

# Results for Announcement to the Market

## James Hardie Industries plc

ARBN 097 829 895

<b>Appendix 4E - Preliminary Final Report Year Ended 31 March 2023</b>				
Key Information	Year Ended 31 March			
	FY 2023 US\$M	FY 2022 US\$M	Movement	
Net Sales From Ordinary Activities	3,777.1	3,614.7	Up	4%
Profit From Ordinary Activities After Tax Attributable to Shareholders	512.0	459.1	Up	12%
Net Profit Attributable to Shareholders	512.0	459.1	Up	12%
Net Tangible Assets per Ordinary Share	US\$2.85	US\$2.18	Up	31%

### Dividend Information

- On 8 November 2022, the Company announced the replacement of ordinary dividends with a share buyback program
- The FY2022 second half ordinary dividend ("FY2022 second half dividend") of US30.0 cents per security was paid to CUFS holders on 29 July 2022.

### Movements in Controlled Entities during the full year Ended 31 March 2023

The following entity was created: James Hardie Fiber Cement Europe GmbH (29 June 2022).

The following entity was renamed: Fermacell B.V. to James Hardie Netherlands B.V. (16 March 2023).

The following entities were dissolved: SNC Parc 3 (30 June 2022) and James Hardie France SAS (1 July 2022).

### Associates and Joint Venture Entities

FELS Recycling GmbH (51%); Aplicaciones Minerales S.A. (28%)

### Audit

The results and information included within this Preliminary Final Report have been prepared using US GAAP and have been subject to an independent audit by external auditors.

### Results for the Fourth Quarter and Year Ended 31 March 2023

#### Contents

1. Media Release
2. Management's Analysis of Results
3. Management Presentation
4. Consolidated Financial Statements

James Hardie Industries plc is incorporated under the laws of Ireland with its corporate seat in Dublin, Ireland. The liability of members is limited. The information contained in the above documents should be read in conjunction with the James Hardie 2023 Annual Report which can be found on the company website at <https://ir.jameshardie.com.au/financial-information/financial-results>.

## **James Hardie Industries Announces Fourth Quarter And Fiscal Year 2023 Results**

**Record Global Net Sales of US\$3.8 Billion for the Fiscal Year  
Global Adjusted Net Income of US\$605.5 Million for the Fiscal Year  
Fourth Quarter Adjusted Net Income of US\$146.2 Million,  
up 13% sequentially from the Third Quarter**

**James Hardie Industries plc (ASX: JHX; NYSE: JHX)**, today announced results for its fourth quarter and full year ending 31 March 2023.

### **Full Year Fiscal Year 2023 Highlights, Compared to Full Year Fiscal Year 2022, as applicable:**

- Global Net Sales increased 4% to a record US\$3,777.1 million
- North America Fiber Cement Segment: Net Sales increased 9% to a record US\$2,787.6 million, and EBIT increased 4% to a record US\$767.5 million, at an EBIT margin of 27.5%
- Asia Pacific Fiber Cement Segment: Net Sales increased 1% to a record A\$787.0 million at an EBIT margin of 26.5%
- Europe Building Products Segment: Net Sales increased 3% to a record €431.8 million at an EBIT margin of 5.8%

### **Fourth Quarter Fiscal Year 2023 Highlights, Compared to Fourth Quarter Fiscal Year 2022, as applicable:**

- Global Net Sales decreased 5% to US\$917.8 million with Price/Mix growth of +8% as all three regions delivered value added solutions to our customers
- Global Adjusted Net Income of US\$146.2 million, with an Adjusted EBITDA margin of 25.4%
- North America Fiber Cement Segment: Net Sales of US\$651.5 million with Price/Mix growth of +8%, at an EBIT margin of 29.0%
- Asia Pacific Fiber Cement Segment: Net Sales increased 2% to A\$204.6 million and EBIT increased 12% to A\$59.1 million at an EBIT margin of 28.9%
- Europe Building Products Segment: Net Sales increased 2% to €117.8 million with Price/Mix growth of +14% at an EBIT margin of 6.7%

Speaking to the results, James Hardie CEO Aaron Erter said, “Our team executed successfully and closed out fiscal year 2023, delivering record net sales globally and in all three regions in local currency for the full year. In addition, we delivered full year Adjusted Net Income and Operating Cash Flows of US\$605.5 million and US\$607.6 million, respectively. I am pleased with how the team adjusted during the year to prepare the company to thrive through this cycle. This is reflected in our strong fourth quarter results, including all three regions delivering significant EBIT margin improvement sequentially in the fourth quarter.”

Speaking to managing through dynamic market conditions, Mr. Erter stated, “We are controlling what we can control, this is about being agile and adaptive to respond to significant changes in market conditions while remaining thoughtful and focused on where we can accelerate our competitive advantages. We remain focused on continued strong execution of our strategy to drive profitable share gain. I believe our fourth quarter results are a proof point that we are effectively managing through this cycle. We have a superior value proposition with the right products and solutions that our customers are seeking, which allows us to continue to deliver differentiated results. We are homeowner focused, customer and contractor driven, providing the entire value chain with world class products and services.”

#### **Fourth Quarter Fiscal Year 2023 Results Compared to Fourth Quarter Fiscal Year 2022 Results**

*Global:* Global Net Sales declined 5% to US\$917.8 million, while Global Adjusted EBIT decreased 17% to US\$187.5 million. Global Adjusted Net Income decreased 18% to US\$146.2 million. Global Adjusted EBIT margin of 20.4% was achieved through strong operational performance and continued achievement of strong Price/Mix offset by high input costs and reduced volumes.

*North America Fiber Cement Segment:* Net Sales declined 6% to US\$651.5 million. Volumes declined 14%, adversely impacted by the slowdown in the housing market, which was partially offset by Price/Mix growth of +8%. Lower volumes and higher input costs led to an 8% decline in EBIT to US\$188.8 million. The EBIT margin contracted 70 basis points to 29.0%.

*Asia Pacific Fiber Cement Segment:* Net sales increased 2% to A\$204.6 million. Price/Mix growth of +12%, was partially offset by a 10% decline in volumes due to the slowdown in the Australia and New Zealand housing markets. EBIT increased 12% to A\$59.1 million driven by higher net sales, and EBIT margin expanded by 260 basis points to 28.9%.

*Europe Building Products Segment:* Net Sales increased +2% to €117.8 million. Price/Mix growth of +14% was partially offset by a 12% decline in volumes driven by the slowdown in the housing markets we participate in. EBIT decreased to €7.9 million at an EBIT margin of 6.7%, primarily due to the impact of inflation on key input costs and higher SG&A expenses.

#### **Capital Resources**

Operating cash flow generation of US\$607.6 million in fiscal year 2023 was driven by profitable organic sales growth, partially offset by an increase in working capital. Working capital increased by US\$101.9 million primarily due to increased inventory levels globally and lower accounts payable balances, partially offset by lower accounts receivable.

James Hardie Chief Financial Officer, Jason Miele, stated, “We continue to maintain a strong liquidity position, with our leverage ratio at 0.99x and US\$475.8 million of liquidity. We expect our continued robust operating cash flows will ensure we maintain this strong liquidity position. Our capital allocation framework remains unchanged and matches who we are, a growth company. The number one and primary focus of our capital allocation framework is to invest in organic growth.”

Commenting on capital expenditures, Mr. Miele stated “Our capacity expansion program is guided by our expectation for sustainable long term profitable share gain. In FY23, total capital expenditures were US\$591.3 million. Despite the changing market conditions, we remain committed to investing in capacity expansion, but we will continuously adjust, such that we remain flexible and agile to respond as demand increases coming out of this cycle.”

In December, we commenced our share buyback program, and during the fiscal year we bought back 3.8 million shares for total consideration of US\$78.4 million.

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## **Sustainability**

At James Hardie, we are all committed to Building Sustainable Communities and we recognize that keeping environmental and social considerations at the core of everything we do is fundamental to our success.

Commenting on sustainability, Mr. Erter said: "We have continued to make good progress in integrating ESG into how we operate, and we continue to make progress against the goals and targets we set out in our prior Sustainability Reports. We are currently in the process of setting new ESG goals and targets which you will see in our third annual Sustainability Report which will be published in July 2023."

For more on our commitment to Sustainability including our goals, see our FY22 Sustainability Report at <https://www.jameshardie.com/why-hardie/sustainability>.

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## **Outlook and Earnings Guidance**

The outlook for the housing markets we participate in, globally, is still very uncertain. In our largest market, North America, we expect our addressable market to decrease between 14% and 19% in fiscal year 2024 versus fiscal year 2023.

Guidance for the first quarter of fiscal year 2024; we expect:

- Adjusted Net Income to be in the range of US\$145 million to US\$165 million
- North American volumes to be in the range of 680 million to 710 million standard feet
- North American EBIT margin to be in the range of 28% to 30%

For the full year FY24, we expect to spend a total of approximately US\$550 million in capital expenditures.

James Hardie's guidance is based on current estimates and assumptions and is subject to several known and unknown uncertainties and risks.

## Key Financial Information

	Q4 FY23	Q4 FY22	Change	FY23	FY22	Change
<b>Group (US\$ millions)</b>						
Net Sales	917.8	968.2	(5)%	3,777.1	3,614.7	4%
Adjusted EBIT	187.5	225.3	(17%)	779.8	815.6	(4%)
Adjusted EBIT Margin (%)	20.4	23.3	-2.9 pts	20.6	22.6	-2.0 pts
Adjusted Net Income	146.2	177.5	(18%)	605.5	620.7	(2%)
Operating Cash Flow				607.6	757.2	(20%)
<b>North America Fiber Cement (US\$ millions)</b>						
Net Sales	651.5	694.0	(6%)	2,787.6	2,551.3	9%
EBIT	188.8	206.1	(8%)	767.5	741.2	4%
EBIT Margin (%)	29.0	29.7	-0.7 pts	27.5	29.1	-1.6 pts
<b>Asia Pacific Fiber Cement (A\$ millions)</b>						
Net Sales	204.6	200.5	2%	787.0	777.7	1%
EBIT	59.1	52.8	12%	208.8	217.4	(4%)
EBIT Margin (%)	28.9	26.3	2.6 pts	26.5	28.0	-1.5 pts
<b>Europe Building Products (€ millions)</b>						
Net Sales	117.8	115.0	2%	431.8	420.5	3%
EBIT	7.9	16.1	(51%)	25.2	54.2	(54%)
EBIT Margin (%)	6.7	14.0	-7.3 pts	5.8	12.9	-7.1 pts

## Further Information

Readers are referred to the Company's Consolidated Financial Statements and Management's Analysis of Results for the full year ended 31 March 2023 for additional information regarding the Company's results, including information regarding income taxes, the asbestos liability and contingent liabilities.

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## Management Briefing for Analysts, Investors and Media

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James Hardie will conduct a teleconference and audio webcast for analysts, investors, and media on Tuesday, 16 May 2023, 8:30am Sydney, Australia time (Monday, 15 May 2023, 6:30pm New York City, USA time). Analysts, investors, and media can access the management briefing via the following:

All participants wishing to join the webcast, please use the following link:

<https://edge.media-server.com/mmc/p/nm5i6ki9>

All participants wishing to join the teleconference will need to pre-register by navigating to:

<https://s1.c-conf.com/diamondpass/10030023-po43jl.html>

Once registered, you will receive a calendar invite with dial-in numbers and a unique PIN which will be required to join the call.

Webcast Replay: Will be available after the Live Webcast concludes at <https://ir.jameshardie.com.au/financial-information/financial-results>.

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## Use of Non-GAAP Financial Information; Australian Equivalent Terminology

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This Media Release includes financial measures that are not considered a measure of financial performance under generally accepted accounting principles in the United States (GAAP), such as Adjusted net income and Adjusted EBIT. These non-GAAP financial measures should not be considered to be more meaningful than the equivalent GAAP measure. Management has included such measures to provide investors with an alternative method for assessing its operating results in a manner that is focused on the performance of its ongoing operations and excludes the impact of certain legacy items, such as asbestos adjustments. Additionally, management uses such non-GAAP financial measures for the same purposes. However, these non-GAAP financial measures are not prepared in accordance with GAAP, may not be reported by all of the Company's competitors and may not be directly comparable to similarly titled measures of the Company's competitors due to potential differences in the exact method of calculation. The Company is unable to forecast the comparable US GAAP financial measure for future periods due to, amongst other factors, uncertainty regarding the impact of actuarial estimates on asbestos-related assets and liabilities in future periods. For additional information regarding the non-GAAP financial measures presented in this Media Release, including a reconciliation of each non-GAAP financial measure to the equivalent GAAP measure, see the section titled "Non-GAAP Financial Measures" included in the Company's Management's Analysis of Results for the full year ended 31 March 2023.

In addition, this Media Release includes financial measures and descriptions that are considered to not be in accordance with GAAP, but which are consistent with financial measures reported by Australian companies, such as EBIT and EBIT margin. Since the Company prepares its Consolidated Financial Statements in accordance with GAAP, the Company provides investors with definitions and a cross-reference from the non-GAAP financial measure used in this Media Release to the equivalent GAAP financial measure used in the Company's Consolidated Financial Statements. See the section titled "Non-GAAP Financial Measures" included in the Company's Management's Analysis of Results for the full year ended 31 March 2023.

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### Forward-Looking Statements

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This Media Release contains forward-looking statements and information that are necessarily subject to risks, uncertainties and assumptions. Many factors could cause the actual results, performance or achievements of James Hardie to be materially different from those expressed or implied in this release, including, among others, the risks and uncertainties set forth in Section 3 “Risk Factors” in James Hardie’s Annual Report on Form 20-F for the fiscal year ended 31 March 2023; changes in general economic, political, governmental and business conditions globally and in the countries in which James Hardie does business; changes in interest rates; changes in inflation rates; changes in exchange rates; the level of construction generally; changes in cement demand and prices; changes in raw material and energy prices; changes in business strategy and various other factors. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein. James Hardie assumes no obligation to update or correct the information contained in this Media Release except as required by law.

This media release has been authorized by the James Hardie Board of Directors.

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### Investor/Media/Analyst Enquiries:

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



## Management's Analysis of Results

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This Management's Analysis of Results forms part of a package of information about James Hardie Industries plc's results. It should be read in conjunction with the other parts of this package, including the Media Release, the Management Presentation and the Consolidated Financial Statements. Except as otherwise indicated in this Management's Analysis of Results, James Hardie Industries plc is referred to as "JHI plc." JHI plc, together with its direct and indirect wholly-owned subsidiaries, are collectively referred to as "James Hardie," the "Company," "we," "our," or "us." Definitions for certain capitalized terms used in this Management's Analysis of Results can be found in the section titled "Non-GAAP Financial Measures."

This Management's Analysis of Results includes financial measures that are not considered a measure of financial performance under generally accepted accounting principles in the United States ("GAAP"). These non-GAAP financial measures should not be considered to be more meaningful than the equivalent GAAP measures. Management has included such measures to provide investors with an alternative method for assessing its financial condition and operating results in a manner that is focused on the performance of its ongoing operations. These measures exclude the impact of certain legacy items, such as asbestos adjustments, or significant non-recurring items, such as asset impairments, restructuring expenses, as well as adjustments to tax expense. In addition, management provides an adjusted effective tax rate, which excludes the tax impact of the special pre-tax items (items listed above) and special tax items. Management believes that this non-GAAP tax measure provides an ongoing effective rate which investors may find useful for historical comparisons and for forecasting and is an alternative method of assessing the economic impact of taxes on the Company, as it more closely approximates payments to taxing authorities. Management uses such non-GAAP financial measures for the same purposes. These non-GAAP measures should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. These non-GAAP financial measures are not prepared in accordance with GAAP, may not be reported by all of the Company's competitors and may not be directly comparable to similarly titled measures of the Company's competitors due to potential differences in the exact method of calculation. For additional information regarding the non-GAAP financial measures presented in this Management's Analysis of Results, including a reconciliation of each non-GAAP financial measure to the equivalent GAAP measure, see the section titled "Non-GAAP Financial Measures." In addition, this Management's Analysis of Results includes financial measures and descriptions that are considered to not be in accordance with GAAP, but which are consistent with financial measures reported by Australian companies. Since James Hardie prepares its consolidated financial statements in accordance with GAAP, the Company provides investors with definitions and a cross-reference from the non-GAAP financial measure used in this Management's Analysis of Results to the equivalent GAAP financial measure used in the Company's Consolidated Financial Statements. See the section titled "Non-GAAP Financial Measures."

These documents, along with an audio webcast of the Management Presentation on 16 May 2023, are available from the Investor Relations area of our website at <https://ir.jameshardie.com.au/financial-information/financial-results>.

### **Investor/Media/Analyst Inquiries:**

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## Overview

James Hardie Industries plc is a world leader in the manufacturing of fiber cement building solutions, and a market leader in fiber gypsum and cement-bonded boards in Europe. Our fiber cement building materials include a wide-range of products for both external and internal use across a broad range of applications. We have four reportable segments: North America Fiber Cement, Asia Pacific Fiber Cement, Europe Building Products and Research and Development.

