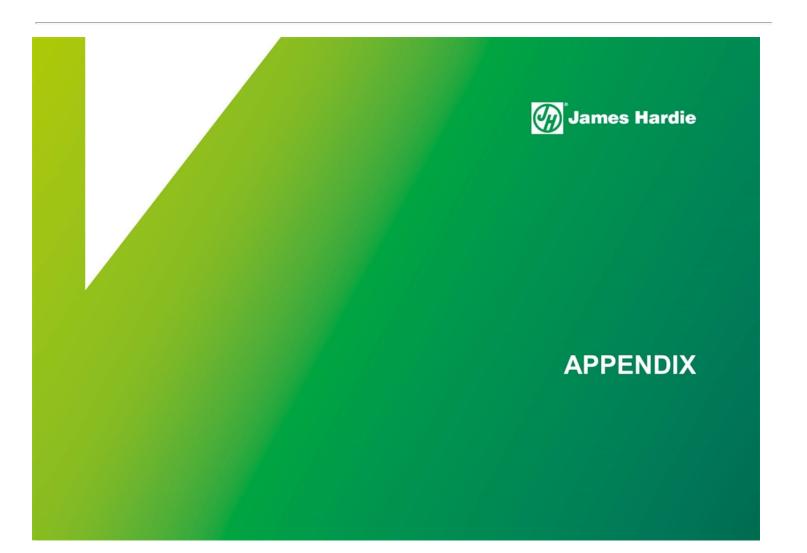
Financial management consistent with investment grade credit. Ability to withstand market cycles and other unanticipated events.

James Hardie

### **FY2016 GUIDANCE**

- Management notes the range of analysts' forecasts for net operating profit excluding asbestos for the year ending 31 March 2016 is between US\$237 million and US\$249 million
- Management expects full year Adjusted net operating profit to be between US\$240 million and
  US\$250 million assuming, among other things, housing conditions in the United States continue to improve
  in line with our assumed forecast of new construction starts of approximately 1.1 million, and input prices
  and an average USD/AUD exchange rate that is at or near current levels for the remainder of the year
- Management cautions that although US housing activity has been improving, market conditions remain somewhat uncertain and some input costs remain volatile. Management is unable to forecast the comparable US GAAP financial measure due to uncertainty regarding the impact of actuarial estimates on asbestos-related assets and liabilities in future periods

James Hardie



# U.S. MARKETPLACE



James Hardie

### **AUSTRALIA & NEW ZEALAND MARKETPLACE**







James Hardie

## FINANCIAL SUMMARY

	Т	'hre	e Months	and Nine Mo	nth	s Ended 3	31 E	December	
US\$ Millions	Q3'16		Q3'15	% Change	9	Months FY16	9	Months FY15	% Change
Net Sales									
North America and Europe Fiber Cement Asia Pacific Fiber Cement	\$ 330.5 83.4	\$	294.5 93.9	12 (11)	\$	1,029.4 263.0	\$	951.4 294.2	8 (11)
Total Net Sales	\$ 413.9	\$	388.4	7	\$	1,292.4	\$	1,245.6	4
EBIT - US\$ Millions									
North America and Europe Fiber Cement	\$ 79.0	\$	63.5	24	\$	257.9	\$	206.3	25
Asia Pacific Fiber Cement <sup>1</sup>	19.9		23.5	(15)		61.6		69.9	(12)
Research & Development	(5.5)		(6.1)	10		(17.5)		(19.7)	11
General Corporate <sup>2</sup>	(11.4)		(14.0)	19		(35.0)		(33.3)	(5)
Adjusted EBIT	\$ 82.0	\$	66.9	23	\$	267.0	\$	223.2	20
Net interest expense excluding AICF interest income	(6.6)		(2.0)			(19.1)		(4.5)	
Other income (expense)	1.9		(0.2)			4.0		(3.9)	
Adjusted income tax expense	(21.1)		(16.1)	(31)		(66.9)		(50.7)	(32)
Adjusted net operating profit	\$ 56.2	\$	48.6	16	\$	185.0	\$	164.1	13

Asia Pacific Fiber Cement EBIT excludes New Zealand weathertightness claims
 Excludes Asbestos related expenses and adjustments



### **KEY RATIOS**

	Nine Months Ended 31 December				
	9 Months FY16	9 Months FY15	9 Months FY14		
EPS (Diluted) <sup>1</sup> (US Cents)	41c	37c	34c		
EBIT/ Sales (EBIT margin) <sup>2</sup>	20.7%	17.9%	17.5%		
Gearing Ratio <sup>1</sup>	27.7%	20.3%	(13.4)%		
Net Interest Expense Cover <sup>2</sup>	14.7x	49.6x	63.0x		
Net Interest Paid Cover <sup>2</sup>	20.1x	106.3x	65.1x		
Net Debt Payback <sup>3</sup>	1.0yrs	0.8yrs	-		

James Hardie

Excludes asbestos adjustments, AICF SG&A expenses, AICF interest income, New Zealand weathertightness claims and tax adjustments
 Excludes asbestos adjustments, AICF SG&A expenses and New Zealand weathertightness claims
 Excludes asbestos adjustments and changes in asbestos-related assets and liabilities

# NORTH AMERICA AND EUROPE FIBER CEMENT – 5 YEAR RESULTS OVERVIEW

	FY11	FY12	FY13	FY14	FY15
Net Sales US\$m	814	862	951	1,128	1,277
Sales Volume mmsf	1,248	1,332	1,489	1,697	1,850
Average Price US\$ per msf <sup>2</sup>	648	642	626	652	675
EBIT US\$m <sup>1</sup>	160	163	163	237	286
EBIT Margin % <sup>1</sup>	20	19	17	21	22

<sup>&</sup>lt;sup>1</sup>Excludes asset impairment charges of US\$14.3 million and US\$16.9 million in FY12 and FY13, respectively

<sup>&</sup>lt;sup>2</sup>During the second quarter of FY14, the company refined its methodology for calculating average net sales price in both the USA and Europe and Asia Pacific Fiber Cement segments to exclude ancillary products that have no impact on fiber cement sales volume, which is measured and reported in mmsf. As the revenue contribution of these ancillary products has been increasing, the company believes the refined methodology provides an improved disclosure of average net sales price, in line with the company's primary fibre cement business, which is a key segment performance indicator. The company has restated average net sales price in the prior periods to conform with the current calculation of average net sales price.



### **ASIA PACIFIC FIBER CEMENT – 5 YEAR RESULTS OVERVIEW**

	FY11	FY12	FY13	FY14	FY15
Net Sales US\$m	353	376	370	366	380
Sales Volume mmsf	408	392	394	417	456
Average Price A\$ per msf <sup>1</sup>	906	906	901	930	942
EBIT US\$m²	79	86	75	83	90
EBIT Margin % <sup>2</sup>	23	23	20	23	24

<sup>1</sup>During the second quarter of FY14, the company refined its methodology for calculating average net sales price in both the USA and Europe and Asia Pacific Fiber Cement segments to exclude ancillary products that have no impact on fiber cement sales volume, which is measured and reported in mmsf. As the revenue contribution of these ancillary products has been increasing, the company believes the refined methodology provides an improved disclosure of average net sales price, in line with the company's primary fiber cement business, which is a key segment performance indicator. The company has restated average net sales price in the prior periods to conform with the current calculation of average net sales price.

