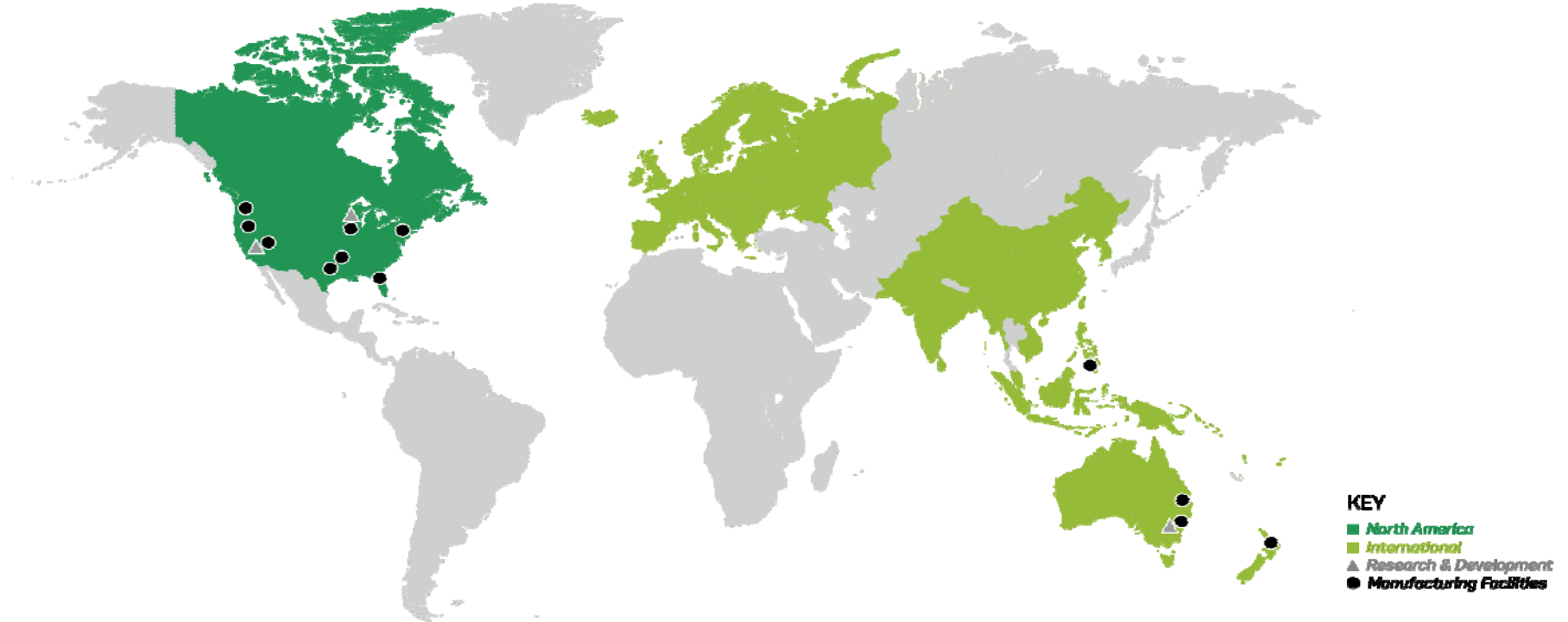




GROWTH THROUGH INTERNATIONAL

Jack Truong

INTERNATIONAL BUSINESS IN CONTEXT- FY 2017



KEY
■ North America
■ International
▲ Research & Development
● Manufacturing Facilities

NORTH AMERICA FIBRE CEMENT

NET SALES	SALES VOLUME	AVERAGE NET SALES PRICE
US\$1,493M ↑ 12% from 2016	2,215mmsf ↑ 12% from 2016	US\$665 per msf ↓ 1% from 2016
GROSS PROFIT	EBIT ²	EMPLOYEES
↑ 3% from 2016 GROSS MARGIN	US\$344M ↓ 2% from 2016	2,390 ↑ 14% from 2016
↓ 3.1PP from 2016		