## Full Year Financial Highlights

US\$ Millions (except per share data)	Full Year Ended 31 March		
	FY23	FY22	Change
Net sales	\$ 3,777.1	\$ 3,614.7	4%
Gross margin (%)	34.7	36.3	(1.6 pts)
EBIT	741.4	682.6	9%
EBIT margin (%)	19.6	18.9	0.7 pts
Adjusted EBIT <sup>1</sup>	779.8	815.6	(4%)
Adjusted EBIT margin (%) <sup>1</sup>	20.6	22.6	(2.0 pts)
Net income	512.0	459.1	12%
Adjusted Net income <sup>1</sup>	605.5	620.7	(2%)
Earnings per share - diluted	\$ 1.15	\$ 1.03	12%
Adjusted earnings per share - diluted <sup>1</sup>	\$ 1.36	\$ 1.39	(2%)

<sup>1</sup> See section titled "Non-GAAP Financial Measures" for a reconciliation to the equivalent GAAP measure

- **Net sales** increased 4% to US\$3,777.1 million driven by Price/Mix growth of 9% as all three regions delivered value added solutions to our customers. This growth was partially offset by a volume decrease of 5% resulting from weaker global housing markets.
- **Adjusted EBIT** decreased 4% to US\$779.8 million with an adjusted EBIT margin of 20.6% due to lower gross margin of 1.6 percentage points. The challenging global macro environment conditions and high input costs that included significant inflationary pressures, impacted all of our segment results for the year.

Overall, the Company finished fiscal year 2023 strong by delivering record net sales globally and for all three regions in local currency for the full year. In Q4 FY2023, all three regions achieved sequential EBIT margin improvement by continuing to execute our strategy to drive profitable share gain. While the outlook for the housing markets we participate in is still uncertain, management is remaining thoughtful and focused on where we can accelerate our competitive advantages moving into FY2024.

We have a superior value proposition with the right products and solutions that our customers are seeking, which allows us to continue to deliver differentiated results. We are homeowner focused, customer and contractor driven, providing the entire value chain with world class products and services.

## North America Fiber Cement Segment

Operating results for the North America Fiber Cement segment were as follows:

US\$ Millions	Full Year Ended 31 March		
	FY23	FY22	Change
Volume (mmsf)	3,038.5	3,112.2	(2%)
Fiber cement net sales	2,787.6	2,551.3	9%
Gross profit			5%
Gross margin (%)			(1.5 pts)
EBIT	767.5	741.2	4%
EBIT margin (%)	27.5	29.1	(1.6 pts)

### FY23 vs FY22

Net sales increased 9% on the strength of our Price/Mix growth of 11%. Price/Mix growth resulted from the execution of our strategy to drive profitable share gain by providing the right solutions our customers are seeking, combined with our strategic price increases.

Gross margin decreased as a result of the following components:

Higher average net sales price	6.6 pts
Higher production and distribution costs	(8.1 pts)
Total percentage point change in gross margin	(1.5 pts)

Higher production and distribution costs resulted from significant inflationary pressures across almost all categories, with the largest impacts being increased costs of pulp, labor, cement and energy.

SG&A expenses increased 10% primarily driven by a higher investment in marketing, with the first half up 27% and the second half down 6% versus the prior corresponding periods. The first half was reflective of our strategy to increase our investment in marketing, talent and other SG&A initiatives which began in FY22, and then later in the year we reallocated and prioritized our SG&A expenditures to adapt to the market conditions. As a percentage of sales, SG&A expenses were flat.

EBIT margin decreased 1.6 percentage points to 27.5%, driven by lower gross margin.

## Asia Pacific Fiber Cement Segment

The Asia Pacific Fiber Cement segment is comprised of the following regions: (i) Australia; (ii) New Zealand; and (iii) the Philippines.

Operating results for the Asia Pacific Fiber Cement segment in US dollars were as follows:

US\$ Millions	Full Year Ended 31 March		
	FY23	FY22	Change
Volume (mmsf)	577.2	633.3	(9%)
Fiber cement net sales	539.2	574.9	(6%)
Gross profit			(8%)
Gross margin (%)			(0.6 pts)
EBIT	142.8	160.8	(11%)
EBIT margin (%)	26.5	28.0	(1.5 pts)

Operating results for the Asia Pacific Fiber Cement segment in Australian dollars were as follows:

A\$ Millions	Full Year Ended 31 March		
	FY23	FY22	Change
Volume (mmsf)	577.2	633.3	(9%)
Fiber cement net sales	787.0	777.7	1%
Gross profit			(1%)
Gross margin (%)			(0.6 pts)
EBIT	208.8	217.4	(4%)
EBIT margin (%)	26.5	28.0	(1.5 pts)

## FY23 vs FY22 (A\$)

Net sales increased 1%, driven by Price/Mix growth of 10%, offset by lower volumes of 9%. The growth in Price/Mix resulted from the execution of our strategy to drive profitable share gain by providing the right solutions our customers are seeking combined with our strategic price increases. The decline in volumes is primarily attributable to softening of housing market activity in Australia and New Zealand.

The decrease in gross margin can be attributed to the following components:

Higher average net sales price	5.5 pts
Higher production and distribution costs	(6.1 pts)
Total percentage point change in gross margin	<u>(0.6 pts)</u>

Higher production and distribution costs resulted from significant inflationary pressures across almost all categories, with the largest impacts being increased costs of energy, pulp and freight.

SG&A expenses increased 10%, primarily driven by higher employee costs, with the first half up 21% and the second half down 1% versus the prior corresponding periods. The first half was reflective of our strategy to increase our investment in talent, and then later in the year we reallocated and prioritized our SG&A expenditures to adapt to the market conditions. As a percentage of sales, SG&A expenses increased 0.8 percentage points.

EBIT margin of 26.5% decreased 1.5 percentage points, driven by lower gross margin and higher SG&A expenses.

## Europe Building Products Segment

The Europe Building Products segment is comprised of: (i) Europe Fiber Cement; and (ii) Europe Fiber Gypsum.

Operating results for the Europe Building Products segment in US dollars were as follows:

US\$ Millions	Full Year Ended 31 March		
	FY23	FY22	Change
Volume (mmsf)	849.0	952.6	(11%)
Fiber cement net sales	68.6	76.3	(10%)
Fiber gypsum net sales <sup>1</sup>	381.7	412.2	(7%)
Net sales	450.3	488.5	(8%)
Gross profit			(23%)
Gross margin (%)			(4.5 pts)
EBIT	26.5	62.9	(58%)
EBIT margin (%)	5.8	12.9	(7.1 pts)

<sup>1</sup> Also includes cement bonded board net sales

Operating results for the Europe Building Products segment in Euros were as follows:

€ Millions	Full Year Ended 31 March		
	FY23	FY22	Change
Volume (mmsf)	849.0	952.6	(11%)
Fiber cement net sales	65.8	65.6	—%
Fiber gypsum net sales <sup>1</sup>	366.0	354.9	3%
Net sales	431.8	420.5	3%
Gross profit			(14%)
Gross margin (%)			(4.5 pts)
EBIT	25.2	54.2	(54%)
EBIT margin (%)	5.8	12.9	(7.1 pts)

<sup>1</sup> Also includes cement bonded board net sales

## FY23 vs FY22 (€)

Net sales increased 3% due to a 14% growth in Price/Mix driven by our strategic price increases, partially offset by a 11% decrease in volumes. The volume decrease resulted from both lower fiber gypsum and fiber cement volumes as housing market activity decreased.

The decrease in gross margin is attributable to the following components:

Higher average net sales price	8.4 pts
Higher production and distribution costs	(12.9 pts)
Total percentage point change in gross margin	<u>(4.5 pts)</u>

Higher production and distribution costs resulted from significant inflationary pressures across almost all categories, with the largest impacts being increased costs of energy, gypsum and freight.

SG&A expenses increased 18% primarily due to higher employee and marketing costs. As a percentage of sales, SG&A expenses increased 2.2 percentage points.

EBIT margin of 5.8% decreased 7.1 percentage points primarily driven by lower gross margin and higher SG&A expenses.

## General Corporate

Results for General Corporate were as follows:

US\$ Millions	Full Year Ended 31 March		
	FY23	FY22	Change %
General Corporate SG&A expenses	\$ 123.7	\$ 114.9	8
Asbestos:			
Asbestos adjustments loss	37.0	131.7	(72)
AICF SG&A expenses	1.4	1.3	8
General Corporate costs	<b>\$ 162.1</b>	<b>\$ 247.9</b>	<b>(35)</b>

General Corporate SG&A expenses increased US\$8.8 million primarily due to higher employee costs, stock compensation expenses and New Zealand Weathertightness expenses, partially offset by lower other legal costs.

Asbestos adjustments primarily reflect the annual actuarial adjustment recorded in line with KPMG's actuarial report, as well as the non-cash foreign exchange re-measurement impact on asbestos related balance sheet items, driven by the change in the AUD/USD spot exchange rate from the beginning balance sheet date to the ending balance sheet date, for each respective period. In addition, these amounts are partially offset by gains and losses on foreign currency forward contracts related to future AICF payments.

Readers are referred to Note 12 of our 31 March 2023 consolidated financial statements for further information on asbestos.

The AUD/USD spot exchange rates are shown in the table below:

FY23		FY22	
31 March 2022	0.7482	31 March 2021	0.7601
31 March 2023	0.6711	31 March 2022	0.7482
Change	(10)%	Change	(2)%

Asbestos adjustments recorded by the Company were made up of the following components:

US\$ Millions	Full Year Ended 31 March	
	FY23	FY22
Change in estimates	\$ 57.1	\$ 140.9
Effect of foreign exchange on Asbestos net liabilities	(45.9)	(13.2)
Loss on foreign currency forward contracts	24.5	5.3
Other	1.3	(1.3)
Asbestos adjustments loss	\$ 37.0	\$ 131.7

The change in estimate for the actuarial adjustment for fiscal year 2023 is due to the annual inflation adjustment, higher expected claim numbers, partially offset by a reduction in the assumed average claims settlement costs.

Changes to the assumptions may be necessary in future periods should mesothelioma claims reporting escalate or decline. Potential variation in the estimated peak period of claims has an impact much greater than the other assumptions used to derive the discounted central estimate. In performing the sensitivity assessment of the estimated incidence pattern reporting for mesothelioma, if the pattern of incidence was shifted by two years, the central estimate could increase by approximately 21% on a discounted basis.

## Interest, net

US\$ Millions	Full Year Ended 31 March		
	FY23	FY22	Change %
Gross interest expense	\$ 45.5	\$ 42.2	8
Capitalized interest	(8.5)	(1.9)	347
Interest income	(2.1)	(0.1)	NM
AICF interest income, net	(4.2)	(0.9)	367
<b>Interest, net</b>	<b>\$ 30.7</b>	<b>\$ 39.3</b>	<b>(22)</b>

NM = not meaningful

Interest, net decreased primarily due to higher capitalized interest related to our capital expansion projects, and higher net AICF interest income driven by higher interest rates and AICF investments.



## Income Tax

US\$ Millions	Full Year Ended 31 March		
	FY23	FY22	Change
Income tax expense	211.5	184.0	15%
Effective tax rate (%)	29.2	28.6	0.6 pts
Adjusted income tax expense <sup>1</sup>	152.2	154.5	(1%)
Adjusted effective tax rate <sup>1</sup> (%)	20.1	19.9	0.2 pts

<sup>1</sup> Includes tax adjustments related to the amortization benefit of certain US intangible assets, asbestos, and other tax adjustments

The effective tax rate increased 0.6 percentage points primarily due to asbestos and other tax adjustments. The Adjusted effective tax rate increased 0.2 percentage points, primarily due to a change in the geographical mix of earnings.

## Net Income

US\$ Millions	Full Year Ended 31 March		
	FY23	FY22	Change %
<b>EBIT</b>			
North America Fiber Cement	\$ 767.5	\$ 741.2	4
Asia Pacific Fiber Cement	142.8	160.8	(11)
Europe Building Products	26.5	62.9	(58)
Research and Development	(33.3)	(34.4)	3
General Corporate <sup>1</sup>	(123.7)	(114.9)	(8)
<b>Adjusted EBIT</b>	<b>779.8</b>	<b>815.6</b>	<b>(4)</b>
<b>Net income</b>			
Adjusted interest, net <sup>1</sup>	34.9	40.2	(13)
Other (income) expense	(12.8)	0.2	NM
Adjusted income tax expense <sup>2</sup>	152.2	154.5	(1)
<b>Adjusted net income</b>	<b>\$ 605.5</b>	<b>\$ 620.7</b>	<b>(2)</b>

<sup>1</sup>. Excludes Asbestos-related expenses and adjustments

<sup>2</sup>. Includes tax adjustments related to the amortization benefit of certain US intangible assets, asbestos and other tax adjustments

NM = not meaningful

Adjusted net income of US\$605.5 million decreased 2%, primarily driven by lower EBIT in the Europe and Asia Pacific regions, partially offset by higher earnings in North America and the US\$8.9 million gain, net of tax, on sale of land in Europe.

## Cash Flow

US\$ Millions	Full Year Ended 31 March			
	FY23	FY22	Change	Change %
Net cash provided by operating activities	\$ 607.6	\$ 757.2	\$ (149.6)	(20)
Net cash used in investing activities	660.1	348.2	311.9	90
Net cash used in financing activities	25.4	449.6	(424.2)	(94)

Significant sources and uses of cash during fiscal year 2023 include:

- Cash provided by operating activities:
  - Net income, adjusted for non-cash items, of US\$818.9 million;
  - Working capital increased by US\$101.9 million, primarily due to higher inventory and lower accounts payable, partially offset by lower accounts receivable; and
  - Asbestos claims paid of US\$107.9 million.
- Cash used in investing activities:
  - Capital expenditures of US\$591.3 million, including global capacity expansion project spend of US\$378.4 million; and
  - AICF net investments of US\$74.4 million.
- Cash used in financing activities:
  - Dividend payment of US\$129.6 million;
  - Repurchase of shares under the share buyback program of US\$78.4 million; and
  - US\$190.0 million in net proceeds on our revolving credit facility.

## Capacity Expansion

Our capacity expansion program is guided by our expectation for sustainable long term profitable share gain. We continue to monitor macro-economic conditions and the impacts on the housing markets we do business in to ensure the program is aligned with our global strategy.

During fiscal year 2023, we:

- Completed construction of Trim finishing capacity in Prattville, Alabama and commissioned in Q1 FY23
- Completed construction of Brownfield expansion in Carole Park, Queensland and commissioned in Q4 FY23
- Decided to cancel plans for Pilot Plants, saving approximately US\$130 million in capital

In fiscal year 2024, we estimate total Capital Expenditures will be approximately US\$550 million and plan to:

- Complete construction of ColorPlus® finishing capacity in Westfield, Massachusetts in Q1 FY24
- Continue construction of Sheet Machines #3 and #4 in Prattville, Alabama, with Sheet Machine #3 expected to be completed in Q4 FY24
- Continue construction of ColorPlus® finishing capacity in Prattville, Alabama
- Continue construction of our Greenfield site in Truganina, Victoria
- Continue Brownfield expansion of the fiber gypsum facility in Orejo, Spain
- Purchase land in Q1 FY24 for our future USA Greenfield site in Crystal City, Missouri. We do not intend to begin construction of this site in FY24
- Purchase land for our future Fiber Cement Greenfield site in Europe in the first half of FY24. We do not intend to begin construction of this site in FY24

## Liquidity and Capital Allocation

Our cash position decreased US\$12.0 million, from US\$125.0 million at 31 March 2022 to US\$113.0 million at 31 March 2023. We also have US\$362.8 million of available borrowing capacity under our revolving credit facility at 31 March 2023.

Based on our existing cash balances, together with anticipated operating cash flows and unutilized credit facilities, we anticipate we will have sufficient funds to meet our planned working capital and other expected cash requirements for the next twelve months.

## Capital Management

Our Capital Allocation framework prioritizes the use of free cash flow as follows:

- Invest in organic growth
- Maintain a flexible balance sheet
- Deploy excess capital to shareholders via a share buyback program

For the full year ended 31 March 2023, we repurchased a total of 3.8 million shares for a total of US\$78.4 million for an average per share price of US\$20.45.

## Other Asbestos Information

	Full Year Ended 31 March		
	FY23	FY22	Change %
Claims received	555	555	—
Direct claims	403	411	(2)
Cross claims	152	144	6
Actuarial estimate for the period	543	573	(5)
Difference in claims received to actuarial estimate	12	(18)	
Average claim settlement (A\$)	303,000	314,000	(4)
Actuarial estimate for the period (A\$)	331,000	312,000	6
Difference in claims paid to actuarial estimate	(28,000)	2,000	

For the full year ended 31 March 2023, we noted the following related to asbestos-related claims:

- Total claims received were 2% above actuarial expectations and flat compared to prior year;
- Mesothelioma claims reported were 1% above actuarial expectations and 2% lower than prior year;
- Number of claims settled were 4% above actuarial expectations and 2% above prior year;
- Average claim settlement was 8% below actuarial expectations and 4% below prior year; and
- Direct mesothelioma average claim settlement sizes were higher than expected for the younger two age cohorts and lower than expected for the older two age cohorts.

### AICF Funding

We funded US\$109.6 million (A\$158.8 million) to AICF during fiscal year 2023, as provided under the AFFA. From the time AICF was established in February 2007 through the date of this Report, we have contributed approximately A\$2,057.8 million to the fund.

In accordance with the terms of the AFFA, the Company anticipates that it will contribute approximately A\$128 million (US\$86 million based on the exchange rate at 31 March 2023) to AICF during the fiscal year ending 31 March 2024.

Readers are referred to Notes 1 and 12 of our 31 March 2023 consolidated financial statements for further information on asbestos.

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## Financial Measures - GAAP equivalents

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This document contains the financial statement line item EBIT, which is considered to be non-GAAP, but is consistent with the term used by Australian companies. Because we prepare our consolidated financial statements under GAAP, the equivalent GAAP financial statement line item description used in our consolidated financial statements is Operating income (loss).