<sup>2</sup>Excludes New Zealand weathertightness claims of US\$5.4 million, US\$1.2 million, US\$1.8 million and US\$4.3 million in FY12, FY13, FY14 and FY15, respectively



### **RESULTS – 3rd QUARTER FY16**

Three Months Ended 31 December							
US\$ Millions	Q3'16	Q3'15	% Change				
Net sales	413.9	388.4	7				
Gross profit	149.5	135.2	11				
SG&A expenses	(61.4)	(56.0)	(10)				
EBIT	52.1	126.4	(59)				
Net operating profit	25.4	107.5	(76)				
Adjusted EBIT 1	82.0	66.9	23				
Adjusted net operating profit <sup>2</sup>	56.2	48.6	16				

### Gross profit margin increased 130 bps

· Improved performance across our US plants

· Higher volume in both operating segments3

· Higher average net sales prices in local currencies

· Lower unit costs

Net sales increased

#### SG&A expenses increased

· Continuing to invest in the business

#### Adjusted net operating profit increased

- Adjusted EBIT increased 23% compared to pcp
- · Higher gross interest expense of US\$4.9 million
- US\$5.0 million higher Adjusted income tax expense

Excludes Asbestos related expenses and adjustments and NZWT claims
 Excludes Asbestos related expenses and adjustments, NZWT claims, and tax adjustments
 Excludes Australian Pipes business which was sold in Q1 FY16

### **RESULTS – NINE MONTHS FY16**

Nine Months Ended 31 December							
US\$ Millions	9 Months FY16	9 Months FY15	% Change				
Net sales	1,292.4	1,245.6	4				
Gross profit	472.1	426.3	11				
SG&A expenses	(185.5)	(176.7)	(5)				
EBIT	297.7	322.4	(8)				
Net operating profit	215.6	263.6	(18)				
Adjusted EBIT <sup>1</sup>	267.0	223.2	20				
Adjusted net operating profit <sup>2</sup>	185.0	164.1	13				

<sup>1</sup> Excludes Asbestos related expenses and adjustments and NZWT claims

#### Net sales increased

- · Higher volume in both operating segments
- · Higher average net sales prices in local currencies

#### Gross profit margin increased 230 bps

- · Improved performance across our US plants
- · Lower unit costs

#### SG&A expenses increased

- · Investing in both segments, partially offset by FX
- · Higher stock compensation expense

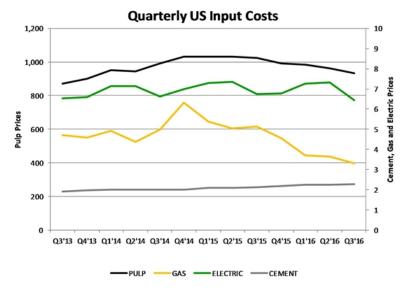
#### Adjusted net operating profit increased

- · 20% Adjusted EBIT growth
- · Higher gross interest expense of US\$15.7 million
- US\$7.9 million favorable movement in other income
- US\$16.2 million increase in Adjusted income tax expense



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

### **US INPUT COSTS**



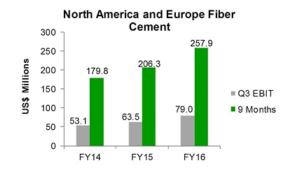
- The price of NBSK pulp decreased by ~9% compared to pcp
- Cement prices continue to rise, up 8% compared to pcp
- Gas prices are down more than 20% compared to pcp
- Electricity prices decreased 10% compared to pcp

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

- Pulp Cost per ton from RISI
- Cement Relative index from the Bureau of Labor Statistics
- · Gas Cost per thousand cubic feet for industrial users from US Energy Information Administration
- Electric Cost per thousand kilowatt hour for industrial users from US Energy Information Administration

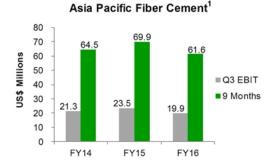


### **SEGMENT EBIT – 3RD QUARTER and NINE MONTHS FY16**



#### North America and Europe Fiber Cement EBIT summary

- Quarter and YTD EBIT increased by 24% and 25%, respectively when compared to pcp
- Primarily driven by lower production costs
- North America FC EBIT margin increased 2.3 pts for the quarter and 3.4 pts for the half year



#### Asia Pacific Fiber Cement EBIT<sup>1</sup> summary

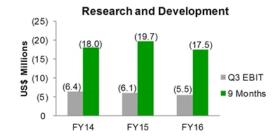
- EBIT in local currency for the quarter and YTD increased
   1% and 7%, respectively when compared to pcp
- Increase reflects higher volume<sup>2</sup> and price, partially offset by increased production costs

Excludes New Zealand weathertightness claims

<sup>2</sup> Excludes Australian Pipes business which was sold in Q1 FY16



### **SEGMENT EBIT – 3RD QUARTER and NINE MONTHS FY16**





#### **R&D** summary

- · On strategy to invest between 2%-3% of sales
- · Decrease impacted by strengthening US dollar
- Fluctuations reflect normal variation and timing in number of R&D projects in process in any given period

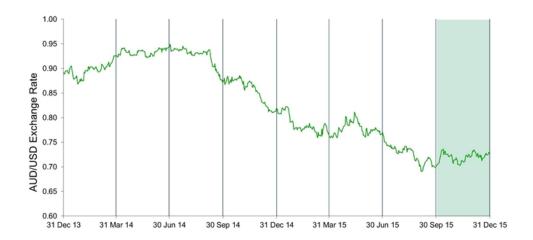
#### General corporate costs

- · Results for the quarter reflect:
  - Decrease in discretionary expenses
  - Decrease in realized foreign exchange losses
- · YTD results reflect:
  - Higher stock compensation expense
  - Decrease in discretionary expenses

Excludes Asbestos related expenses and adjustments and ASIC expenses



### **CHANGES IN AUD vs. USD**



	As Reported			Excluding Train	nslation Impact	Translation Impact <sup>2</sup>		
US\$ Millions	9 Months FY16	9 Months FY15	% Change	9 Months FY16	% Change	9 Months FY16	% Change	
Net Sales	1,292.4	1,245.6	4	1,348.5	8	(56.1)	(4)	
Gross Profit	472.1	426.3	11	490.€	15	(18.5)	(4)	
Adjusted EBIT	267.0	223.2	20	277.8	24	(10.8)	(4)	
Adjusted net operating profit	185.0	164.1	13	190.4	16	(5.4)	(3)	

James Hardie

As Reported 9 Months FY16 figures using 9 Month FY15 weighted average exchange rate of 1.1057
 Reflects the difference between YTD'16 As Reported and YTD'16 using YTD'15 weighted exchange rate