INTERNATIONAL FIBRE CEMENT

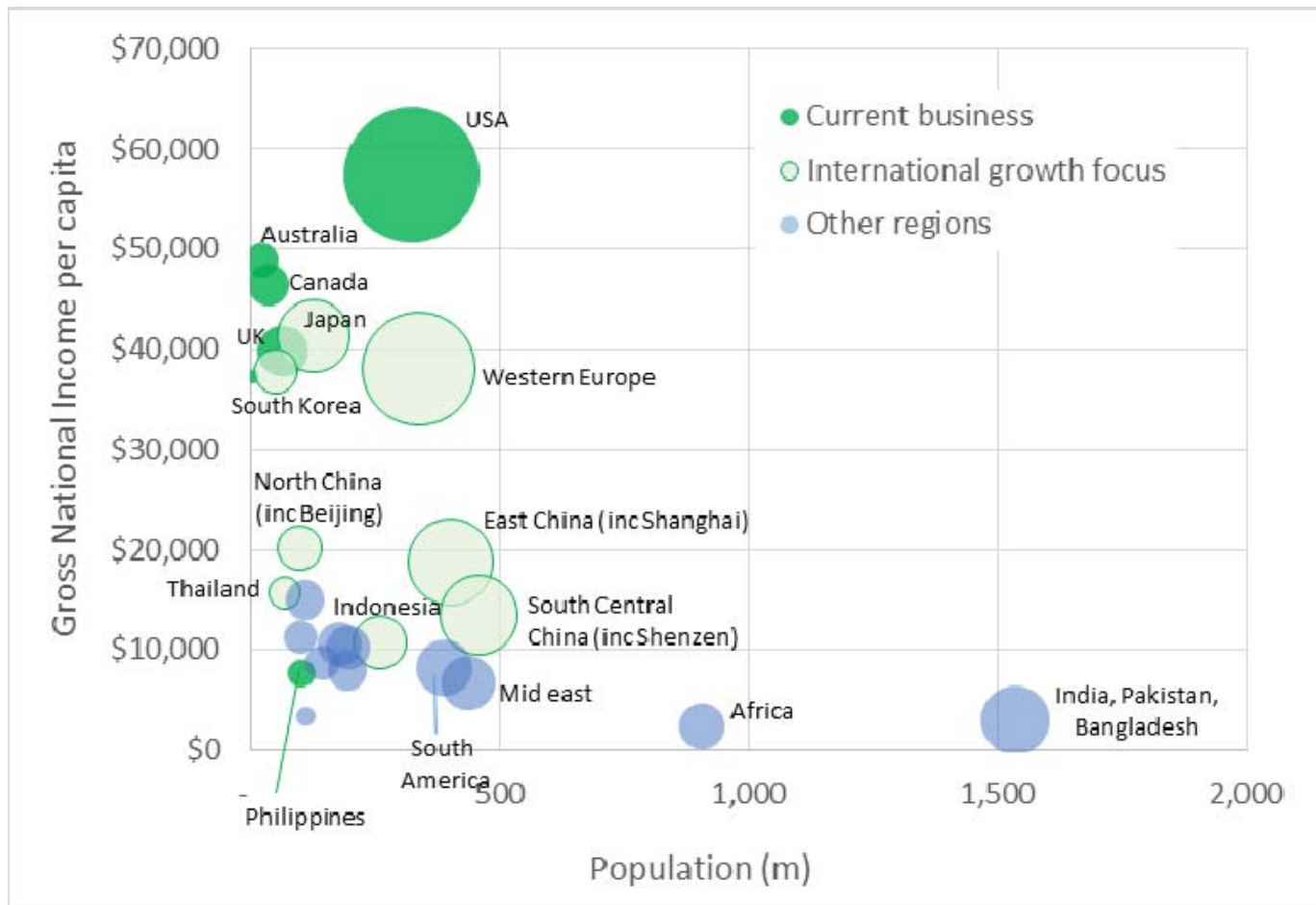
NET SALES	SALES VOLUME ³	AVERAGE NET SALES PRICE
US\$412M ↑ 8% from 2016	487mmsf ↑ 3% from 2016	US\$775 per msf ↑ 6% from 2016
GROSS PROFIT	EBIT ²	EMPLOYEES
↑ 21% from 2016 GROSS MARGIN	US\$95M ↑ 21% from 2016	943 ↑ 6% from 2016
↑ 3.9PP from 2016		

²Unless otherwise stated for fiscal years 2011 through to 2017, Adjusted EBIT graphs and editorial comments refer to EBIT that may exclude asbestos, asset impairments, ASIC expenses, non-recurring stamp duty and/or New Zealand weathertightness claims.
³Excludes Australian Pipes business sold in the first quarter of fiscal year 2016.

GROWTH ABOVE MARKET IN APAC & EUROPE

- Continue to focus on gaining share in new home construction and repair & renovation segments
- Expand product portfolio from cladding, linings and ceilings to facades, floors and decking
- Invest in consumer insights, local R&D and manufacturing to better serve our end-use customers

EXPANDING OUR FOOTPRINT IN EUROPE AND ASIA



Our business has a strong platform in:

- USA
- Canada
- Australia
- New Zealand
- the Philippines
- the UK

Our international growth expansion will be in

- Western Europe
- China (region specific),
- Southeast Asia

Note: Bubble size: Total GDP (PPP)

Source: Company information, CIA world factbook



James Hardie