**EBIT** – Earnings before interest and tax.

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

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## Non GAAP Financial Terms

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This Management's Analysis of Results includes certain financial information to supplement the Company's consolidated financial statements which are prepared in accordance with accounting principles generally accepted in the United States ("GAAP"). These financial measures are designed to provide investors with an alternative method for assessing our performance from on-going operations, capital efficiency and profit generation. Management uses these financial measures for the same purposes. These financial measures include:

- Adjusted EBIT;
- Adjusted EBIT margin;
- Adjusted interest, net;
- Adjusted net income;
- Adjusted diluted earnings per share;
- Adjusted income before income taxes;
- Adjusted income tax expense;
- Adjusted effective tax rate; and
- Adjusted return on capital employed (Adjusted "ROCE")

These financial measures are or may be non-GAAP financial measures as defined in the rules of the U.S. Securities and Exchange Commission and may exclude or include amounts that are included or excluded, as applicable, in the calculation of the most directly comparable financial measures calculated in accordance with GAAP. These financial measures are not meant to be considered in isolation or as a substitute for comparable GAAP financial measures and should be read only in conjunction with the Company's consolidated financial statements prepared in accordance with GAAP. In evaluating these financial measures, investors should note that other companies reporting or describing similarly titled financial measures may calculate them differently and investors should exercise caution in comparing the Company's financial measures to similar titled measures by other companies.

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## Definitions

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**AFFA** – Amended and Restated Final Funding Agreement

**AICF** – Asbestos Injuries Compensation Fund Ltd

### **Sales Volume**

*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.

**Price/Mix** – The percentage growth in revenue attributable to price increases and shift in mix of products sold. Price/Mix is calculated as the Net Sales growth percentage less the Volume growth percentage.

**Working Capital** – The working capital calculation used in our cash provided by operating analysis includes the change in: (1) Accounts and other receivables, net; (2) Inventories; and (3) Accounts payable and accrued liabilities.

## Financial Measures - GAAP equivalents

### Adjusted EBIT

US\$ Millions	Three Months and Full Year Ended 31 March			
	Q4 FY23	Q4 FY22	FY23	FY22
<b>EBIT</b>	<b>\$ 130.6</b>	<b>\$ 82.4</b>	<b>\$ 741.4</b>	<b>\$ 682.6</b>
Asbestos:				
Asbestos adjustments loss	56.5	142.5	37.0	131.7
AICF SG&A expenses	0.4	0.4	1.4	1.3
<b>Adjusted EBIT</b>	<b>\$ 187.5</b>	<b>\$ 225.3</b>	<b>\$ 779.8</b>	<b>\$ 815.6</b>
Net sales	917.8	968.2	3,777.1	3,614.7
<b>Adjusted EBIT margin</b>	<b>20.4%</b>	<b>23.3%</b>	<b>20.6%</b>	<b>22.6%</b>

### Adjusted interest, net

US\$ Millions	Full Year Ended 31 March	
	FY23	FY22
<b>Interest, net</b>	<b>\$ 30.7</b>	<b>\$ 39.3</b>
AICF interest income, net	(4.2)	(0.9)
<b>Adjusted interest, net</b>	<b>\$ 34.9</b>	<b>\$ 40.2</b>

### Adjusted net income

US\$ Millions	Three Months and Full Year Ended 31 March			
	Q4 FY23	Q4 FY22	FY23	FY22
<b>Net income</b>	<b>\$ 81.4</b>	<b>\$ 52.2</b>	<b>\$ 512.0</b>	<b>\$ 459.1</b>
Asbestos:				
Asbestos adjustments loss	56.5	142.5	37.0	131.7
AICF SG&A expenses	0.4	0.4	1.4	1.3
AICF interest income, net	(1.7)	(0.4)	(4.2)	(0.9)
Tax adjustments <sup>1</sup>	9.6	(17.2)	59.3	29.5
<b>Adjusted net income</b>	<b>\$ 146.2</b>	<b>\$ 177.5</b>	<b>\$ 605.5</b>	<b>\$ 620.7</b>

<sup>1</sup> Includes tax adjustments related to the amortization benefit of certain US intangible assets, asbestos, and other tax adjustments



## Adjusted diluted earnings per share

	Full Year Ended 31 March	
	FY23	FY22
<b>Adjusted net income (US\$ millions)</b>	<b>\$ 605.5</b>	<b>\$ 620.7</b>
Weighted average common shares outstanding - Diluted (millions)	445.6	445.9
<b>Adjusted diluted earnings per share</b>	<b>\$ 1.36</b>	<b>\$ 1.39</b>

## Adjusted effective tax rate

US\$ Millions	Full Year Ended 31 March	
	FY23	FY22
<b>Income before income taxes</b>	<b>\$ 723.5</b>	<b>\$ 643.1</b>
Asbestos:		
Asbestos adjustments loss	37.0	131.7
AICF SG&A expenses	1.4	1.3
AICF interest income, net	(4.2)	(0.9)
<b>Adjusted income before income taxes</b>	<b>\$ 757.7</b>	<b>\$ 775.2</b>
Income tax expense	211.5	184.0
Tax adjustments <sup>1</sup>	(59.3)	(29.5)
<b>Adjusted income tax expense</b>	<b>\$ 152.2</b>	<b>\$ 154.5</b>
Effective tax rate	29.2%	28.6%
<b>Adjusted effective tax rate</b>	<b>20.1%</b>	<b>19.9%</b>

<sup>1</sup> Includes tax adjustments related to the amortization benefit of certain US intangible assets, asbestos, and other tax adjustments

## Adjusted Return on Capital Employed ("Adjusted ROCE")

US\$ Millions	Full Year Ended 31 March	
	FY23	FY22
<b>Numerator</b>		
Adjusted EBIT for ROCE <sup>1</sup>	<b>\$ 779.8</b>	<b>\$ 815.6</b>
<b>Denominator</b>		
Gross capital employed (GCE)	1,816.5	1,653.9
Adjustments to GCE <sup>2</sup>	(184.8)	(56.4)
<b>Adjusted gross capital employed</b>	<b>\$ 1,631.7</b>	<b>\$ 1,597.5</b>
<b>Adjusted ROCE</b>	<b>47.8%</b>	<b>51.1%</b>

<sup>1</sup> There were no adjustments as calculated according to ROCE stock compensation plan documents

<sup>2</sup> Calculated as Total Assets minus Current Liabilities as reported in our financial results; adjusted by (i) excluding balance sheet items related to legacy issues (such as asbestos adjustments) dividends payable and deferred taxes; (ii) adding back asset impairment charges in the relevant period, unless otherwise determined by the remuneration committee; and (iii) deducting all greenfield construction-in-progress, and any brownfield construction-in-progress projects involving capacity expansion that are individually greater than US\$20 million, until such assets reach commercial production and are transferred to the fixed asset register

This Management's Analysis of Results 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;
- statements regarding the possible consequences and/or potential outcome of legal proceedings brought against us and the potential liabilities, if any, associated with such proceedings;
- expectations about the timing and amount of contributions to AICF, a special purpose fund for the compensation of proven Australian asbestos-related personal injury and death claims;
- expectations concerning the adequacy of the Company's warranty provisions and estimates for future warranty-related costs;
- statements regarding the Company's ability to manage legal and regulatory matters (including but not limited to product liability, environmental, intellectual property and competition law matters) and to resolve any such pending legal and regulatory matters within current estimates and in anticipation of certain third-party recoveries; and
- statements about economic or housing market conditions in the regions in which we operate, including but not limited to, the levels of new home construction and home renovations, unemployment levels, changes in consumer income, changes or stability in housing values, the availability of mortgages and other financing, mortgage and other interest rates, housing affordability and supply, the levels of foreclosures and home resales, currency exchange rates, and builder and consumer confidence.

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

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 16 May 2023, include, but are not limited to: all matters relating to or arising out of the prior manufacture of products that contained asbestos by current and former Company subsidiaries; required contributions to AICF, any shortfall in AICF funding and the effect of currency exchange rate movements on the amount recorded in the Company's financial statements as an asbestos liability; compliance with and changes in tax laws and treatments; competition and product pricing in the markets in which the Company operates; the consequences of product failures or defects; exposure to environmental, asbestos, putative consumer class action or other legal proceedings; general economic and market conditions; the supply and cost of raw materials; possible increases in competition and the potential that competitors could copy the Company's products; compliance with and changes in environmental and health and safety laws; risks of conducting business internationally; compliance with and changes in laws and regulations; currency exchange risks; dependence on customer preference and the concentration of the Company's customer base; dependence on residential and commercial construction markets; the effect of adverse changes in climate or weather patterns; use of accounting estimates; 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.



# Q4 FY23 MANAGEMENT PRESENTATION

16 May 2023





# CAUTIONARY NOTE ON FORWARD-LOOKING STATEMENTS

## CAUTIONARY NOTE ON FORWARD-LOOKING STATEMENTS

This Management Presentation contains forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. James Hardie Industries plc (the “Company”) may from time to time make forward-looking statements in its periodic reports filed with or furnished to the Securities and Exchange Commission on Forms 20-F and 6-K, in its annual reports to shareholders, in media releases and other written materials and in oral statements made by the Company’s officers, directors or employees to analysts, institutional investors, representatives of the media and others. Words such as “believe,” “anticipate,” “plan,” “expect,” “intend,” “target,” “estimate,” “project,” “predict,” “forecast,” “guideline,” “aim,” “will,” “should,” “likely,” “continue,” “may,” “objective,” “outlook” and similar expressions are intended to identify forward-looking statements but are not the exclusive means of identifying such statements. These forward-looking statements are based upon management’s current expectations, estimates, assumptions and beliefs concerning future events and conditions. Readers are cautioned not to place undue reliance on any forward-looking statements.

Forward-looking statements are necessarily subject to risks, uncertainties and other factors, many of which are unforeseeable and beyond the Company’s control. Many factors could cause actual results, performance or achievements to be materially different from those expressed or implied in this Management Presentation, including, among others, the risks and uncertainties set forth in Section 3 “Risk Factors” in James Hardie’s Annual Report on Form 20-F for the year ended 31 March 2023; changes in general economic, political, governmental and business conditions globally and in the countries in which the Company does business, including; changes in interest rates; changes in inflation rates; changes in exchange rates; the level of construction generally; changes in cement demand and prices; changes in raw material and energy prices; changes in business strategy and various other factors. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein. James Hardie assumes no obligation to update or correct the information contained in this Management Presentation except as required by law.

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

This Management Presentation includes financial measures that are not considered a measure of financial performance under generally accepted accounting principles in the United States (GAAP). These financial measures are designed to provide investors with an alternative method for assessing our performance from on-going operations, capital efficiency and profit generation. Management uses these financial measures for the same purposes.

These financial measures are or may be non-GAAP financial measures as defined in the rules of the U.S. Securities and Exchange Commission and may exclude or include amounts that are included or excluded, as applicable, in the calculation of the most directly comparable financial measures calculated in accordance with GAAP. These non-GAAP financial measures should not be considered to be more meaningful than the equivalent GAAP measure. Management has included such measures to provide investors with an alternative method for assessing its operating results in a manner that is focused on the performance of its ongoing operations and excludes the impact of certain legacy items, such as asbestos adjustments. Additionally, management uses such non-GAAP financial measures for the same purposes. However, these non-GAAP financial measures are not prepared in accordance with GAAP, may not be reported by all of the Company’s competitors and may not be directly comparable to similarly titled measures of the Company’s competitors due to potential differences in the exact method of calculation. For additional information regarding the non-GAAP financial measures presented in this Management Presentation, including a reconciliation of each non-GAAP financial measure to the equivalent GAAP measure, see the slide titled “Non-GAAP Financial Measures” included in the Appendix to this Management Presentation.

In addition, this Management Presentation includes financial measures and descriptions that are considered to not be in accordance with GAAP, but which are consistent with financial measures reported by Australian companies, such as operating profit, EBIT and EBIT margin. Since the Company prepares its Consolidated Financial Statements in accordance with GAAP, the Company provides investors with definitions and a cross-reference from the non-GAAP financial measure used in this Management Presentation to the equivalent GAAP financial measure used in the Company’s Consolidated Financial Statements. See the section titled “Non-GAAP Financial Measures” included in the Appendix to this Management Presentation.

# AGENDA

- **Operations and Strategy Update**
- **Q4 FY23 Financial Results**
- **Guidance and Outlook**
- **Questions and Answers**



Aaron Erter  
CEO



Jason Miele  
CFO





## **OPERATIONS AND STRATEGY UPDATE**



# FY23 HIGHLIGHTS



## Record FY23 Results

- **Record Net Sales of US\$3.8 Billion Globally:**
  - ✓ North America: Record Net Sales of US\$2.8 Billion
  - ✓ APAC: Record Net Sales of A\$787.0 Million
  - ✓ Europe: Record Net Sales of €431.8 Million
- **Record EBIT of US\$767.5 Million in North America**
- **Strong Adjusted Net Income of US\$605.5 Million**
- **Strong Operating Cash Flow of US\$607.6 Million**

## Closed FY23 with strong Q4 Results

- **Global Adjusted Net Income of US\$146.2 Million, up 13% from Q3**
- **Europe EBIT Margin of 6.7%, up 520 basis points from Q3**
- **APAC EBIT Margin of 28.9%, up 420 basis points from Q3**
- **North America EBIT Margin of 29.0%, up 200 basis points from Q3**

**Managing Decisively to  
Deliver Differentiated Results**



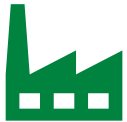
# MANAGING DECISIVELY THROUGH THE DOWNTURN



**Continue Strong Execution of Our Strategy**



**Drive Profitable Volume Share Gain**



**Effectively Balance Our Manufacturing Network**



**Optimize SG&A for Current Market Environment**



**Continue to Invest in Profitable Growth**



# GLOBAL STRATEGIC FRAMEWORK

**Homeowner Focused, Customer and Contractor Driven™**

## Strategic Initiatives

- 1** Profitably grow and take share where we have the right to win
- 2** Bring our customers high valued, differentiated solutions
- 3** Connect and influence all the participants in the customer value chain

*Enabled by*

- ✓ **Customer Integration**
- ✓ **Innovative Solutions**
- ✓ **Brand of Choice**
- ✓ **Global Capacity Expansion**

*Supported by our Foundational Imperatives*



**Zero Harm**



**ESG**



**Hardie  
Operating System**



**Our  
People**

# GROWTH OPPORTUNITY DRIVEN BY OUR SUPERIOR VALUE PROPOSITION



## Superior Value Proposition



**Exterior Design**



**Superior Durability**



**Low-Maintenance**



**Trusted Brand**



**Unrivaled Business Support**



**Localized Manufacturing**





## Q4 FY23 FINANCIAL RESULTS

# GLOBAL RESULTS

	Q4 FY23	FY23
Sales Volume	1,061.4 mmsf -13%	4,464.7 mmsf -5%
Net Sales	US\$917.8 M -5%	US\$3,777.1 M +4%
Adjusted EBIT <sup>1</sup>	US\$187.5 M -17%	US\$779.8 M -4%
Adjusted Net Income <sup>2</sup>	US\$146.2 M -18%	US\$605.5 M -2%
Operating Cash Flow		US\$607.6 M -20%
Adjusted EBITDA Margin <sup>1</sup>	25.4 % -2.2 pts	25.2 % -1.8 pts

All changes presented are versus prior corresponding period

1 Excludes asbestos related expenses and adjustments

2 Excludes asbestos related expenses and adjustments, and tax adjustments

## Strong Full Year FY23 Results

- Record Net Sales
- Strong Adjusted Net Income of US\$605.5 million
- Strong Operating Cash Flow of US\$607.6 million
- Adjusted EBITDA Margin of 25.2%

## Closed FY23 with a strong Fourth Quarter

- Global Price/Mix growth of +8%
- Adjusted Net Income of US\$146.2 million
- Adjusted EBITDA Margin of 25.4%

## Q4FY23 sequential improvement from Q3FY23

- Volume improved 3%
- Net Sales improved 7%
- Adjusted EBIT improved 13%
- Adjusted Net Income improved 13%

Strong Q4 By Controlling What We Can Control

# NORTH AMERICA SUMMARY

	Q4 FY23	FY23
Sales Volume	<b>703.6 mmsf</b> -14%	<b>3,038.5 mmsf</b> -2%
Price/Mix	+8%	+11%
Net Sales	<b>US\$651.5 M</b> -6%	<b>US\$2,787.6 M</b> +9%
EBIT	<b>US\$188.8 M</b> -8%	<b>US\$767.5 M</b> +4%
EBIT Margin	<b>29.0 %</b> -0.7 pts	<b>27.5 %</b> -1.6 pts
EBITDA Margin	<b>33.9 %</b> -0.2 pts	<b>32.1 %</b> -1.4 pts

*All changes presented are versus prior corresponding period*

## Strong Full Year FY23 Results

- Record Net Sales of US\$2.8 billion
- Record Average Net Sales price of US\$912/msf
- Record EBIT of US\$767.5 million
- EBIT Margin of 27.5%

## Closed FY23 with a strong Fourth Quarter

- Record Average Net Sales price of US\$921/msf
- EBIT Margin of 29.0%
- EBITDA Margin of 33.9%
- ColorPlus® Volume Growth of +2%

## Q4FY23 sequential improvement from Q3FY23

- Average Net Sales Price up 1%
- EBIT improved US\$14.7 million and 8%
- EBIT Margin improved 200 basis points to 29.0%

Managed Decisively to Deliver Q4 EBIT Margin of 29.0%

# APAC SUMMARY

	Q4 FY23	FY23
Sales Volume	<b>145.4</b> mmsf -10%	<b>577.2</b> mmsf -9%
Price/Mix	+12%	+10%
Net Sales	<b>A\$204.6</b> M 2%	<b>A\$787.0</b> M 1%
EBIT	<b>A\$59.1</b> M 12%	<b>A\$208.8</b> M -4%
EBIT Margin	<b>28.9</b> % 2.6 pts	<b>26.5</b> % -1.5 pts
EBITDA Margin	<b>32.8</b> % 3.9 pts	<b>29.2</b> % -1.1 pts