### **INCOME TAX**

Three Months and Nine Months Ended 31 December								
US\$ Millions	Q3'16	Q3'15	9 Months FY16	9 Months FY15				
Operating profit before taxes Asbestos adjustments <sup>1</sup> NZ weathertightness claims	47.3 29.6 0.4	124.7 (54.8) (5.2)	282.5 (31.1) 0.5	315.0 (96.0) (4.2)				
Adjusted net operating profit before taxes	77.3	64.7	251.9	214.8				
Adjusted income tax expense <sup>2</sup>	(21.1)	(16.1)	(66.9)	(50.7)				
Adjusted effective tax rate	27.3%	24.9%	26.6%	23.6%				
Income tax expense Income taxes paid Income taxes payable	(21.9)	(17.2)	(66.9) 46.1 7.3	(51.4) 24.2 3.3				

# 26.6% estimated Adjusted effective tax rate (ETR) for the year

- Adjusted income tax expense and adjusted ETR increased due to changes in geographical mix of earnings
- Income taxes are paid and payable in Ireland, the US,
   Canada, New Zealand and the Philippines
- Income taxes are not currently paid or payable in Europe (excluding Ireland) or Australia due to tax losses. Australian tax losses primarily result from deductions relating to contributions to AICF

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



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

### **CASHFLOW**

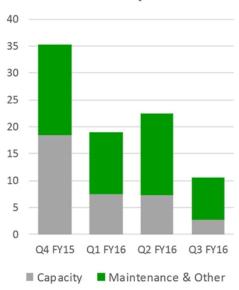
US\$ Millions	9 Months FY16	9 Months FY15 <sup>1</sup>	Change (%)
Net Income	215.6	263.6	
Adjustment for non-cash items	36.8	(36.2)	
Annual AICF contribution	(62.8)	(113.0)	44
Operating working capital <sup>2</sup>	15.0	(9.1)	
Other net operating activities	(4.1)	(1.2)	
Cash Flow from Operations	200.5	104.1	
Capital expenditures <sup>3</sup>	(44.2)	(241.0)	82
Acquisition of assets	(0.5)	-	
Free Cash Flow	155.8	(136.9)	
Dividends paid	(206.8)	(355.9)	42
Net proceeds from long-term debt	97.1	390.0	(75)
Share related activities	(18.1)	(5.6)	
Free Cash Flow after Financing Activities	28.0	(108.4)	

- Certain prior year balances have been reclassified to conform to the current year presentation Excludes AP related to capital expenditures Includes capitalized interest and proceeds from sale of property, plant and equipment Accounts receivable ("AR") and Accounts payable ("AP")

- · Increase in net operating cash flow
  - Lower annual contribution to AICF FY16 v FY15
  - Favorable change in working capital due to:
    - Lower inventory
    - Less cash generated from AR<sup>4</sup> and AP<sup>4</sup>
- · Lower capital expenditures
  - · Australian capacity projects complete
  - Near completion of our US capital expansion projects
- · Lower financing activities
  - Decrease in net proceeds from borrowings
  - · Partially offset by a decrease in dividends paid



### **CAPEX Spend**



- YTD FY16 CAPEX spend of US\$52.1 million decreased US\$188.3 million compared to pcp
- Maintenance CAPEX continues
- · US capacity projects substantially complete
- Commissioning of new sheet machines at our Plant
   City and Cleburne facilities has been deferred,
   subject to our continued monitoring of market
   conditions
- Carole Park capacity expansion project complete and commissioned during Q2 FY16

James Hardie

### LIQUIDITY PROFILE



- Callable from 15 February 2018; callable at par from 15 February 2021
- Original issue discount (OID) U\$\$2.3 million at 31 December 2015
   Excludes Short-term debt Asbestos
- Incremental liquidity of up to \$250m may be accessed via an accordion feature, which is provided for under the terms of the syndicated revolving credit facility agreement, but not credit approved until requested

- · Corporate debt structure
  - US\$500 million revolving credit facility, with a December 2020 maturity, replaced bilateral loan facilities
  - US\$325 million 8 year senior unsecured notes1,2
- · Strong balance sheet
  - US\$94.5 million of cash
  - 65% liquidity as of Q3 FY16 on bank debt
- · Interest rate swaps resulted on average 50% fixed / 50% floating ratio for drawn bank facilities Q3 FY16
- US\$403.2 million net debt<sup>3</sup> as of Q3 FY16
- 1x net debt to EBITDA excluding asbestos at the bottom of the target leverage range of 1-2 times

James Hardie

### **ASBESTOS CLAIMS DATA**

1	Three Months and Nine Months Ended 31 December					
	Q3'16	Q3'15	Change %	9 Months FY16	9 Months FY15	Change %
Claims received	159	170	6	455	507	10
Actuarial estimate for the period Difference in claims received to actuarial estimate	165 6	153 (17)	(8)	494 39	458 (49)	(8)
Average claim settlement <sup>1</sup> (A\$)	275,000	249,000	(10)	239,000	246,000	3
Actuarial estimate for the period <sup>2</sup> Difference in claims paid to	302,000	289,000	(4)	302,000	289,000	(4)
actuarial estimate	27,000	40,000	33	63,000	43,000	(47)

- · Claims received during the quarter and nine months were 4% and 8% below actuarial estimates, respectively
- · Mesothelioma claims reported for the nine months are 5% above non-seasonally adjusted expectations and are 2% below pcp
- · Average claim settlement for quarter and nine months is lower by 9% and 21%, respectively, versus actuarial estimates
- · Average claim settlement sizes are generally lower across all disease types compared to actuarial estimates for FY16
- · Decrease in average claim settlement for the quarter and nine months compared to actuarial estimates is due to lower number of large claims settled compared to pcp

James Hardie

Average claim settlement is derived as the total amount paid divided by the number of non-nil claim settlements This actuarial estimate is a function of the assumed experience by disease type and the relative mix of settlements assumed by disease type. Any variances in the assumed mix of settlements by disease type will have an impact on the average claim settlement experience

### **DEFINITIONS AND OTHER TERMS**

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

#### **Definitions**

#### Non-financial Terms

AFFA - Amended and Restated Final Funding Agreement

AICF - Asbestos Injuries Compensation Fund Ltd

NBSK - Northern Bleached Soft Kraft; the company's benchmark grade of pulp

<u>Legacy New Zealand weathertightness claims</u> ("New Zealand weathertightness claims") – Expenses arising from defending and resolving claims in New Zealand that allege poor building design, inadequate certification of plans, inadequate construction review and compliance certification and deficient work by sub-contractors



### **DEFINITIONS AND OTHER TERMS**

#### Financial Measures - US GAAP equivalents

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

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



### **DEFINITIONS AND OTHER TERMS**

**EBIT** – Earnings before interest and taxes

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

#### Sales Volumes

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

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

#### **Financial Ratios**

Gearing Ratio - Net debt (cash) divided by net debt (cash) plus shareholders' equity

Net interest expense cover - EBIT divided by net interest expense (excluding loan establishment fees)

Net interest paid cover - EBIT divided by cash paid during the period for interest, net of amounts capitalized

Net debt payback - Net debt (cash) divided by cash flow from operations

Net debt (cash) - Short-term and long-term debt less cash and cash equivalents

Return on capital employed - EBIT divided by gross capital employed

James Hardie

Adjusted EBIT and Adjusted EBIT margin — Adjusted EBIT and Adjusted EBIT margin are not measures of financial performance under US GAAP and should not be considered to be more meaningful than EBIT and EBIT margin. Management has included these financial 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 provides useful information regarding its financial condition and results of operations. Management uses these non-US GAAP measures for the same purposes.