*All changes presented are versus prior corresponding period*

## Strong Full Year FY23 Results

- Record Net Sales of A\$787.0 million
- Record Average Net Sales price of A\$1,228/msf
- EBIT Margin of 26.5%

## Closed FY23 with a strong Fourth Quarter

- Record Net Sales of A\$204.6 million
- Record Average Net Sales price of A\$1,263/msf
- EBIT Margin of 28.9%
- EBITDA Margin of 32.8%

## Q4FY23 sequential improvement from Q3FY23

- Volume up 16%
- Average Net Sales Price up 4%
- EBIT improved A\$16.8 million and 40%
- EBIT Margin improved 420 basis points to 28.9%

Closed Year Strong with 28.9% EBIT Margin in Q4



# EUROPE SUMMARY

	Q4 FY23	FY23
Sales Volume	212.4 mmsf -12%	849.0 mmsf -11%
Price/Mix	+14%	+14%
Net Sales	€117.8 M 2%	€431.8 M +3%
EBIT	€7.9 M -51%	€25.2 M -54%
EBIT Margin	6.7 % -7.3 pts	5.8 % -7.1 pts
EBITDA Margin	12.6 % -7.0 pts	12.1 % -6.9 pts
Fiber Cement Net Sales	2%	FLAT
Fiber Gypsum Net Sales	2%	3%

All changes presented are versus prior corresponding period

## Strong Full Year FY23 Results

- Record Net Sales of €431.8 million
- Record Average Net Sales price of €400/msf
- EBIT Margin of 5.8%

## Closed FY23 with a strong Fourth Quarter

- Record Net Sales of €117.8 million
- Record Average Net Sales price of €438/msf
- EBIT Margin of 6.7%

## Q4FY23 sequential improvement from Q3FY23

- Volume improved 6%
- Average Net Sales Price up 10%
- EBIT improved €6.4 million
- EBIT Margin improved 520 basis points to 6.7%

Record Net Sales in FY23 of €431.8 million

# LIQUIDITY, CASH FLOW, CAPITAL ALLOCATION & CAPITAL EXPENDITURE

## Liquidity

- US\$475.8 million of liquidity at 31 March 2023
- 0.99x leverage ratio at 31 March 2023
- Strong liquidity position to navigate current market conditions

## Capital Allocation

### Framework

- Invest in Organic Growth
- Maintain Flexible Balance Sheet
- Deploy Excess Capital to Shareholders

### Share Buy-Back

- Purchased 3.8 million shares for total consideration of US\$78.4 million in FY23

## Cash Flow

- FY23 Operating Cash Flow of US\$607.6 million
- FY21 - FY23 three-year Operating Cash Flow has averaged US\$717.0 million, a 3.3 times improvement from the three-year period of FY11-FY13

## Capital Expenditure

- FY23 total capital expenditure of US\$591.3 million
- Continuing to adjust long term capacity expansion program, as appropriate
- Expect FY24 total capital expenditures of approximately US\$550 million

Flexible Balance Sheet with Strong Cashflow & Liquidity



## **GUIDANCE, OUTLOOK AND CLOSING**



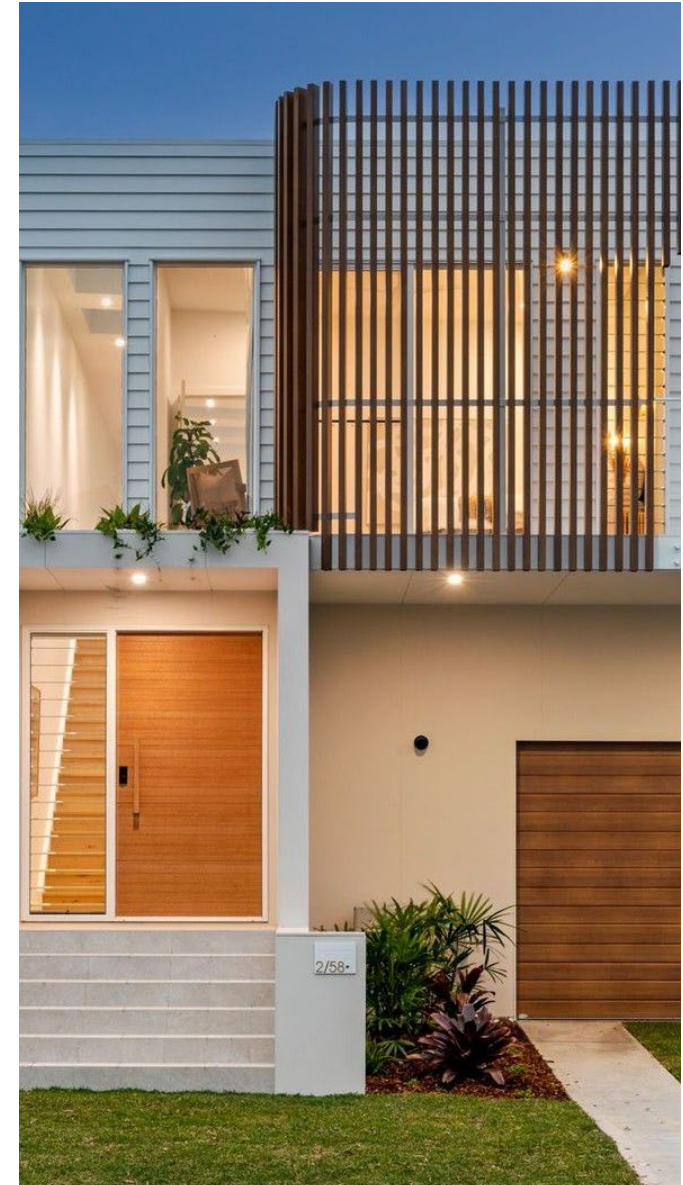
# ENTERING FY24 IN A POSITION OF STRENGTH

**We Have Fine-tuned our Strategy With a Reinvigorated Focus on Profitable Share Gain**

**We Closed FY23 Strong, Enabling Continued Investment in Growth With Excellent Returns**

- ✓ NA Q4 EBIT Margin: 29.0%, up 200 bps from Q3
- ✓ APAC Q4 EBIT Margin: 28.9%, up 420 bps from Q3
- ✓ Europe Q4 EBIT Margin: 6.7%, up 520 bps from Q3

**We Have the Right Team That is Managing Decisively to Deliver Differentiated Results in FY24**



## GUIDANCE: Q1 FISCAL YEAR 2024

**North America  
Volume**

**680 – 710 million standard feet**

**North America  
EBIT Margin**

**28% - 30%**

**Adjusted Net  
Income**

**US\$ 145 – 165 million**

**Positioned for a Strong First Quarter**

# FY24 MARKET OUTLOOK: NORTH AMERICA



## US Single Family New Construction Calendar 2023 Growth Outlook<sup>1</sup>

### External Range

-10% to -23%

Average: -17%

### Our View

-17%

to

-23%



## US Multi Family New Construction Calendar 2023 Growth Outlook<sup>2</sup>

### External Range

-8% to -25%

Average: -16%

### Our View

-16%

to

-25%



## US Repair & Remodel Calendar 2023 Growth Outlook<sup>3</sup>

### External Range

-8% to -15%

Average: -11%

### Our View

-11%

to

-15%

## JHX US Total Addressable Market (Our View)

-14%

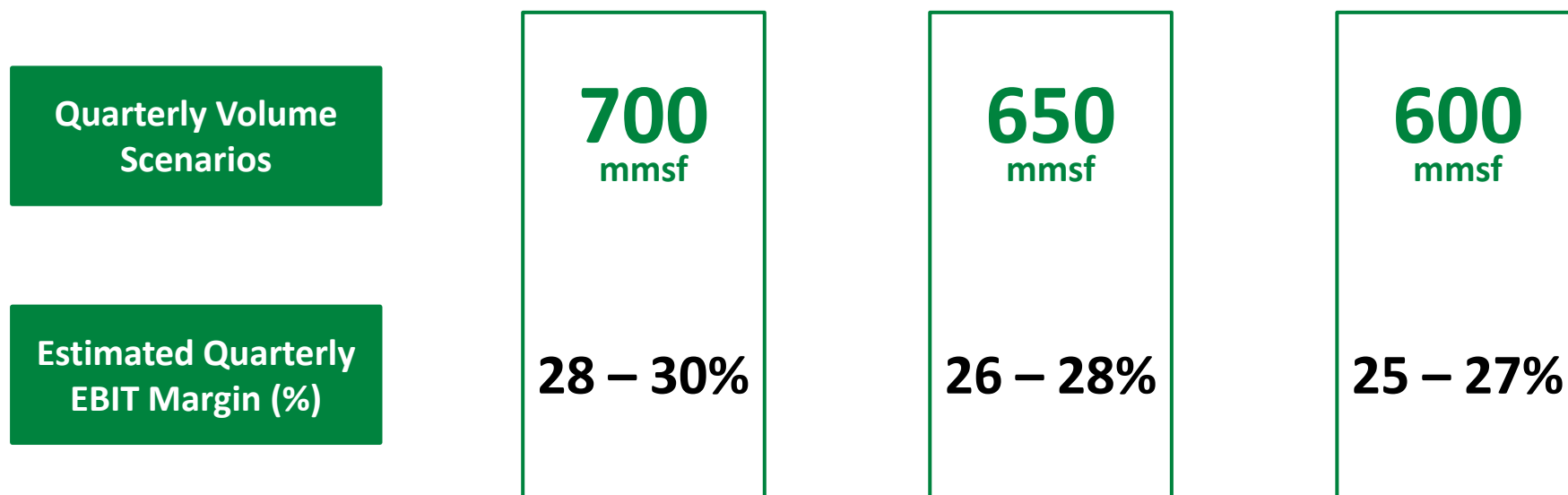
to

-19%

**We Will Control What We Can Control & Manage Decisively**

1. Average of 8 data providers and the range of their growth forecasts of Single-Family New Construction for Calendar 2023 as of 5 May 2023.
2. Average of 8 data providers and the range of their growth forecasts of Multi-Family New Construction for Calendar 2023 as of 5 May 2023.
3. Average of 3 data providers and the range of their growth forecasts/estimates for Calendar 2023 as of 5 May 2023.

## NORTH AMERICA – FY24 QUARTERLY VOLUME SENSITIVITY



Given the uncertain nature of the US housing market, we have modeled our expected quarterly EBIT margin outcomes at a variety of quarterly volume scenarios. This sensitivity analysis assumes our current range of expectations on average net sales price, raw material costs, freight rates and assumes we continue to invest in growth as currently planned.

These volumes are simply to provide context to our EBIT Margin sensitivity to volume, in North America, and do not represent volume guidance for any quarter in Fiscal Year 2024.

# HOW WE ARE MANAGING OUR BUSINESS IN FY24



Volume

Growth Above  
Market

Growth Above  
Market

Growth Above  
Market

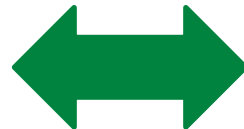
Net Price



Cost Per Unit



SG&A



EBIT Margin



Mid Single  
Digits



# JAMES HARDIE – A GLOBAL GROWTH COMPANY



Strong Growth Opportunities



Brand of Choice



Innovation Pipeline



Integrated Localized Supply Chain



Multi-Segment Focus



Experienced Management Team



Strong Balance Sheet & Cash Generation



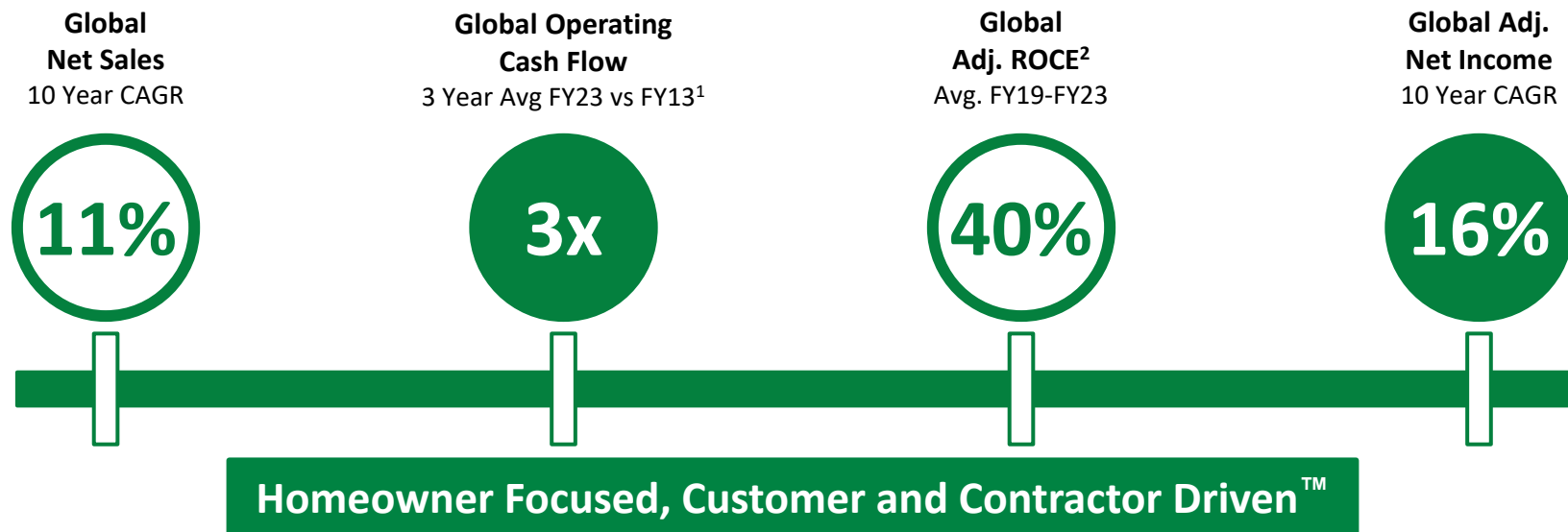
Attractive Returns



Premium Products and Services



Responsible Corporate Citizen





**QUESTIONS**







# APPENDIX



## BUILDING SUSTAINABLE COMMUNITIES: ENVIRONMENTAL, SOCIAL AND GOVERNANCE

### Communities

**75%** of employees hired locally

**80%** of raw materials sourced within 150 miles of manufacturing facilities

**65%** of our products are shipped within 500 miles of manufacturing facilities



### Environment

**21%** Reduction in Scope 1 and Scope 2 greenhouse gas intensity<sup>1</sup> (MT CO2e/\$ revenue) in CY21  
**GOAL: 40% by 2030**

**47%** Reduction in landfill waste intensity<sup>1</sup> (MT/\$ revenue) in CY21  
**GOAL: 50% by 2030**

**3.87** Million additional<sup>1</sup> cubic feet of water recycled in CY21  
**GOAL: 20M cubic feet by 2030**

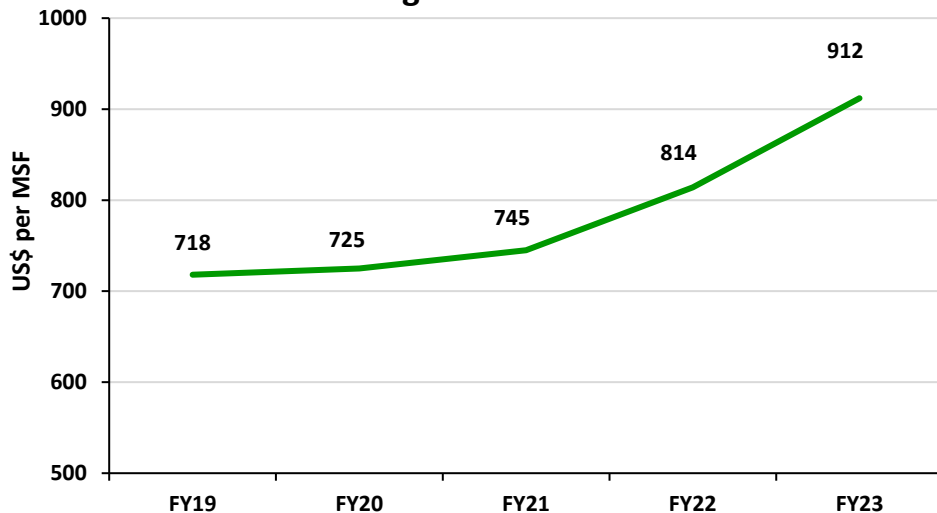
### Zero Harm

**Total Recordable Incident Rate below industry average (TRIR)**

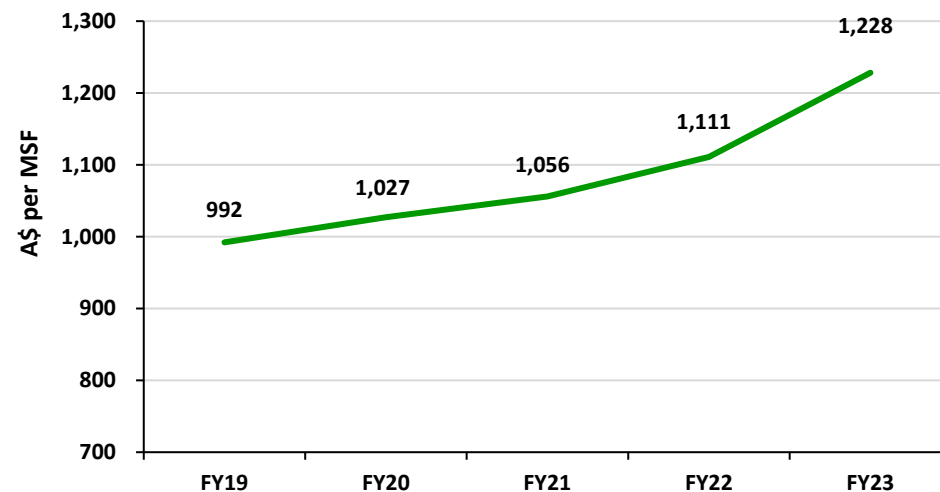
<b>1.22</b>	<b>vs</b>	<b>3.8</b>
TRIR		Industry Average