US\$ Millions Three Months and Nine Months Ended 31 December											
		Q3'16		Q3'15	9 Month FY16			9 Months FY15			
EBIT	\$	52.1	\$	126.4	\$	297.7	\$	322.4			
Asbestos:											
Asbestos adjustments		29.0		(54.9)		(32.5)		(96.9)			
AICF SG&A expenses		0.5		0.6		1.3		1.9			
New Zealand weathertightness claims		0.4		(5.2)		0.5		(4.2)			
Adjusted EBIT		82.0		66.9		267.0		223.2			
Net sales	\$	413.9	\$	388.4	\$	1,292.4	\$	1,245.6			
Adjusted EBIT margin		19.8%		17.2%		20.7%		17.9%			



Adjusted net operating profit – Adjusted net operating profit is not a measure of financial performance under US GAAP and should not be considered to be more meaningful than net operating profit. Management has included this financial measure 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. Management uses this non-US GAAP measure for the same purposes.

US\$ Millions	Three Months and Nine Months Ended 31 December																															
		Q3'16		Q3'15		Q3'15		Q3'15		Q3'15		Q3'15		Q3'15		Q3'15		Q3'15		Q3'15		Q3'15		Q3'15		Q3'15		Q3'15		9 Months FY16	,	9 Months FY15
Net operating profit	\$	25.4	\$	107.5	\$	215.6	\$	263.6																								
Asbestos:																																
Asbestos adjustments		29.0		(54.9)		(32.5)		(96.9)																								
AICF SG&A expenses		0.5		0.6		1.3		1.9																								
AICF interest expense (income), net		0.1		(0.5)		0.1		(1.0)																								
New Zealand weathertightness claims		0.4		(5.2)		0.5		(4.2)																								
Asbestos and other tax adjustments		8.0		1.1		-		0.7																								
Adjusted net operating profit	\$	56.2	\$	48.6	\$	185.0	\$	164.1																								



Adjusted diluted earnings per share — Adjusted diluted earnings per share is not a measure of financial performance under US GAAP and should not be considered to be more meaningful than diluted earnings per share. Management has included this financial measure 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. Management uses this non-US GAAP measure for the same purposes.

	Three Months and Nine Months Ended 31 December													
		Q3'16		Q3'16		Q3'16		Q3'16 Q3'15		Q3'15	9 Months FY16		s 9 Mont	
Adjusted net operating profit (US\$ Millions)	\$	56.2	\$	48.6	\$	185.0	\$	164.1						
Weighted average common shares outstanding - Diluted (millions)		447.1		445.9		447.3		445.9						
Adjusted diluted earnings per share (US cents)		13		11		41		37						



Adjusted income tax expense and Adjusted effective tax rate — Adjusted income tax expenses and Adjusted effective tax rate is not a measure of financial performance under US GAAP and should not be considered to be more meaningful than income tax expense and effective tax rate, respectively. Management has included these financial 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. Management uses these non-US GAAP measures for the same purposes.

US\$ Millions	Three Months and Nine Months Ended 31 December							
		Q3'16		Q3'15		9 Months FY16		9 Months FY15
Operating profit before income taxes	\$	47.3	\$	124.7	\$	282.5	\$	315.0
Asbestos:								
Asbestos adjustments		29.0		(54.9)		(32.5)		(96.9)
AICF SG&A expenses		0.5		0.6		1.3		1.9
AICF interest expense (income), net		0.1		(0.5)		0.1		(1.0)
New Zealand weathertightness claims		0.4		(5.2)		0.5		(4.2)
Adjusted operating profit before income taxes	\$	77.3	\$	64.7	\$	251.9	\$	214.8
Income tax expense	\$	(21.9)	\$	(17.2)	\$	(66.9)	\$	(51.4)
Asbestos-related and other tax adjustments		0.8		1.1		-		0.7
Adjusted income tax expense	\$	(21.1)	\$	(16.1)	\$	(66.9)	\$	(50.7)
Effective tax rate		46.3%		13.8%		23.7%		16.3%
Adjusted effective tax rate		27.3%		24.9%		26.6%		23.6%



Adjusted EBITDA — is not a measure of financial performance under US GAAP and should not be considered an alternative to, or more meaningful than, income from operations, net income or cash flows as defined by US GAAP or as a measure of profitability or liquidity. Not all companies calculate Adjusted EBITDA in the same manner as James Hardie has and, accordingly, Adjusted EBITDA may not be comparable with other companies. Management has included information concerning Adjusted EBITDA because it believes that this data is commonly used by investors to evaluate the ability of a company's earnings from its core business operations to satisfy its debt, capital expenditure and working capital requirements.

US\$ Millions	Three Months and Nine Months Ended 31 December									
		Q3'16 Q3'15			Q3'15 9 Months FY16			9 Months FY15		
EBIT	\$	52.1	\$	126.4	\$	297.7	\$	322.4		
Depreciation and amortization		19.3		17.9		55.1		52.0		
Adjusted EBITDA	\$	71.4	\$	144.3	\$	352.8	\$	374.4		



Adjusted selling, general and administrative expenses – Adjusted selling, general and administrative expenses ("Adjusted SG&A") is not a measure of financial performance under US GAAP and should not be considered to be more meaningful than selling, general and administrative expenses. Management has included these financial 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 provides useful information regarding its financial condition and results of operations. Management uses these non-US GAAP measures for the same purposes.

US\$ Millions Three Months and Nine Months Ended 31 Decembe								ember
		Q3'16		Q3'16	,	9 Months FY16	9	Months FY15
SG&A expenses	\$	61.4	\$	56.0	\$	185.5	\$	176.7
Excluding:								
New Zealand weathertightness claims		(0.4)		5.2		(0.5)		4.2
AICF SG&A expenses		(0.5)		(0.6)		(1.3)		(1.9)
Adjusted SG&A expenses	\$	60.5	\$	60.6	\$	183.7	\$	179.0
Net Sales	\$	413.9	\$	388.4	\$	1,292.4	\$	1,245.6
SG&A expenses as a percentage of net sales		14.8%		14.4%		14.4%		14.2%
Adjusted selling, general and administrative expenses as a percentage of net sales		14.6%		15.6%		14.2%		14.4%





# **INVESTOR PRESENTATION**

MARCH/ APRIL 2016



# DEUTSCHE BANK DEPOSITARY RECEIPTS VIRTUAL INVESTOR CONFERENCE PRESENTATION

**MARCH 2016** 

#### **DISCLAIMER**

This Investor Presentation contains forward-looking statements. James Hardie Industries plc (the "company") may from time to time make forward-looking statements in its periodic reports filed with or furnished to the Securities and Exchange Commission, on Forms 20-F and 6-K, in its annual reports to shareholders, in offering circulars, invitation memoranda and prospectuses, in media releases and other written materials and in oral statements made by the company's officers, directors or employees to analysts, institutional investors, existing and potential lenders, representatives of the media and others. Statements that are not historical facts are forward-looking statements and such forward-looking statements are statements made pursuant to the Safe Harbor Provisions of the Private Securities Litigation Reform Act of 1995.