# AVERAGE NET SALES PRICE

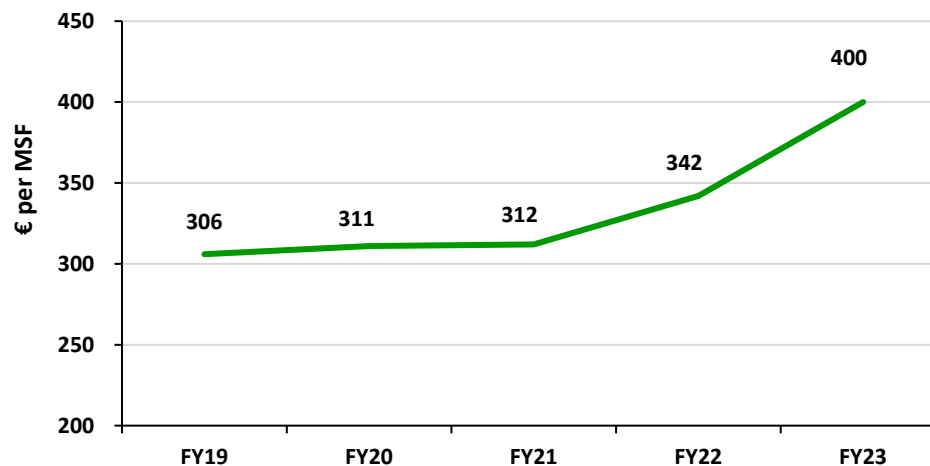
North America  
Average Net Sales Price



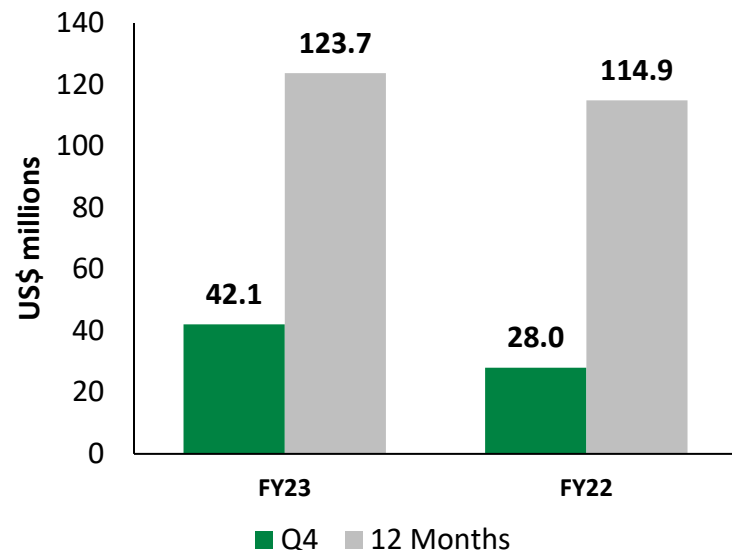
APAC  
Average Net Sales Price



Europe  
Average Net Sales Price

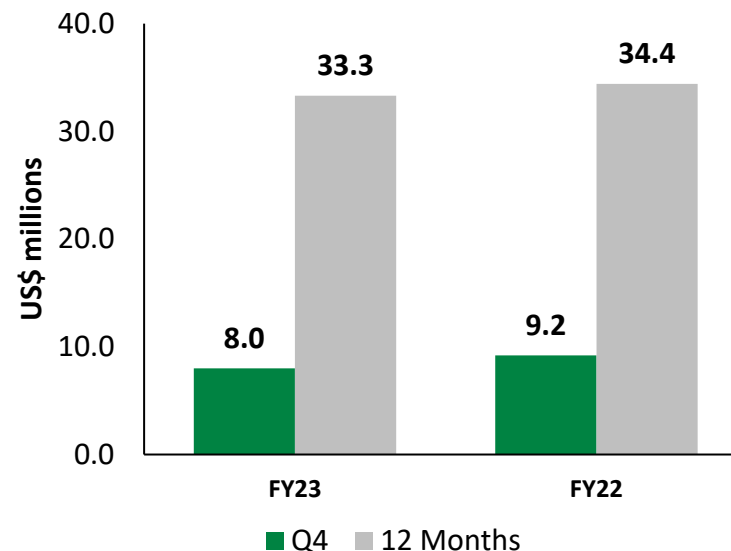


## GENERAL CORPORATE COSTS



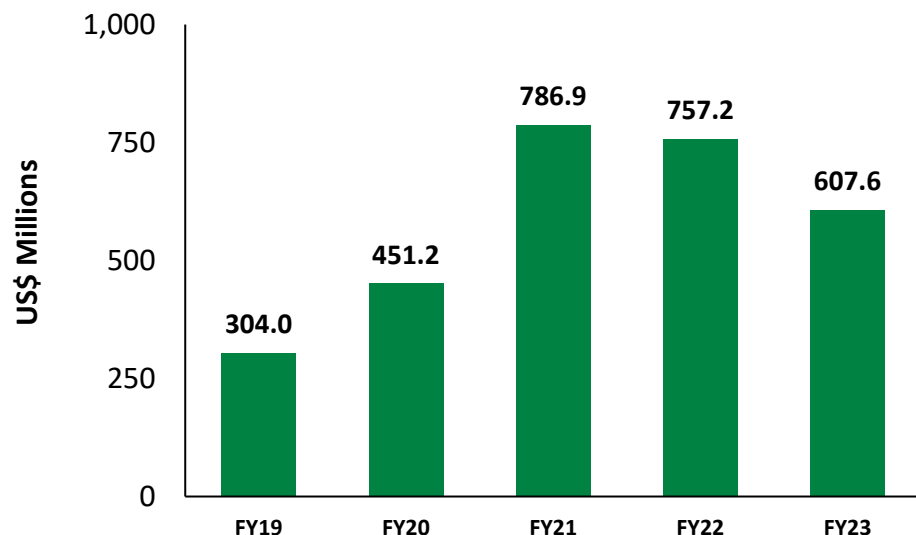
- Q4 corporate costs increased 50% vs pcp due to higher New Zealand Weathertightness expenses and higher stock compensation expense, partially offset by lower other legal costs.
- FY23 corporate costs increased 8% vs pcp primarily due to higher employee costs, stock compensation expenses and New Zealand Weathertightness expenses, partially offset by lower other legal costs.

## RESEARCH & DEVELOPMENT



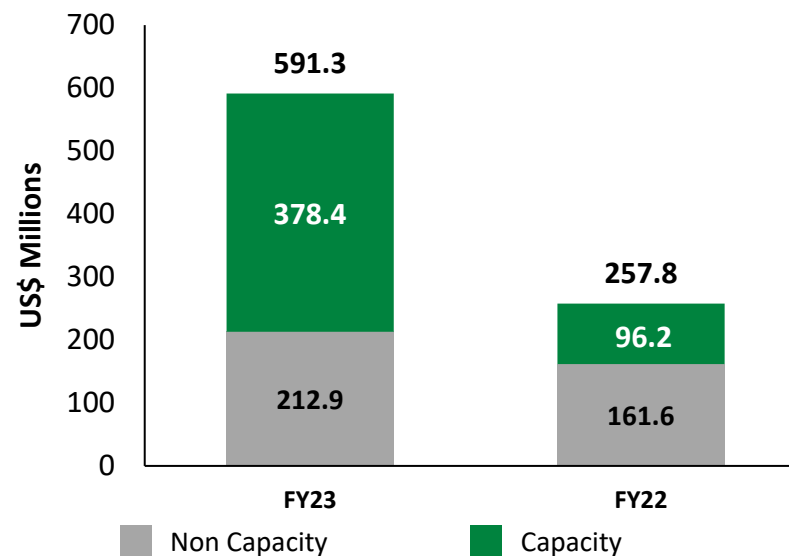
- Q4 R&D decreased 13% vs pcp
- FY23 R&D decreased 3% vs pcp

## OPERATING CASH FLOW



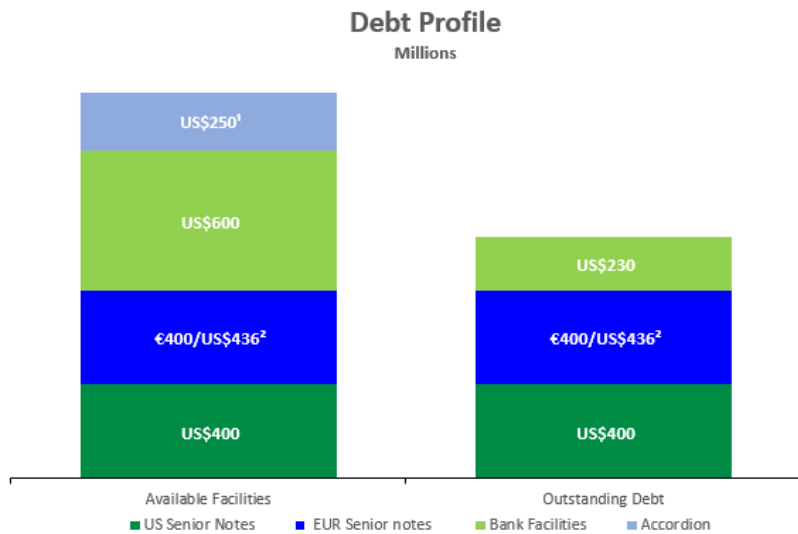
- YTD operating cash flows decreased 20% vs last year
- Working capital increased by US\$101.9 million, primarily due to increased inventory levels and lower accounts payable balances, partially offset by lower accounts receivable

## CAPITAL EXPENDITURES



- YTD total capex of US\$591.3 million
- Continuing to adjust long term capacity expansion program, as appropriate
- Expect FY24 total capital expenditures of approximately US\$550 million

# LIQUIDITY PROFILE

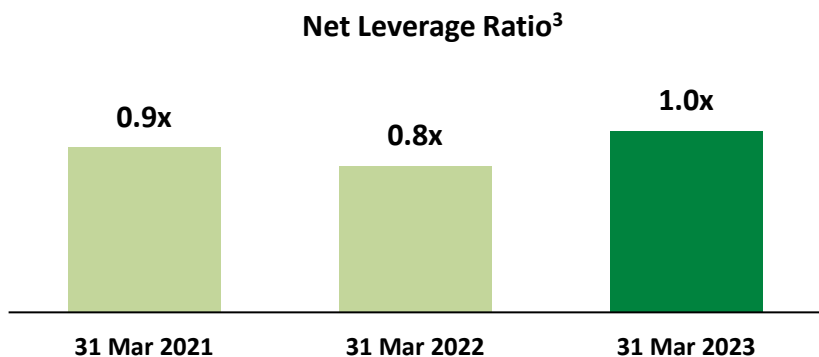


## Corporate debt structure

- €400 million (US\$436.1 million)<sup>2</sup> 3.625% senior unsecured notes, maturing 2026 (callable since October 2021)
- US\$400 million 5.00% senior unsecured notes maturing 2028 (callable since January 2023)
- US\$600 million unsecured RCF, maturing December 2026

## Net leverage and liquidity

- 0.99x leverage ratio<sup>3</sup> at 31 March 2023
- US\$475.8 million of liquidity at 31 March 2023



<sup>1</sup> Incremental liquidity of up to US\$250 million may be accessed via an accordion feature, which is provided for under the terms of the syndicated RCF agreement, but not credit approved. Do not anticipate accessing accordion feature

<sup>2</sup> Based on exchange rate as of 31 March 2023

<sup>3</sup> Leverage ratio is based on bank covenant definition



# DEPRECIATION AND AMORTIZATION

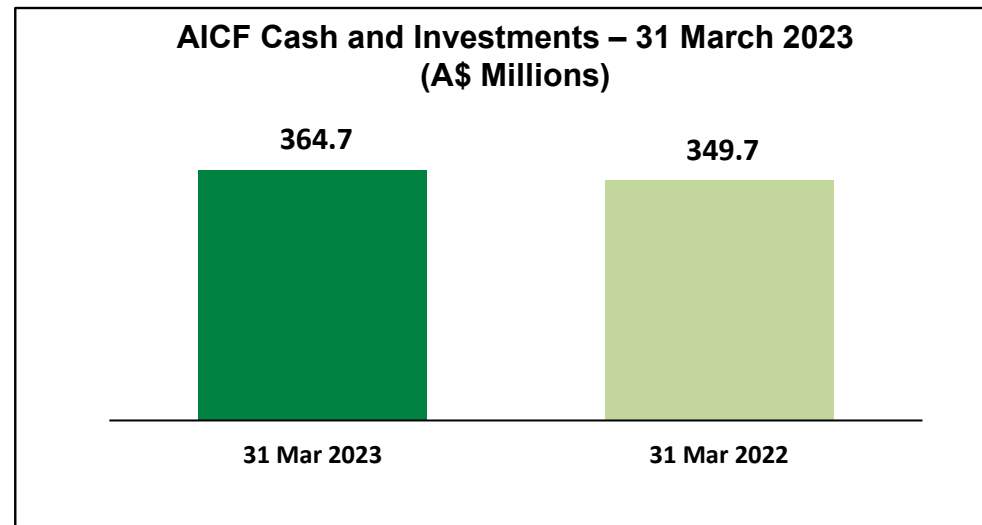
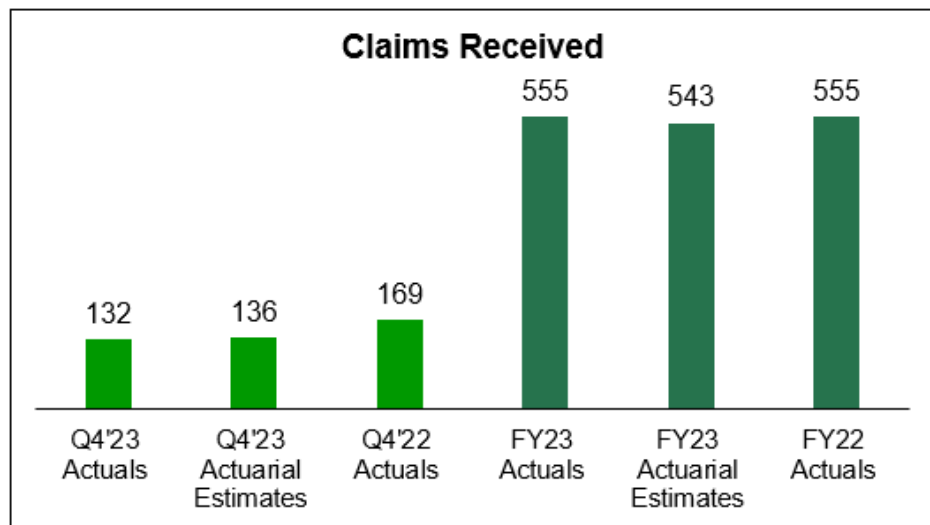
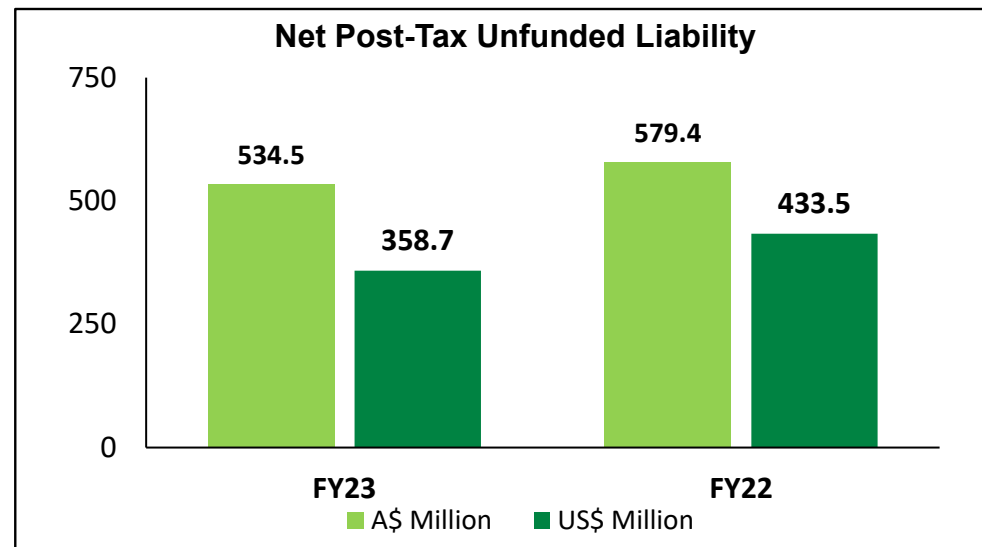
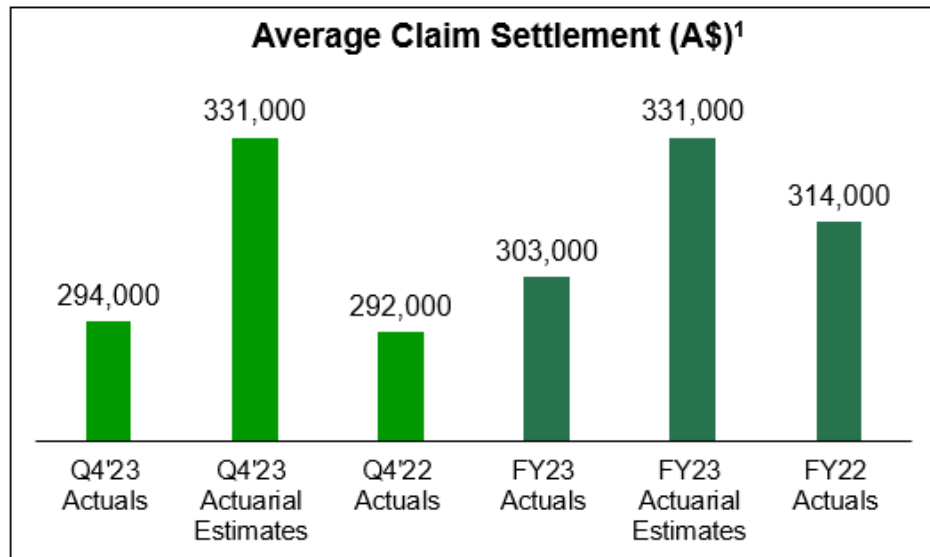
US\$ Millions	Three Months and Full Year Ended 31 March			
	Q4 FY23	Q4 FY22	FY23	FY22
<b>Depreciation and amortization</b>				
North America Fiber Cement	\$ 32.0	\$ 30.5	\$ 126.1	\$ 114.4
Asia Pacific Fiber Cement	5.5	3.8	14.7	13.6
Europe Building Products	7.4	7.2	28.0	29.8
Research and Development	0.6	0.3	1.8	1.2
General Corporate	0.5	0.5	2.0	2.8
<b>Total Depreciation and amortization</b>	<b>\$ 46.0</b>	<b>\$ 42.3</b>	<b>\$ 172.6</b>	<b>\$ 161.8</b>

# ASBESTOS COMPENSATION

## KEY POINTS

- Updated actuarial report completed as of 31 March 2023
  - Undiscounted and uninflated estimate decreased from A\$1,390 million to A\$1,335 million
- For fiscal year 2023, we noted the following related to asbestos-related claims experience:
  - Net cash outflow was 12% below actuarial expectations
  - Claims received were 2% above actuarial expectations
  - Average claim settlement was 8% below actuarial expectations
- Total contributions of US\$109.6 million were made to AICF during FY2023
- AICF has A\$364.7 million in cash and investments as of 31 March 2023
- We anticipate that we will make further contributions totaling approximately A\$128 million to AICF during FY2024
  - Quarterly payments will be made in July 2023, October 2023, January 2024 and March 2024

# ASBESTOS CLAIMS DATA, LIABILITY AND CASH MOVEMENTS



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

# NON-GAAP FINANCIAL MEASURES

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

## Financial Measures – GAAP Equivalents

This document contains the financial statement line item EBIT, which is considered to be non-GAAP, but is consistent with the term used by Australian companies. Because we prepare our consolidated financial statements under GAAP, the equivalent GAAP financial Statement line item description used in our condensed consolidated financial statements is Operating income (loss).

## Definitions

**EBIT** – Earnings before interest and tax

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

**Price/Mix** – The percentage growth in revenue attributable to price increases and shift in mix of products sold. Price/Mix is calculated as the Net Sales growth percentage less the volume growth percentage.

**Working Capital** – The working capital calculation used in our cash provided by operating analysis includes the change in: (1) Accounts and other receivables, net; (2) Inventories; and (3) Accounts payable and accrued liabilities.

## Sales Volume

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

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

## Non-financial Terms

**AFFA** – Amended and Restated Final Funding Agreement

**AICF** – Asbestos Injuries Compensation Fund Ltd

# NON-GAAP FINANCIAL MEASURES

## Adjusted EBIT and Adjusted EBITDA

US\$ Millions	Three Months and Full Year Ended 31 March			
	Q4'23	Q4'22	FY23	FY22
EBIT	\$ 130.6	\$ 82.4	\$ 741.4	\$ 682.6
Asbestos:				
Asbestos adjustments loss	56.5	142.5	37.0	131.7
AICF SG&A expenses	0.4	0.4	1.4	1.3
<b>Adjusted EBIT</b>	<b>\$ 187.5</b>	<b>\$ 225.3</b>	<b>\$ 779.8</b>	<b>\$ 815.6</b>
Net sales	917.8	968.2	3,777.1	3,614.7
<b>Adjusted EBIT margin</b>	<b>20.4%</b>	<b>23.3%</b>	<b>20.6%</b>	<b>22.6%</b>
Depreciation and amortization	46.0	42.3	172.6	161.8
<b>Adjusted EBITDA</b>	<b>\$ 233.5</b>	<b>\$ 267.6</b>	<b>\$ 952.4</b>	<b>\$ 977.4</b>
Adjusted EBITDA Margin	25.4%	27.6%	25.2%	27.0%

## North America Fiber Cement Segment EBIT and EBITDA

US\$ Millions	Three Months and Full Year Ended 31 March			
	Q4'23	Q4'22	FY23	FY22
<b>North America Fiber Cement Segment EBIT</b>	<b>\$ 188.8</b>	<b>\$ 206.1</b>	<b>\$ 767.5</b>	<b>\$ 741.2</b>
North America Fiber Cement Segment net sales	651.5	694.0	2,787.6	2,551.3
<b>North America Fiber Cement Segment EBIT margin</b>	<b>29.0%</b>	<b>29.7%</b>	<b>27.5%</b>	<b>29.1%</b>
Depreciation and amortization	32.0	30.5	126.1	114.4
<b>North America Fiber Cement Segment EBITDA</b>	<b>\$ 220.8</b>	<b>\$ 236.6</b>	<b>\$ 893.6</b>	<b>\$ 855.6</b>
North America Fiber Cement Segment EBITDA Margin	33.9%	34.1%	32.1%	33.5%



# NON-GAAP FINANCIAL MEASURES

## Asia Pacific Fiber Cement Segment EBIT and EBITDA

US\$ Millions	Three Months and Full Year Ended 31 March			
	Q4'23	Q4'22	FY23	FY22
Asia Pacific Fiber Cement Segment EBIT	\$ 40.3	\$ 38.4	\$ 142.8	\$ 160.8
Asia Pacific Fiber Cement Segment net sales	139.8	145.4	539.2	574.9
Asia Pacific Fiber Cement Segment EBIT margin	28.9%	26.3%	26.5%	28.0%
Depreciation and amortization	5.5	3.8	14.7	13.6
Asia Pacific Fiber Cement Segment EBITDA	\$ 45.8	\$ 42.2	\$ 157.5	\$ 174.4
Asia Pacific Fiber Cement Segment EBITDA Margin	32.8%	28.9%	29.2%	30.3%

## Europe Building Products Segment EBIT and EBITDA

US\$ Millions	Three Months and Full Year Ended 31 March			
	Q4'23	Q4'22	FY23	FY22
Europe Building Products Segment EBIT	\$ 8.5	\$ 18.0	\$ 26.5	\$ 62.9
Europe Building Products Segment net sales	126.5	128.8	450.3	488.5
Europe Building Products Segment EBIT margin	6.7%	14.0%	5.8%	12.9%
Depreciation and amortization	7.4	7.2	28.0	29.8
Europe Building Products Segment EBITDA	\$ 15.9	\$ 25.2	\$ 54.5	\$ 92.7
Europe Building Products Segment EBITDA Margin	12.6%	19.6%	12.1%	19.0%

# NON-GAAP FINANCIAL MEASURES

## Adjusted net income

US\$ Millions	Three Months and Full Year Ended 31 March			
	Q4'23	Q4'22	FY23	FY22
<b>Net income</b>	<b>\$ 81.4</b>	<b>\$ 52.2</b>	<b>\$ 512.0</b>	<b>\$ 459.1</b>
Asbestos:				
Asbestos adjustments loss	56.5	142.5	37.0	131.7
AICF SG&A expenses	0.4	0.4	1.4	1.3
AICF interest income, net	(1.7)	(0.4)	(4.2)	(0.9)
Tax adjustments <sup>1</sup>	9.6	(17.2)	59.3	29.5
<b>Adjusted net income</b>	<b>\$ 146.2</b>	<b>\$ 177.5</b>	<b>\$ 605.5</b>	<b>\$ 620.7</b>

<sup>1</sup> Includes tax adjustments related to the amortization benefit of certain US intangible assets, asbestos, and other tax adjustments

# NON-GAAP FINANCIAL MEASURES

## Adjusted effective tax rate

US\$ Millions	Three Months and Full Year Ended 31 March			
	Q4 FY23	Q4 FY22	FY23	FY22
<b>Income before income taxes</b>	<b>\$ 124.3</b>	<b>\$ 73.8</b>	<b>\$ 723.5</b>	<b>\$ 643.1</b>
Asbestos:				
Asbestos adjustments loss	56.5	142.5	37.0	131.7
AICF SG&A expenses	0.4	0.4	1.4	1.3
AICF interest income, net	(1.7)	(0.4)	(4.2)	(0.9)
<b>Adjusted income before income taxes</b>	<b>\$ 179.5</b>	<b>\$ 216.3</b>	<b>\$ 757.7</b>	<b>\$ 775.2</b>
Income tax expense	42.9	21.6	211.5	184.0
Tax adjustments <sup>1</sup>	(9.6)	17.2	(59.3)	(29.5)
<b>Adjusted income tax expense</b>	<b>\$ 33.3</b>	<b>\$ 38.8</b>	<b>\$ 152.2</b>	<b>\$ 154.5</b>
Effective tax rate	34.5%	29.3%	29.2%	28.6%
<b>Adjusted effective tax rate</b>	<b>18.6%</b>	<b>17.9%</b>	<b>20.1%</b>	<b>19.9%</b>

<sup>1</sup> Includes tax adjustments related to the amortization benefit of certain US intangible assets, asbestos, and other tax adjustments



# Q4 FY23 MANAGEMENT PRESENTATION

16 May 2023



# **James Hardie Industries plc**

**Consolidated Financial Statements**

**as of and for the Year Ended 31 March 2023**



# James Hardie Industries plc

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## **Report of Independent Registered Public Accounting Firm**

To the Shareholders and the Board of Directors of James Hardie Industries plc

### **Opinion on the Financial Statements**

We have audited the accompanying consolidated balance sheets of James Hardie Industries plc (the Company) as of 31 March 2023 and 2022, the related consolidated statements of operations and comprehensive income, changes in shareholders' equity, and cash flows for each of the three years in the period ended 31 March 2023, and the related notes (collectively referred to as the "consolidated financial statements"). In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Company at 31 March 2023 and 2022, and the results of its operations and its cash flows for each of the three years in the period ended 31 March 2023, in conformity with U.S. generally accepted accounting principles.

### **Basis for Opinion**

These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the Company's financial statements based on our audits. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement, whether due to error or fraud. Our audits included performing procedures to assess the risks of material misstatement of the financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that our audits provide a reasonable basis for our opinion.

### **Critical Audit Matter**

The critical audit matter communicated below is a matter arising from the current period audit of the financial statements that was communicated or required to be communicated to the audit committee and that: (1) relates to accounts or disclosures that are material to the financial statements and (2) involved our especially challenging, subjective or complex judgments. The communication of the critical audit matter does not alter in any way our opinion on the consolidated financial statements, taken as a whole, and we are not, by communicating the critical audit matter below, providing a separate opinion on the critical audit matter or on the accounts or disclosures to which it relates.

### **Asbestos Liability Valuation**

#### *Description of the Matter*

At 31 March 2023, the aggregate asbestos liability was US\$977.1 million. As disclosed in Note 12 to the consolidated financial statements, the liability relates to an agreement to provide long-term funding to the Asbestos Injuries Compensation Fund ("AICF"), a special purpose fund established to provide compensation of proven Australian-related personal injuries..

Auditing management's estimate of the asbestos liability is challenging because the estimation process is based on actuarial estimates of projected future cash flows which are inherently uncertain. The projected cash flows are complex and use subjective assumptions including the projected number of claims, estimated cost of settlement per claim, inflation rates, legal costs, and timing of receipt of claims and settlements.

#### *How We Addressed the Matter in Our Audit*

We obtained an understanding, evaluated the design and tested the operating effectiveness of the Company's internal controls over the identification of claims, review of calculations performed by the Company's third-party actuary and management's review of the use of historical claim data and actuarial assumptions mentioned above to project the future liability.

To evaluate the estimate of the asbestos liability, our audit procedures included, among others, testing the underlying claims data used in the calculation to internal and external data on a sample basis. We involved our actuarial specialists to assist in evaluating the methodologies and key assumptions mentioned above to independently develop a range for the asbestos liability and compare that range to management's recorded liability. We also assessed the adequacy of the related disclosures in the Company's consolidated financial statements.

/s/ Ernst & Young LLP

We have served as the Company's auditor since 2008.  
Irvine, California  
16 May 2023

# James Hardie Industries plc

## Consolidated Balance Sheets

(Millions of US dollars)	31 March 2023	31 March 2022
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 113.0	\$ 125.0
Restricted cash and cash equivalents	5.0	5.0
Restricted cash and cash equivalents - Asbestos	67.6	141.9
Restricted short-term investments - Asbestos	140.9	119.7
Accounts and other receivables, net	354.8	398.4
Inventories	344.2	279.7
Prepaid expenses and other current assets	41.0	43.2
Insurance receivable - Asbestos	6.8	7.9
Workers' compensation - Asbestos	1.8	3.2
Total current assets	1,075.1	1,124.0
Property, plant and equipment, net	1,839.6	1,457.0
Operating lease right-of-use-assets	59.4	57.8
Finance lease right-of-use-assets	2.0	2.3
Goodwill	194.9	199.5
Intangible assets, net	155.2	162.8
Restricted long-term investments - Asbestos	36.2	—
Insurance receivable - Asbestos	28.2	37.8
Workers' compensation - Asbestos	16.4	18.6
Deferred income taxes	755.6	819.2
Deferred income taxes - Asbestos	298.6	360.1
Other assets	17.9	4.1
Total assets	\$ 4,479.1	\$ 4,243.2
<b>Liabilities and Shareholders' Equity</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$ 387.7	\$ 458.0
Accrued payroll and employee benefits	108.3	116.6
Operating lease liabilities	18.1	12.5
Finance lease liabilities	0.8	1.1
Accrued product warranties	5.4	6.7
Income taxes payable	15.4	9.5
Asbestos liability	119.4	132.9
Workers' compensation - Asbestos	1.8	3.2
Other liabilities	40.4	29.4
Total current liabilities	697.3	769.9
Long-term debt	1,059.0	877.3
Deferred income taxes	93.6	86.9
Operating lease liabilities	61.1	63.1
Finance lease liabilities	1.4	1.5
Accrued product warranties	30.2	31.0
Income taxes payable	2.3	2.3
Asbestos liability	857.7	1,010.8
Workers' compensation - Asbestos	16.4	18.6
Other liabilities	48.7	48.9
Total liabilities	2,867.7	2,910.3
Commitments and contingencies (Note 14)		
Shareholders' equity:		
Common stock, Euro 0.59 par value, 2.0 billion shares authorized; 442,056,296 shares issued and outstanding at 31 March 2023 and 445,348,933 shares issued and outstanding at 31 March 2022	230.0	232.1
Additional paid-in capital	237.9	230.4
Retained earnings	1,196.8	892.4
Accumulated other comprehensive loss	(53.3)	(22.0)
Total shareholders' equity	1,611.4	1,332.9
Total liabilities and shareholders' equity	\$ 4,479.1	\$ 4,243.2

The accompanying notes are an integral part of these consolidated financial statements.

# James Hardie Industries plc

## Consolidated Statements of Operations and Comprehensive Income

(Millions of US dollars, except per share data)	Years Ended 31 March		
	2023	2022	2021
Net sales	\$ 3,777.1	\$ 3,614.7	\$ 2,908.7
Cost of goods sold	2,465.1	2,301.2	1,857.0
Gross profit	1,312.0	1,313.5	1,051.7
Selling, general and administrative expenses	494.0	461.2	389.6
Research and development expenses	39.6	38.0	34.3
Restructuring expenses	—	—	11.1
Asbestos adjustments loss	37.0	131.7	143.9
Operating income	741.4	682.6	472.8
Interest, net	30.7	39.3	47.8
Loss on early debt extinguishment	—	—	13.1
Other (income) expense	(12.8)	0.2	(0.1)
Income before income taxes	723.5	643.1	412.0
Income tax expense	211.5	184.0	149.2
Net income	\$ 512.0	\$ 459.1	\$ 262.8
Income per share:			
Basic	\$ 1.15	\$ 1.03	\$ 0.59
Diluted	\$ 1.15	\$ 1.03	\$ 0.59
Weighted average common shares outstanding (Millions):			
Basic	445.1	444.9	443.7
Diluted	445.6	445.9	445.4
Comprehensive income, net of tax:			
Net income	\$ 512.0	\$ 459.1	\$ 262.8
Pension adjustments	2.1	(0.7)	(0.4)
Currency translation adjustments	(33.4)	(14.7)	55.9
Comprehensive income	\$ 480.7	\$ 443.7	\$ 318.3

The accompanying notes are an integral part of these consolidated financial statements.