Examples of forward-looking statements include:

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



#### **DISCLAIMER** (continued)

Words such as "believe," "anticipate," "plan," "expect," "intend," "target," "estimate," "project," "predict," "forecast," "guideline," "aim," "will," "should," "likely," "continue," "may," "objective," "outlook" and similar expressions are intended to identify forward-looking statements but are not the exclusive means of identifying such statements. Readers are cautioned not to place undue reliance on these forward-looking statements and all such forward-looking statements are qualified in their entirety by reference to the following cautionary statements.

Forward-looking statements are based on the company's current expectations, estimates and assumptions and because forward-looking statements address future results, events and conditions, they, by their very nature, involve inherent risks and uncertainties, many of which are unforeseeable and beyond the company's control. Such known and unknown risks, uncertainties and other factors may cause actual results, performance or other achievements to differ materially from the anticipated results, performance or achievements expressed, projected or implied by these forward-looking statements. These factors, some of which are discussed under "Risk Factors" in Section 3 of the Form 20-F filed with the Securities and Exchange Commission on 21 May 2015, include, but are not limited to: all matters relating to or arising out of the prior manufacture of products that contained asbestos by current and former company subsidiaries; required contributions to AICF, any shortfall in AICF and the effect of currency exchange rate movements on the amount recorded in the company's financial statements as an asbestos liability; governmental loan facility to AICF; compliance with and changes in tax laws and treatments; competition and product pricing in the markets in which the company operates; the consequences of product failures or defects; exposure to environmental, asbestos, putative consumer class action or other legal proceedings; general economic and market conditions; the supply and cost of raw materials; possible increases in competition and the potential that competitors could copy the company's products; reliance on a small number of customers; a customer's inability to pay; compliance with and changes in environmental and health and safety laws; risks of conducting business internationally; compliance with and changes in laws and regulations; the effect of the transfer of the company's corporate domicile from the Netherlands to Ireland, including changes in corporate governance and any potential tax benefits related thereto; currency exchange risks; dependence on customer preference and the concentration of the company's customer base on large format retail customers, distributors and dealers; dependence on residential and commercial construction markets; the effect of adverse changes in climate or weather patterns; possible inability to renew credit facilities on terms favorable to the company, or at all; acquisition or sale of businesses and business segments; changes in the company's key management personnel; inherent limitations on internal controls; use of accounting estimates; and all other risks identified in the company's reports filed with Australian, Irish and US securities regulatory agencies and exchanges (as appropriate). The company cautions you that the foregoing list of factors is not exhaustive and that other risks and uncertainties may cause actual results to differ materially from those referenced in the company's forward-looking statements. Forward-looking statements speak only as of the date they are made and are statements of the company's current expectations concerning future results, events and conditions. The company assumes no obligation to update any forward-looking statements or information except as required by law.



#### **AGENDA**

- Global Strategy and Business Overview
- North America and Europe Fiber Cement
- Asia Pacific Fiber Cement
- Capital Management Framework
- Appendix

In this Investor Presentation, the company may present financial measures, sales volume terms, financial ratios, and Non-US GAAP financial measures included in the Definitions and other terms section of this document. The company presents financial measures that it believes are customarily used by its Australian investors. Specifically, these financial measures, which are equivalent to or derived from certain US GAAP measures as explained in the definitions, include "EBIT", "EBIT margin", "Operating profit before income taxes" and "Net operating profit". The company may also present other terms for measuring its sales volume ("million square feet" or "mmsf" and "thousand square feet" or "msf"); financial ratios ("Gearing ratio", "Net interest expense cover", "Net interest paid cover", "Net debt payback", "Net debt (cash)"); and Non-US GAAP financial measures ("Adjusted EBIT", "Adjusted EBIT margin", "Adjusted net operating profit", "Adjusted ermings per share", "Adjusted operating profit before income taxes", "Adjusted effective tax rate on earnings", "Adjusted EBITDA", and "Adjusted guarter of the prior fiscal year versus the third quarter of the current fiscal year versus the third quarter of the prior fiscal year.

James Hardie

# A GROWTH FOCUSED COMPANY







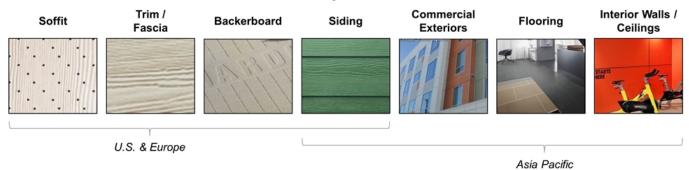
- · Annual net sales US\$1.7b
- Total assets US\$2.0b
- Strong cash generation
- · Operations in North America, Asia Pacific and Europe
- 3,178 employees
- Market cap US\$5.4b (approx)
- S&P/ASX 100 company
- NYSE ADR listing

Market capitalization as at 19 February 2016. Total assets as at 31 December 2015 and employees as at 31 March 2015. Annual net sales for nine months to 31 December 2015 annualised. Total assets exclude asbestos compensation.



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

#### **Primary Products**



#### **Brand Portfolio**







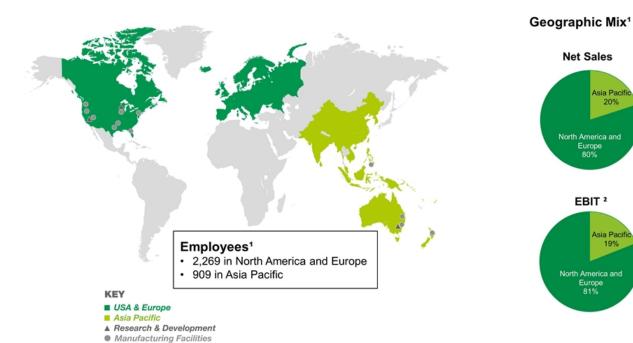






James Hardie

## **WORLD LEADER IN FIBER CEMENT**

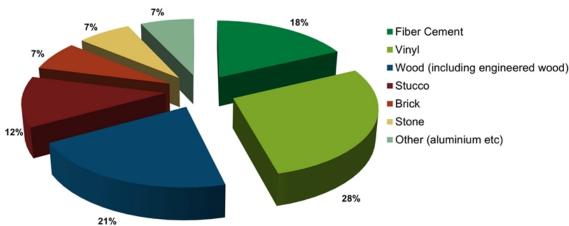


All percentages are as at 31 December 2015 and numbers are for the full year ended 31 March 2015
 EBIT – excludes research and development, asbestos-related expenses and adjustments and New Zealand weathertightness claims



## **DRIVING CATEGORY AND MARKET SHARE GAINS**

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



#### 35/90 Plan

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

#### Currently:

- JHX wins ~90% of the fiber cement category, while fiber cement used in ~18% of the total market
- · Current estimate is wood-look siding (Wood, Vinyl and Fiber Cement) is 65-70% of total market.