# James Hardie Industries plc

## Consolidated Statements of Cash Flows

(Millions of US dollars)	Years Ended 31 March		
	2023	2022	2021
<b>Cash Flows From Operating Activities</b>			
Net income	\$ 512.0	\$ 459.1	\$ 262.8
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	172.6	161.8	135.0
Lease expense	23.4	23.2	17.0
Deferred income taxes	48.4	49.8	85.8
Stock-based compensation	15.7	9.0	18.0
Asbestos adjustments loss	37.0	131.7	143.9
Excess tax benefits from share-based awards	(0.2)	(2.4)	(3.5)
Gain on sale of land	(12.7)	—	—
Loss on early debt extinguishment	—	—	13.1
Other, net	22.7	17.7	20.3
Changes in operating assets and liabilities:			
Accounts and other receivables	32.1	(70.9)	46.4
Inventories	(70.8)	(64.3)	98.7
Lease assets and liabilities, net	(19.0)	(19.2)	(19.1)
Prepaid expenses and other assets	(12.3)	(5.7)	(14.2)
Insurance receivable - Asbestos	6.2	8.3	5.8
Accounts payable and accrued liabilities	(63.2)	136.7	25.0
Claims and handling costs paid - Asbestos	(107.9)	(118.8)	(106.4)
Income taxes payable	5.5	0.2	(14.7)
Other accrued liabilities	18.1	41.0	73.0
<b>Net cash provided by operating activities</b>	<b>\$ 607.6</b>	<b>\$ 757.2</b>	<b>\$ 786.9</b>
<b>Cash Flows From Investing Activities</b>			
Purchases of property, plant and equipment	\$ (591.3)	\$ (257.8)	\$ (110.7)
Proceeds from sale of property, plant and equipment	14.1	—	1.6
Capitalized interest	(8.5)	(1.9)	(9.5)
Purchase of restricted investments - Asbestos	(180.1)	(114.6)	(25.0)
Proceeds from restricted investments - Asbestos	105.7	26.1	23.2
<b>Net cash used in investing activities</b>	<b>\$ (660.1)</b>	<b>\$ (348.2)</b>	<b>\$ (120.4)</b>
<b>Cash Flows From Financing Activities</b>			
Proceeds from credit facilities	\$ 450.0	\$ 390.0	\$ —
Repayments of credit facilities	(260.0)	(350.0)	(130.0)
Repayment of senior unsecured notes	—	—	(400.0)
Call redemption premium paid to note holders	—	—	(9.5)
Debt issuance costs	—	(2.1)	—
Proceeds from issuance of shares	0.2	0.3	0.1
Repayment of finance lease obligations and borrowings	(1.5)	(1.0)	(0.8)
Shares repurchased	(78.4)	—	—
Dividends paid	(129.6)	(484.0)	—
Taxes paid related to net share settlement of equity awards	(6.1)	(2.8)	—
<b>Net cash used in financing activities</b>	<b>\$ (25.4)</b>	<b>\$ (449.6)</b>	<b>\$ (540.2)</b>
Effects of exchange rate changes on cash and cash equivalents, restricted cash and restricted cash - Asbestos	\$ (8.4)	\$ (5.9)	\$ 6.3
Net (decrease) increase in cash and cash equivalents, restricted cash and restricted cash - Asbestos	(86.3)	(46.5)	132.6
Cash and cash equivalents, restricted cash and restricted cash - Asbestos at beginning of period	271.9	318.4	185.8
<b>Cash and cash equivalents, restricted cash and restricted cash - Asbestos at end of period</b>	<b>\$ 185.6</b>	<b>\$ 271.9</b>	<b>\$ 318.4</b>
<b>Non-Cash Investing and Financing Activities</b>			
Capital expenditures incurred but not yet paid	\$ 34.7	\$ 32.3	\$ 18.0

# James Hardie Industries plc

## Consolidated Statements of Cash Flows (Continued)

(Millions of US dollars)	Years Ended 31 March		
	2023	2022	2021
<b>Supplemental Disclosure of Cash Flow Activities</b>			
Cash paid during the year for interest	\$ 41.0	\$ 37.0	\$ 56.4
Cash payment (refund) during the year for income taxes, net	\$ 117.1	\$ 92.7	\$ (3.7)
Cash paid to AICF	\$ 109.6	\$ 248.5	\$ 153.3

The accompanying notes are an integral part of these consolidated financial statements.

# James Hardie Industries plc

## Consolidated Statements of Changes in Shareholders' Equity

(Millions of US dollars)	Common Stock	Additional Paid-in Capital	Retained Earnings	Treasury Stock	Accumulated Other Comprehensive (Loss) Gain	Total
<b>Balances as of 31 March 2020</b>	<b>\$ 230.6</b>	<b>\$ 207.3</b>	<b>\$ 659.5</b>	<b>\$ —</b>	<b>\$ (62.1)</b>	<b>\$ 1,035.3</b>
Net income	—	—	262.8	—	—	262.8
Other comprehensive gain	—	—	—	—	55.5	55.5
Stock-based compensation	0.8	17.2	—	—	—	18.0
Issuance of ordinary shares	—	0.1	—	—	—	0.1
Dividends declared	—	—	(310.9)	—	—	(310.9)
<b>Balances as of 31 March 2021</b>	<b>\$ 231.4</b>	<b>\$ 224.6</b>	<b>\$ 611.4</b>	<b>\$ —</b>	<b>\$ (6.6)</b>	<b>\$ 1,060.8</b>
Net income	—	—	459.1	—	—	459.1
Other comprehensive loss	—	—	—	—	(15.4)	(15.4)
Stock-based compensation	0.7	5.5	—	—	—	6.2
Issuance of ordinary shares	—	0.3	—	—	—	0.3
Dividends declared	—	—	(178.1)	—	—	(178.1)
<b>Balances as of 31 March 2022</b>	<b>\$ 232.1</b>	<b>\$ 230.4</b>	<b>\$ 892.4</b>	<b>\$ —</b>	<b>\$ (22.0)</b>	<b>\$ 1,332.9</b>
Net income	—	—	512.0	—	—	512.0
Other comprehensive loss	—	—	—	—	(31.3)	(31.3)
Stock-based compensation	0.3	9.3	—	—	—	9.6
Issuance of ordinary shares	—	0.2	—	—	—	0.2
Dividends declared	—	—	(133.6)	—	—	(133.6)
Shares repurchased	—	—	—	(78.4)	—	(78.4)
Shares cancelled	(2.4)	(2.0)	(74.0)	78.4	—	—
<b>Balances as of 31 March 2023</b>	<b>\$ 230.0</b>	<b>\$ 237.9</b>	<b>\$ 1,196.8</b>	<b>\$ —</b>	<b>\$ (53.3)</b>	<b>\$ 1,611.4</b>

The accompanying notes are an integral part of these consolidated financial statements.

# **James Hardie Industries plc**

## **Notes to Consolidated Financial Statements**

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### **1. Organization and Significant Accounting Policies**

#### **Nature of Operations**

James Hardie Industries plc ("JHI plc") manufactures and sells fiber cement, fiber gypsum and cement-bonded building products for interior and exterior building construction applications, primarily in the United States, Australia, Europe, New Zealand and the Philippines.

#### **Basis of Presentation**

The consolidated financial statements represent the financial position, results of operations and cash flows of JHI plc and its wholly-owned subsidiaries and variable interest entity ("VIE"). Unless the context indicates otherwise, JHI plc and its direct and indirect wholly-owned subsidiaries and VIE (as of the time relevant to the applicable reference) are collectively referred to as "James Hardie", the "James Hardie Group" or the "Company". The consolidated financial statements are prepared in accordance with accounting principles generally accepted in the United States of America ("US GAAP"). All intercompany balances and transactions have been eliminated in consolidation.

#### **Summary of Significant Accounting Policies**

##### **Variable Interest Entities**

A VIE is an entity that is evaluated for consolidation using more than a simple analysis of voting control. The analysis is based on: (i) what party has the power to direct the most significant activities of the VIE that impact its economic performance; and (ii) what party has rights to receive benefits or is obligated to absorb losses that are significant to the VIE. The analysis of the party that consolidates a VIE is a continual assessment.

In February 2007, the Company's shareholders approved the Amended and Restated Final Funding Agreement (the "AFFA"), an agreement pursuant to which the Company provides long-term funding to Asbestos Injuries Compensation Fund ("AICF"), a special purpose fund that provides compensation for the Australian-related personal injuries for which certain former subsidiary companies of James Hardie in Australia (being Amaca Pty Ltd ("Amaca"), Amaba Pty Ltd ("Amaba") and ABN 60 Pty Limited ("ABN 60") (collectively, the "Former James Hardie Companies")) are found liable. JHI plc owns 100% of James Hardie 117 Pty Ltd (the "Performing Subsidiary"), which, under the terms of the AFFA, has an obligation to make payments to AICF on an annual basis subject to the provisions of the AFFA. JHI plc guarantees the Performing Subsidiary's obligation. Additionally, the Company appoints three AICF directors and the New South Wales ("NSW") Government appoints two AICF directors.

Although the Company has no ownership interest in AICF, for financial reporting purposes, the Company consolidates AICF, which is a VIE as defined under US GAAP, due to its pecuniary and contractual interests in AICF as a result of the funding arrangements outlined in the AFFA. The Company's consolidation of AICF results in AICF's assets and liabilities being recorded on its consolidated balance sheets and AICF's income and expense transactions being recorded in the consolidated statements of operations and comprehensive income. These items are Australian dollar-denominated and are subject to remeasurement into US dollars at each reporting date.

For the fiscal years ended 31 March 2023, 2022 and 2021, the Company did not provide financial or other support to AICF that it was not previously contractually required to provide.

### **Use of Estimates**

The preparation of financial statements in conformity with US GAAP requires management to make estimates and assumptions. These estimates and assumptions affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

### **Foreign Currency Translation/Remeasurement**

All assets and liabilities are translated or remeasured into US dollars at current exchange rates while revenues and expenses are translated or remeasured at average exchange rates in effect for the period. The effects of foreign currency translation adjustments are included directly in other comprehensive income in shareholders' equity. Gains and losses arising from foreign currency transactions are recognized in income.

The Company has recorded on its consolidated balance sheet certain foreign assets and liabilities, including asbestos-related assets and liabilities under the terms of the AFFA, that are denominated in foreign currencies and subject to translation (foreign entities) or remeasurement (AICF entity and Euro denominated debt) into US dollars at each reporting date. Unless otherwise noted, the Company converts foreign currency denominated assets and liabilities into US dollars at the spot rate at the end of the reporting period; while revenues and expenses are converted using an average exchange rate for the period. The Company records gains and losses on its Euro denominated debt which are economically offset by foreign exchange gains and losses on loans between subsidiaries, resulting in a net immaterial translation gain or loss which is recorded in the *Selling, general and administrative expenses* in the consolidated statements of operations and comprehensive income.

### **Restricted Cash and Cash Equivalents**

Restricted cash and cash equivalents, other than those amounts directly related to the AICF, generally relate to amounts subject to letters of credit with insurance companies, which restrict the cash from use for general corporate purposes.

### **Accounts Receivable**

The Company evaluates the collectability of accounts receivable on an ongoing basis based on historical bad debts, customer credit-worthiness, current economic trends and changes in the Company's customer payment activity. An allowance for doubtful accounts is provided for known and estimated bad debts. Although credit losses have historically been within expectations, the Company cannot guarantee that it will continue to experience the same credit loss rates that it has had in the past.

### **Inventories**

Inventories are valued at the lower of cost or net realizable value. Cost is generally determined under the first-in, first-out method, except that the cost of raw materials and supplies is determined using actual or average costs. Cost includes the costs of materials, labor and applied factory overhead. On a regular basis, the Company evaluates its inventory balances for excess quantities and obsolescence by analyzing demand, inventory on hand, sales levels and other information. Based on these evaluations, inventory costs are adjusted to net realizable value, if necessary.



# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

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### Property, Plant and Equipment

Property, plant and equipment are stated at cost. Property, plant and equipment of businesses acquired are recorded at their estimated fair value at the date of acquisition. Depreciation of property, plant and equipment is computed using the straight-line method over the following estimated useful lives:

	Years
Buildings	10 to 50
Buildings Improvements	1 to 27
Leasehold Improvements	1 to 40
Machinery and Equipment	1 to 39

### Leases

At lease commencement, which is generally when the Company takes possession of the asset, the Company records a lease liability and a corresponding right-of-use ("ROU") asset. Lease liabilities represent the present value of minimum lease payments over the expected lease term, which includes options to extend the lease when it is reasonably certain those options will be exercised. Determining the lease term and amount of lease payments to include in the calculation of the ROU asset and lease liability for leases containing options requires the use of judgment to determine whether the exercise of an option is reasonably certain, and if the option period and payments should be included in the calculation of the associated ROU asset and liability. In making this determination, the Company considers all relevant economic factors that would compel the Company to exercise an option. The Company's leases generally do not provide a readily determinable implicit borrowing rate. As such, the discount rate used to calculate present value is the lessee's incremental borrowing rate, which is primarily based upon the periodic risk-adjusted interest margin and the term of the lease.

Minimum lease payments include base rent as well as fixed escalation of rental payments. In determining minimum lease payments, the Company separates non-lease components such as common area maintenance or other miscellaneous expenses that are updated based on landlord estimates for real estate leases. Additionally, many of the Company's transportation and equipment leases require additional payments based on the underlying usage of the assets such as mileage and maintenance costs. Due to the variable nature of these costs, the cash flows associated with these costs are expensed as incurred and not included in the lease payments used to determine the ROU asset and associated lease liability.

ROU assets represent the right to control the use of the leased asset during the lease term and are initially recognized as an amount equal to the lease liability. In addition, prepaid rent, initial direct costs, and adjustments for lease incentives are components of the ROU asset. Over the lease term, the lease expense is amortized on a straight-line basis beginning on the lease commencement date. ROU assets are assessed for impairment as part of the impairment of long-lived assets, which is performed whenever events or changes in circumstances indicate that the carrying amount of an asset or asset group may not be recoverable.

A ROU asset and lease liability are not recognized for leases with an initial term of 12 months or less, and the lease expense is recognized on a straight-line basis over the lease term.

### Depreciation and Amortization

The Company records depreciation and amortization under both *Cost of goods sold* and *Selling, general and administrative* expenses, depending on the asset's business use. All depreciation and amortization related to plant building, machinery and equipment is recorded in *Cost of goods sold*.

### **Goodwill and Other Intangible Assets**

Goodwill is the excess of purchase price over the fair value of tangible and identifiable intangible net assets acquired in various business combinations. Goodwill is not amortized but is tested at the reporting unit level for impairment annually, or more often if indicators of impairment exist. Factors that could cause an impairment in the future could include, but are not limited to, adverse macroeconomic conditions, deterioration in industry or market conditions, decline in revenue and cash flows or increases in costs and capital expenditures compared to projected results. A goodwill impairment charge is recorded for the amount by which the carrying value of the reporting unit exceeds the fair value of the reporting unit.

Intangible assets from acquired businesses are recognized at their estimated fair values at the date of acquisition and consist of trademarks, customer relationships and other intangible assets. Finite-lived intangibles are amortized to expense over the applicable useful lives, ranging from 2 to 13 years, based on the nature of the asset and the underlying pattern of economic benefit as reflected by future net cash inflows.

The Company performs an impairment test of goodwill and intangibles annually, or whenever events or changes in circumstances indicate their carrying value may be impaired. During the third quarter of fiscal year 2023, the Company performed its annual test noting no impairment.

### **Impairment of Long-Lived Assets**

Long-lived assets, such as property, plant and equipment, are evaluated each quarter for events or changes in circumstances that indicate that an asset might be impaired because the carrying amount of the asset may not be recoverable. These include, without limitation, a significant adverse change in the extent or manner in which a long-lived asset or asset group is being used, a current period operating or cash flow loss combined with a history of operating or cash flow losses, a projection or forecast that demonstrates continuing losses associated with the use of a long-lived asset or asset group and/or a current expectation that it is more likely than not that a long lived asset or asset group will be sold or otherwise disposed of significantly before the end of its previously estimated useful life.

When such indicators of potential impairment are identified, recoverability is tested by grouping long-lived assets that are used together and represent the lowest level for which cash flows are identifiable and distinct from the cash flows of other long-lived assets, which is typically at the production line or plant facility level, depending on the type of long-lived asset subject to an impairment review.

Recoverability is measured by a comparison of the carrying amount of the asset group to the estimated undiscounted future cash flows expected to be generated by the asset group. If the carrying amount exceeds the estimated undiscounted future cash flows, an impairment charge is recognized at the amount by which the carrying amount exceeds the estimated fair value of the asset group.

The methodology used to estimate the fair value of the asset group is based on a discounted cash flow analysis or a relative, market-based approach based on purchase offers or appraisals received from third parties, that considers the asset group's highest and best use that would maximize the value of the asset group. In addition, the estimated fair value of an asset group also considers, to the extent practicable, a market participant's expectations and assumptions in estimating the fair value of the asset group. If the estimated fair value of the asset group is less than the carrying value, an impairment loss is recognized at an amount equal to the excess of the carrying value over the estimated fair value of the asset group.

### **Accrued Product Warranties**

An accrual for estimated future warranty costs is recorded based on an analysis by the Company, which includes the historical relationship of warranty costs to installed product at an estimated remediation cost per standard foot. Based on this analysis and other factors, the adequacy of the Company's warranty provision is adjusted as necessary.

### **Debt**

The Company's debt consists of senior unsecured notes and an unsecured revolving credit facility. Each of the Company's debt instruments is recorded at cost, net of any original issue discount or premium, where applicable. The related original issue discount, premium and debt issuance costs are amortized over the term of each respective borrowing using the straight line method. Debt is presented as current if the liability is due to be settled within 12 months after the balance sheet date, unless the Company has the ability and intention to refinance on a long-term basis in accordance with US GAAP. See Fair Value Measurements below and Note 10 for the Company's fair value considerations.

In addition, the Company consolidates AICF which has a loan facility, which is included in Asbestos-related Accounting Policies below.