¹Source: Internal estimates based on NAHB product usage data adjusted for regional market intelligence

James Hardie

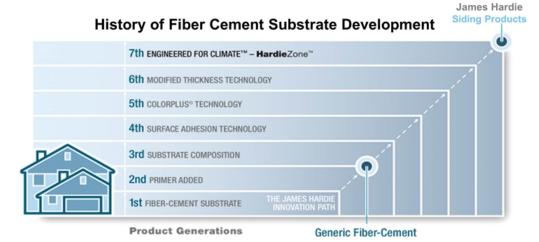
## **CREATING A SUSTAINABLE AND DIFFERENTIATED ADVANTAGE**

#### Research & Development: Significant and consistent investment

- US\$31.7m spent on Research & Development in FY15
- US\$394.8m spent on Research & Development since 2000







James Hardie

## **DELIVERING SUPERIOR PRODUCT PERFORMANCE**

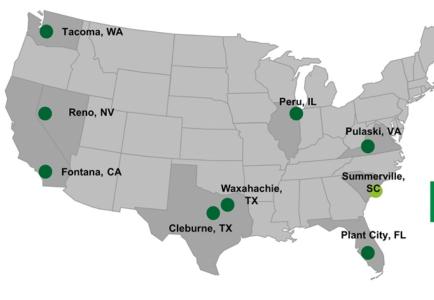
Fiber cement is more durable than wood and engineered wood, looks and performs better than vinyl, and is more cost effective and quicker to build with than brick



James Hardie

## NORTH AMERICA AND EUROPE FIBER CEMENT SEGMENT

#### **USA Plant Locations**



- Largest fiber cement producer in North America
- · 2,269 employees
- 9 manufacturing plants<sup>1</sup>
- 2 research and development facilities

	9 Months FY16	9 Months FY15
Net Sales	US\$1,029.4m	US\$951.4m
EBIT	US\$257.9m	US\$206.3m
EBIT Margin (US\$)	25.1%	21.7%

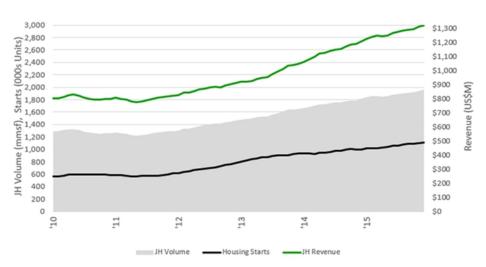
<sup>&</sup>lt;sup>1</sup> Production was suspended at the Summerville plant in November 2008



## **AGGRESSIVELY GROWING DEMAND FOR OUR PRODUCTS**

#### North America and Europe Fiber Cement

Top Line Growth<sup>1</sup>



Revenue up 8% YTD on 7% volume growth. Continuing to outpace U.S. housing starts growth









<sup>1</sup>Rolling 12 month average of seasonally adjusted estimate of housing starts by US Census Bureau



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







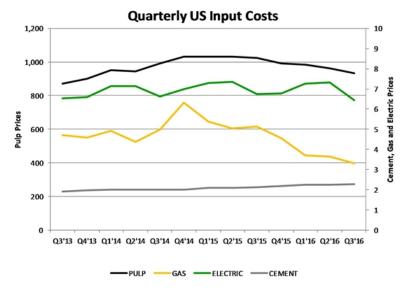
#### North America and Europe Fiber Cement



2+% gross price annual increase, partially offset by the strengthening US dollar and product mix

James Hardie

# **US INPUT COSTS**



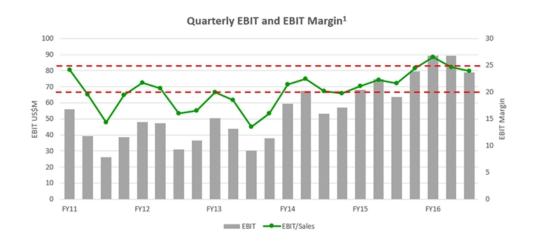
- The price of NBSK pulp decreased by ~9% compared to pcp
- Cement prices continue to rise, up 8% compared to pcp
- Gas prices are down more than 20% compared to pcp
- Electricity prices decreased 10% compared to pcp

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

- Pulp Cost per ton from RISI
- Cement Relative index from the Bureau of Labor Statistics
- · Gas Cost per thousand cubic feet for industrial users from US Energy Information Administration
- Electric Cost per thousand kilowatt hour for industrial users from US Energy Information Administration



# NORTH AMERICA AND EUROPE: DELIVERING STRONG RETURNS







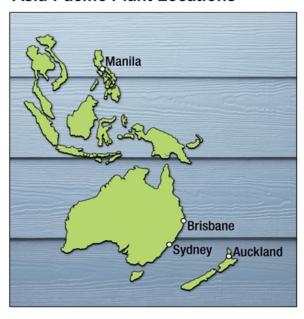
YTD EBIT Margin up 340 bps to 25.1%

1 Excludes asset impairment charges of US\$14.3 million in 4th quarter FY12, US\$5.8 million in 3rd quarter FY13 and US\$11.1 million in 4th quarter FY13

James Hardie

# **ASIA PACIFIC FIBER CEMENT SEGMENT**

#### **Asia Pacific Plant Locations**



- 909 employees
- 4 manufacturing plants across Australia, New Zealand and the Philippines
- · 1 research and development facility

	9 Months FY16	9 Months FY15
Net Sales	A\$354.8m	A\$325.3m
EBIT	A\$83.0m	A\$77.3m
EBIT Margin (A\$)	23.4%	23.8%

EBIT and EBIT margin excludes New Zealand weathertightness claims



# **ASIA PACIFIC: DELIVERING STRONG RETURNS**

#### **Asia Pacific Fiber Cement Segment**





James Hardie

## THE ASBESTOS INJURIES COMPENSATION FUND ("AICF")

- Up to 1987, former Australian James Hardie companies were involved in the manufacture and distribution of a variety of products containing asbestos, including building products, pipes, brake linings and installation products.
- James Hardie ceased using asbestos in its building products in 1985 and in its former pipes business in 1987. Since then, James Hardie products have been and continue to be asbestos-free.
- AICF was created in February 2007 as an independent, special purpose vehicle to provide compensation for Australian asbestos disease related claims against former subsidiaries of the James Hardie Group.
- James Hardie contributes up to 35% of its annual Free Cash Flow¹ to AICF in accordance with the Amended and Restated Final Funding Agreement (AFFA). This commitment extends to at least 2045, with recurring automatic ten year extension periods, if required.
- James Hardie believes that the AFFA is an agreement that appropriately balances the needs of all stakeholders, including present and future asbestos compensation claimants, while also delivering certainty to shareholders and lenders, thereby enabling James Hardie to grow and continue to contribute to the long term funding of claims.
- Collectively James Hardie has provided A\$1 billion towards asbestos disease related compensation, medical research and education since 2001.

<sup>1</sup> As defined in the AFFA but essentially the contribution is up to 35% of James Hardie Industries plc 's net operating cash flow each fiscal year, which is paid to AICF in Australian dollars in July of the following fiscal year.

James Hardie

#### FINANCIAL MANAGEMENT SUPPORTING GROWTH

# Strong Financial Management

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

# Disciplined Capital Allocation

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

#### Liquidity and Funding

- Conservative leveraging of balance sheet within 1-2 times adjusted EBITDA target
  - 5.8 year weighted average maturity of bank facilities
  - ~\$500million of revolving bank facilities
  - 65% liquidity as of Q3 FY16 on bank debt

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

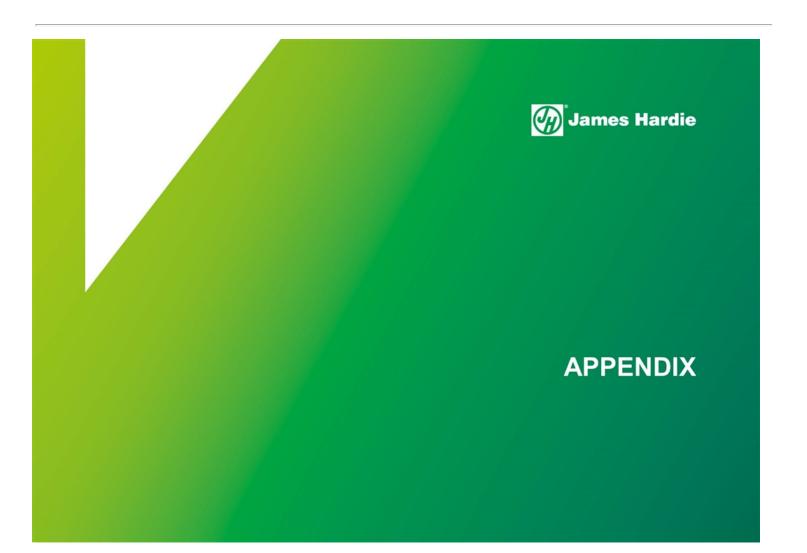
James Hardie

## **SUMMARY**

- Clear market leader with manufacturing and competitive advantages supported by an annual R&D spend of around US\$30m, combined with in-house product development and technical expertise
- Targeting North America & Europe Fiber Cement Segment EBIT margins of between 20%-25% for FY16 and beyond
- Operating in an industry with high barriers to entry now producing 7<sup>th</sup> generation fiber cement
- Core strategy is 35/90: growing fiber cement's category share of North America exterior siding from 18% to 35% whilst maintaining c.90% market share
- US Housing market continues to improve and input costs (with the exception of cement) continue to trend downwards







# U.S. MARKETPLACE



James Hardie

# **AUSTRALIA & NEW ZEALAND MARKETPLACE**







James Hardie

# NORTH AMERICA AND EUROPE FIBER CEMENT – 5 YEAR RESULTS OVERVIEW

	FY11	FY12	FY13	FY14	FY15
Net Sales US\$m	814	862	951	1,128	1,277
Sales Volume mmsf	1,248	1,332	1,489	1,697	1,850
Average Price US\$ per msf <sup>2</sup>	648	642	626	652	675
EBIT US\$m <sup>1</sup>	160	163	163	237	286
EBIT Margin % <sup>1</sup>	20	19	17	21	22

<sup>&</sup>lt;sup>1</sup>Excludes asset impairment charges of US\$14.3 million and US\$16.9 million in FY12 and FY13, respectively

<sup>&</sup>lt;sup>2</sup>During the second quarter of FY14, the company refined its methodology for calculating average net sales price in both the USA and Europe and Asia Pacific Fiber Cement segments to exclude ancillary products that have no impact on fiber cement sales volume, which is measured and reported in mmsf. As the revenue contribution of these ancillary products has been increasing, the company believes the refined methodology provides an improved disclosure of average net sales price, in line with the company's primary fibre cement business, which is a key segment performance indicator. The company has restated average net sales price in the prior periods to conform with the current calculation of average net sales price.



## **ASIA PACIFIC FIBER CEMENT – 5 YEAR RESULTS OVERVIEW**

	FY11	FY12	FY13	FY14	FY15
Net Sales US\$m	353	376	370	366	380
Sales Volume mmsf	408	392	394 417		456
Average Price A\$ per msf <sup>1</sup>	906	906	901	930	942
EBIT US\$m²	79	86	75	83	90
EBIT Margin % <sup>2</sup>	23	23	20	23	24

<sup>1</sup>During the second quarter of FY14, the company refined its methodology for calculating average net sales price in both the USA and Europe and Asia Pacific Fiber Cement segments to exclude ancillary products that have no impact on fiber cement sales volume, which is measured and reported in mmsf. As the revenue contribution of these ancillary products has been increasing, the company believes the refined methodology provides an improved disclosure of average net sales price, in line with the company's primary fiber cement business, which is a key segment performance indicator. The company has restated average net sales price in the prior periods to conform with the current calculation of average net sales price.

<sup>2</sup>Excludes New Zealand weathertightness claims of US\$5.4 million , US\$13.2 million , US\$1.8 million and US\$4.3 million in FY12, FY13, FY14 and FY15, respectively



# **KEY RATIOS**

	Nine Moi	nths Ended 31 D	ecember				
	9 Months FY16	9 Months FY15	9 Months FY14				
EPS (Diluted) <sup>1</sup> (US Cents)	41c	37c	34c				
EBIT/ Sales (EBIT margin) <sup>2</sup>	20.7%	20.7% 17.9%					
Gearing Ratio <sup>1</sup>	27.7%	20.3%	(13.4)%				
Net Interest Expense Cover <sup>2</sup>	14.7x	49.6x	63.0x				
Net Interest Paid Cover <sup>2</sup>	20.1x	106.3x	65.1x				
Net Debt Payback <sup>3</sup>	1.0yrs	-					

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Excludes asbestos adjustments, AICF SG&A expenses, AICF interest income, New Zealand weathertightness claims and tax adjustments
 Excludes asbestos adjustments, AICF SG&A expenses and New Zealand weathertightness claims
 Excludes asbestos adjustments and changes in asbestos-related assets and liabilities

#### **DEFINITIONS AND OTHER TERMS**

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

#### **Definitions**

#### Non-financial Terms

AFFA - Amended and Restated Final Funding Agreement

AICF - Asbestos Injuries Compensation Fund Ltd

NBSK - Northern Bleached Soft Kraft; the company's benchmark grade of pulp

<u>Legacy New Zealand weathertightness claims</u> ("New Zealand weathertightness claims") – Expenses arising from defending and resolving claims in New Zealand that allege poor building design, inadequate certification of plans, inadequate construction review and compliance certification and deficient work by sub-contractors



#### **DEFINITIONS AND OTHER TERMS**

#### Financial Measures - US GAAP equivalents

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

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



#### **DEFINITIONS AND OTHER TERMS**

**EBIT** – Earnings before interest and taxes

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

#### Sales Volumes

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

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

#### **Financial Ratios**

Gearing Ratio - Net debt (cash) divided by net debt (cash) plus shareholders' equity

Net interest expense cover - EBIT divided by net interest expense (excluding loan establishment fees)

Net interest paid cover - EBIT divided by cash paid during the period for interest, net of amounts capitalized

Net debt payback - Net debt (cash) divided by cash flow from operations

Net debt (cash) - Short-term and long-term debt less cash and cash equivalents

Return on capital employed - EBIT divided by gross capital employed

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Adjusted EBIT and Adjusted EBIT margin — Adjusted EBIT and Adjusted EBIT margin are not measures of financial performance under US GAAP and should not be considered to be more meaningful than EBIT and EBIT margin. Management has included these financial 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 provides useful information regarding its financial condition and results of operations. Management uses these non-US GAAP measures for the same purposes.

US\$ Millions	Millions Three Months and Nine Months Ended 31 December										
		Q3'16 Q3'15			9 Months FY16			9 Months FY15			
EBIT	\$	52.1	\$	126.4	\$	297.7	\$	322.4			
Asbestos:											
Asbestos adjustments		29.0		(54.9)		(32.5)		(96.9)			
AICF SG&A expenses		0.5		0.6		1.3		1.9			
New Zealand weathertightness claims		0.4		(5.2)		0.5		(4.2)			
Adjusted EBIT		82.0		66.9		267.0		223.2			
Net sales	\$	413.9	\$	388.4	\$	1,292.4	\$	1,245.6			
Adjusted EBIT margin		19.8%		17.2%		20.7%		17.9%			



Adjusted net operating profit – Adjusted net operating profit is not a measure of financial performance under US GAAP and should not be considered to be more meaningful than net operating profit. Management has included this financial measure 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. Management uses this non-US GAAP measure for the same purposes.

US\$ Millions Three Months and Nine Months Ended 31 December									
		Q3'16 Q3'15		Q3'16 Q3'15 9 Months FY16					9 Months FY15
Net operating profit	\$	25.4	\$	107.5	\$	215.6	\$	263.6	
Asbestos:									
Asbestos adjustments		29.0		(54.9)		(32.5)		(96.9)	
AICF SG&A expenses		0.5		0.6		1.3		1.9	
AICF interest expense (income), net		0.1		(0.5)		0.1		(1.0)	
New Zealand weathertightness claims		0.4		(5.2)		0.5		(4.2)	
Asbestos and other tax adjustments		8.0		1.1		-		0.7	
Adjusted net operating profit	\$	56.2	\$	48.6	\$	185.0	\$	164.1	



Adjusted diluted earnings per share — Adjusted diluted earnings per share is not a measure of financial performance under US GAAP and should not be considered to be more meaningful than diluted earnings per share. Management has included this financial measure 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. Management uses this non-US GAAP measure for the same purposes.

	Three Months and Nine Months Ended 31 December										
	Q3'16 Q3'15 9 Months FY16		3'16 Q3'15			9	Months FY15				
Adjusted net operating profit (US\$ Millions)	\$	56.2	\$	48.6	\$	185.0	\$	164.1			
Weighted average common shares outstanding - Diluted (millions)		447.1		445.9		447.3		445.9			
Adjusted diluted earnings per share (US cents)		13		11		41		37			



Adjusted income tax expense and Adjusted effective tax rate — Adjusted income tax expenses and Adjusted effective tax rate is not a measure of financial performance under US GAAP and should not be considered to be more meaningful than income tax expense and effective tax rate, respectively. Management has included these financial 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. Management uses these non-US GAAP measures for the same purposes.

US\$ Millions	Three Months and Nine Months Ended 31 December									
		Q3'16		Q3'15		9 Months FY16		9 Months FY15		
Operating profit before income taxes	\$	47.3	\$	124.7	\$	282.5	\$	315.0		
Asbestos:										
Asbestos adjustments		29.0		(54.9)		(32.5)		(96.9)		
AICF SG&A expenses		0.5		0.6		1.3		1.9		
AICF interest expense (income), net		0.1		(0.5)		0.1		(1.0)		
New Zealand weathertightness claims		0.4		(5.2)		0.5		(4.2)		
Adjusted operating profit before income taxes	\$	77.3	\$	64.7	\$	251.9	\$	214.8		
Income tax expense	\$	(21.9)	\$	(17.2)	\$	(66.9)	\$	(51.4)		
Asbestos-related and other tax adjustments		0.8		1.1		-		0.7		
Adjusted income tax expense	\$	(21.1)	\$	(16.1)	\$	(66.9)	\$	(50.7)		
Effective tax rate		46.3%		13.8%		23.7%		16.3%		
Adjusted effective tax rate		27.3%		24.9%		26.6%		23.6%		



Adjusted EBITDA — is not a measure of financial performance under US GAAP and should not be considered an alternative to, or more meaningful than, income from operations, net income or cash flows as defined by US GAAP or as a measure of profitability or liquidity. Not all companies calculate Adjusted EBITDA in the same manner as James Hardie has and, accordingly, Adjusted EBITDA may not be comparable with other companies. Management has included information concerning Adjusted EBITDA because it believes that this data is commonly used by investors to evaluate the ability of a company's earnings from its core business operations to satisfy its debt, capital expenditure and working capital requirements.

US\$ Millions	Three Months and Nine Months Ended 31 December									
	Q3'16 Q3'15 9 Months FY16				9	Months FY15				
EBIT	\$	52.1	\$	126.4	\$	297.7	\$	322.4		
Depreciation and amortization		19.3		17.9		55.1		52.0		
Adjusted EBITDA	\$	71.4	\$	144.3	\$	352.8	\$	374.4		



Adjusted selling, general and administrative expenses – Adjusted selling, general and administrative expenses ("Adjusted SG&A") is not a measure of financial performance under US GAAP and should not be considered to be more meaningful than selling, general and administrative expenses. Management has included these financial 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 provides useful information regarding its financial condition and results of operations. Management uses these non-US GAAP measures for the same purposes.

US\$ Millions	Three Months and Nine Months Ended 31 December							
	Q3'16		Q3'16		9 Months FY16		9	Months FY15
SG&A expenses	\$	61.4	\$	56.0	\$	185.5	\$	176.7
Excluding:								
New Zealand weathertightness claims		(0.4)		5.2		(0.5)		4.2
AICF SG&A expenses		(0.5)		(0.6)		(1.3)		(1.9)
Adjusted SG&A expenses	\$	60.5	\$	60.6	\$	183.7	\$	179.0
Net Sales	\$	413.9	\$	388.4	\$	1,292.4	\$	1,245.6
SG&A expenses as a percentage of net sales		14.8%		14.4%		14.4%		14.2%
Adjusted selling, general and administrative expenses as a percentage of net sales		14.6%		15.6%		14.2%		14.4%





# DEUTSCHE BANK DEPOSITARY RECEIPTS VIRTUAL INVESTOR CONFERENCE PRESENTATION

**MARCH 2016**