### **Revenue Recognition**

The Company recognizes revenues when the requisite performance obligation has been met, that is, when the Company transfers control of its products to customers, which depending on the terms of the underlying contract, is generally upon delivery. The Company records estimated reductions in sales for customer rebates and discounts including volume, promotional, cash and other discounts. Rebates and discounts are recorded based on management's best estimate when products are sold. The estimates are based on historical experience for similar programs and products. Management reviews these rebates and discounts on an ongoing basis and the related accruals are adjusted, if necessary, as additional information becomes available.

A portion of the Company's revenue is made through distributors under vendor managed inventory agreements whereby revenue is recognized upon the transfer of title and risk of loss to the distributors.

### **Advertising Costs**

Advertising costs are expensed as incurred and were US\$83.1 million, US\$53.7 million and US\$27.2 million for the fiscal years ended 31 March 2023, 2022 and 2021, respectively.

### **Income Taxes**

The Company accounts for income taxes under the asset and liability method. Under this method, deferred income taxes are recognized by applying enacted statutory rates applicable to future years to differences between the tax bases and financial reporting amounts of existing assets and liabilities. The effect on deferred taxes of a change in tax rates is recognized in income in the period that includes the enactment date. The realization of the US deferred tax assets is affected primarily by the continued profitability of the US business. A valuation allowance is provided when it is more likely than not that all or some portion of deferred tax assets will not be realized.

Income taxes payable represents taxes currently payable which are computed at statutory income tax rates applicable to taxable income derived in each jurisdiction in which the Company conducts business. Interest and penalties related to uncertain tax positions are recognized in *Income tax expense* on the consolidated statements of operations and comprehensive income.

The Company accrues for tax contingencies based upon its best estimate of the taxes ultimately expected to be paid, which it updates over time as more information becomes available. Such amounts are included in taxes payable or other non-current liabilities, as appropriate. If the Company ultimately determines that payment of these amounts is unnecessary, the Company reverses the liability and recognizes a tax benefit during the period in which the Company determines that the liability is no longer necessary. The Company records additional tax expense in the period in which it determines that the recorded tax liability is less than the ultimate assessment it expects.

Taxing authorities from various jurisdictions in which the Company operates are in the process of reviewing and auditing the Company's respective jurisdictional tax returns for various ranges of years. The Company accrues tax liabilities in connection with ongoing audits and reviews based on knowledge of all relevant facts and circumstances, taking into account existing tax laws, its experience with previous audits and settlements, the status of current tax examinations and how the tax authorities view certain issues.

### **Financial Instruments**

The Company calculates the fair value of financial instruments and includes this additional information in the notes to the consolidated financial statements. The estimated fair value amounts have been determined by the Company using available market information and appropriate valuation methodologies. However, considerable judgment is required in interpreting market data to develop the estimates of fair value. Accordingly, the estimates presented herein are not necessarily indicative of the amounts that the Company could realize in a current market exchange. The use of different market assumptions and/or estimation methodologies may have a material effect on the estimated fair value amounts.

Periodically, forward exchange contracts are used to manage market risks and reduce exposure resulting from fluctuations in foreign currency exchange rates. Changes in the fair value of financial instruments that are not designated as hedges are recorded in earnings within *Asbestos adjustments loss, Other expense, net* and *Selling, general and administrative expenses* at each measurement date. The Company does not use derivatives for trading purposes.

### **Fair Value Measurements**

Assets and liabilities of the Company that are carried or disclosed at fair value are classified in one of the following three categories:

- Level 1 Quoted market prices in active markets for identical assets and liabilities that the Company has the ability to access at the measurement date;
- Level 2 Observable market-based inputs or unobservable inputs that are corroborated by market data for the asset or liability at the measurement date;
- Level 3 Unobservable inputs that are not corroborated by market data used when there is minimal market activity for the asset or liability at the measurement date.

Fair value measurements of assets and liabilities are assigned a level within the fair value hierarchy based on the lowest level of any input that is significant to the fair value measurement in its entirety.

The carrying amounts of Cash and cash equivalents, Restricted cash and cash equivalents, Trade receivables, Trade payables and the Revolving Credit Facility approximates their respective fair values due to the short-term nature of these instruments.

## **Stock-based Compensation**

Stock-based compensation expense represents the estimated fair value of equity-based and liability-classified awards granted to employees and is recognized as an expense over the vesting period. Forfeitures of stock-based awards are accounted for as they occur. Stock-based compensation expense is included in the line item *Selling, general and administrative* expenses on the consolidated statements of operations and comprehensive income.

Equity awards with vesting based solely on a service condition are typically subject to graded vesting, in that the awards outstanding generally vest as follows: 25% at the first anniversary date of the grant; 25% at the second anniversary date of the grant; and 50% at the third anniversary date of the grant. For equity awards subject to graded vesting, the Company has elected to use the accelerated recognition method. Accordingly, each vesting tranche is valued separately, and the recognition of stock-based compensation expense is more heavily weighted earlier in the vesting period. Stock-based compensation expense for equity awards that are subject to performance or market vesting conditions are based upon an estimate of the number of awards that are expected to vest and typically recognized ratably over the vesting period. The Company issues new shares to award recipients when the vesting condition for restricted stock units ("RSUs") has been satisfied or when a stock option is exercised.

For RSUs subject to a service vesting condition, the fair value is equal to the market value of the Company's common stock on the date of grant, adjusted for the fair value of estimated dividends as the restricted stock holder is not entitled to dividends over the vesting period.

For RSUs subject to a performance vesting condition, the vesting of these units is subject to a return on capital employed ("ROCE") performance hurdle being met and is subject to negative discretion by the Board. The Board's discretion will reflect the Board's judgment of the quality of the returns balanced against management's delivery of market share growth and a scorecard of key qualitative and quantitative performance objectives. The expense is recognized ratably over the vesting period and is adjusted for subsequent changes in JHI plc's common stock price at each balance sheet date adjusted for the fair value of estimated dividends as the restricted stock unit holder is not entitled to dividends over the vesting period.

For RSUs subject to a market vesting condition, the vesting of these units is based on James Hardie's performance against its Peer Group for the 20 trading days preceding the test date. The fair value of each of these units is estimated using a binomial lattice model that incorporates a Monte Carlo simulation (the "Monte Carlo" method).

For cash settled units ("CSUs"), compensation expense is recognized based upon an estimate of the number of awards that are expected to vest and the fair market value of JHI plc's common stock on the date of the grant. The expense is recognized ratably over the vesting period and the liability is adjusted for subsequent changes in JHI plc's common stock price at each balance sheet date adjusted for the fair value of estimated dividends as the restricted stock unit holder is not entitled to dividends over the vesting period.

Stock options have a 3-year cliff vesting schedule from the date of grant. The Company estimates the fair value of stock options on the date of grant using the Black-Scholes option-pricing model.

## **Loss Contingencies**

The Company recognizes a liability for asserted and unasserted claims in the period in which a loss becomes probable and estimable. The amount of a reasonably probable loss is dependent on a number of factors including, without limitation, the specific facts and circumstances unique to each claim, the existence of any co-defendants involved in defending the claim, the solvency of such co-defendants



(including the ability of such co-defendants to remain solvent until the related claim is ultimately resolved), and the availability of claimant compensation under a government compensation scheme.

To the extent that it is probable and estimable, the estimated loss for these matters, incorporates assumptions that are subject to the foregoing uncertainties and are principally derived from, but not exclusively based on, historical claims experience together with facts and circumstances unique to each claim. If the nature and extent of claims in future periods differ from historical claims experience, the Company's assessment of probable and estimable liability with respect to current asserted claims changes and/or actual liability is different to the estimates, then the actual amount of loss may be materially higher or lower than estimated losses accrued.

### **Asbestos-related Accounting Policies**

#### Asbestos Liability

The amount of the asbestos liability has been recognized by reference to (but not exclusively based upon) the most recent actuarial estimate of projected future cash flows as calculated by KPMG, who are engaged and appointed by AICF under the terms of the AFFA. Based on their assumptions, KPMG arrived at a range of possible total future cash flows and calculated a central estimate, which is intended to reflect a probability-weighted expected outcome of those actuarially estimated future cash flows projected by KPMG to occur through 2071.

The Company recognizes the asbestos liability in the consolidated financial statements by reference to (but not exclusively based upon) the undiscounted and uninflated central estimate. The Company considered discounting when determining the best estimate under US GAAP. The Company has recognized the asbestos liability by reference to (but not exclusively based upon) the central estimate as undiscounted on the basis that the timing and amounts of such cash flows are not fixed or readily determinable. The Company considered inflation when determining the best estimate under US GAAP. It is the Company's view that there are material uncertainties in estimating an appropriate rate of inflation over the extended period of the AFFA. The Company views the undiscounted and uninflated central estimate as the best estimate under US GAAP.

Adjustments in the asbestos liability due to changes in the actuarial estimate of projected future cash flows and changes in the estimate of future operating costs of AICF are reflected in the consolidated statements of operations and comprehensive income during the period in which they occur. Claims paid by AICF and claims-handling costs incurred by AICF are treated as reductions in the Asbestos liability balances.

#### Insurance Receivable

The insurance receivable recorded by the Company has been recognized by reference to (but not exclusively based upon) the most recent actuarial estimate of recoveries expected from insurance policies and insurance companies with exposure to the asbestos claims, as calculated by KPMG. The assessment of recoveries is based on the expected pattern of claims against such policies less an allowance for credit risk based on credit agency ratings. The insurance receivable generally includes these cash flows as undiscounted and uninflated, however, where the timing of recoveries has been agreed with the insurer, the receivables are recorded on a discounted basis. The Company records insurance receivables that are deemed probable of being realized.

## James Hardie Industries plc

### Notes to Consolidated Financial Statements (continued)

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Adjustments in the insurance receivable due to changes in the actuarial estimate, or changes in the Company's assessment of recoverability are reflected in the consolidated statements of operations and comprehensive income during the period in which they occur. Insurance recoveries are treated as a reduction in the insurance receivable balance.

#### Workers' Compensation

An estimate of the liability related to workers' compensation claims is prepared by KPMG as part of the annual actuarial assessment. This estimate contains two components - amounts that will be met by a workers' compensation scheme or policy and amounts that will be met by the Former James Hardie Companies.

The estimated liability is included as part of the asbestos liability and adjustments to the estimate are reflected in the consolidated statements of operations and comprehensive income during the period in which they occur. Amounts that are expected to be paid by the workers' compensation schemes or policies are recorded as workers' compensation receivable. Adjustments to the workers' compensation liability result in an equal adjustment in the workers' compensation receivable recorded by the Company and have no effect on the consolidated statements of operations and comprehensive income.

#### Restricted Cash and Cash Equivalents

Cash and cash equivalents of AICF are reflected as restricted assets, as the use of these assets is restricted to the settlement of asbestos claims and payment of the operating costs of AICF. Since cash and cash equivalents are highly liquid, the Company classifies these amounts as a current asset on the consolidated balance sheets.

#### Restricted Investments

Restricted investments of AICF consist of highly liquid investments held in the custody of major financial institutions and are classified as held to maturity ("HTM") due to AICF's ability and intent to hold these securities to maturity. These restricted investments are carried at amortized cost.

#### Deferred Income Taxes

The Performing Subsidiary can claim a tax deduction for its contributions to AICF over a five-year period commencing in the year the contribution is incurred. Consequently, a deferred tax asset has been recognized equivalent to the anticipated tax benefit over the life of the AFFA.

Adjustments are made to the deferred income tax asset as adjustments to the asbestos-related assets and liabilities are recorded.

#### Asbestos Adjustments loss

The *Asbestos adjustments loss* reflected in the consolidated statements of operations and comprehensive income reflect the net change in the actuarial estimate of the asbestos liability and insurance receivables, and the change in the estimate of AICF claims handling costs. Additionally, as the asbestos-related assets and liabilities are denominated in Australian dollars, the reported values of these asbestos-related assets and liabilities in the Company's consolidated balance sheets in US dollars are subject to adjustment depending on the closing exchange rate between the two currencies at the balance sheet dates, the effect of which is also included in *Asbestos adjustments loss* in the consolidated statements of operations and comprehensive income. Further, changes in the fair value of forward exchange contracts entered into to reduce exposure to the change in foreign currency exchange rates associated with AICF payments are recorded in *Asbestos adjustments loss*.

## Accounting Pronouncements

### Adopted in Fiscal Year 2023

In November 2021, the Financial Accounting Standards Board issued Accounting Standards Update ("ASU") No. 2021-10, Government Assistance (Topic 832). The amendments in the standard were issued to require annual disclosures about transactions with a government that are accounting for by analogizing to a grant on contribution model. The new guidance requires disclosure of the nature of the transactions and related accounting policy used, the line items on the balance sheets or consolidated statements of operations and comprehensive income and the amounts applicable to each financial statement line item, and significant terms of the transactions. The Company adopted ASU No. 2021-10 on 31 March 2023 with no impact to our financial statements or related disclosures as the transactions in scope of this guidance were immaterial.

## Earnings Per Share

Basic earnings per share ("EPS") is calculated using net income divided by the weighted average number of common shares outstanding during the period. Diluted EPS is similar to basic EPS except that the weighted average number of common shares outstanding is increased to include the number of additional common shares calculated using the treasury method that would have been outstanding if the dilutive potential common shares, such as stock options and RSUs, had been issued.

Basic and dilutive common shares outstanding used in determining net income per share are as follows:

(Millions of shares)	Years Ended 31 March		
	2023	2022	2021
Basic common shares outstanding	<b>445.1</b>	444.9	443.7
Dilutive effect of stock awards	<b>0.5</b>	1.0	1.7
Diluted common shares outstanding	<b>445.6</b>	445.9	445.4

There were no potential common shares which would be considered anti-dilutive for the fiscal years ended 31 March 2023, 2022 and 2021.

Unless they are anti-dilutive, RSUs which vest solely based on continued employment are considered to be outstanding as of their issuance date for purposes of computing diluted EPS and are included in the calculation of diluted EPS using the Treasury Method. Once these RSUs vest, they are included in the basic EPS calculation on a weighted-average basis.

RSUs which vest based on performance or market conditions are considered contingent shares. At each reporting date prior to the end of the contingency period, the Company determines the number of contingently issuable shares to include in the diluted EPS calculation, as the number of shares that would be issuable under the terms of the RSU arrangement, if the end of the reporting period were the end of the contingency period. Once these RSUs vest, they are included in the basic EPS calculation on a weighted-average basis.

Potential common shares of 0.4 million, 0.7 million and 0.9 million for the fiscal years ended 31 March 2023, 2022 and 2021, respectively, have been excluded from the calculation of diluted common shares outstanding as they are considered contingent shares which are not expected to vest.

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

### 2. Revenues

The following represents the Company's disaggregated revenues:

(Millions of US dollars)	Year Ended 31 March 2023			
	North America Fiber Cement	Asia Pacific Fiber Cement	Europe Building Products	Consolidated
Fiber cement revenues	\$ 2,787.6	\$ 539.2	\$ 68.6	\$ 3,395.4
Fiber gypsum revenues	—	—	381.7	381.7
Total revenues	<u>\$ 2,787.6</u>	<u>\$ 539.2</u>	<u>\$ 450.3</u>	<u>\$ 3,777.1</u>

(Millions of US dollars)	Year Ended 31 March 2022			
	North America Fiber Cement	Asia Pacific Fiber Cement	Europe Building Products	Consolidated
Fiber cement revenues	\$ 2,551.3	\$ 574.9	\$ 76.3	\$ 3,202.5
Fiber gypsum revenues	—	—	412.2	412.2
Total revenues	<u>\$ 2,551.3</u>	<u>\$ 574.9</u>	<u>\$ 488.5</u>	<u>\$ 3,614.7</u>

(Millions of US dollars)	Year Ended 31 March 2021			
	North America Fiber Cement	Asia Pacific Fiber Cement	Europe Building Products	Consolidated
Fiber cement revenues	\$ 2,040.2	\$ 458.2	\$ 55.3	\$ 2,553.7
Fiber gypsum revenues	—	—	355.0	355.0
Total revenues	<u>\$ 2,040.2</u>	<u>\$ 458.2</u>	<u>\$ 410.3</u>	<u>\$ 2,908.7</u>

The process by which the Company recognizes revenues is similar across each of the Company's reportable segments. Fiber cement and fiber gypsum revenues are primarily generated from the sale of siding and various boards used in external and internal applications, as well as accessories. Fiber gypsum revenues also includes the sale of cement-bonded boards in the Europe Building Products segment.

The Company recognizes revenues when the requisite performance obligation has been met, that is, when the Company transfers control of its products to customers, which depending on the terms of the underlying contract, is generally upon delivery. The Company considers shipping and handling activities that it performs as activities to fulfill the sales of its products, with amounts billed for such costs included in net sales and the associated costs incurred for such services recorded in cost of sales, in accordance with the practical expedient provided by Accounting Standards Codification ("ASC") 606.

Certain of the Company's customers receive discounts and rebates as sales incentives, amounts which are recorded as a reduction to revenue at the time the revenue is recognized. These amounts are an estimate recorded by the Company based on historical experience and contractual obligations, the underlying assumptions of which are periodically reviewed and adjusted by the Company, as necessary.

The Company's contracts are generally short-term in nature, generally not exceeding twelve months, with payment terms varying by the type and location of products or services offered; however, the period between invoicing and when payment is due is not significant.

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

### 3. Cash and Cash Equivalents, Restricted Cash and Restricted Cash - Asbestos

The following table provides a reconciliation of *Cash and cash equivalents*, *Restricted cash and Restricted cash - Asbestos* reported within the consolidated balance sheets that sum to the total of the same such amounts shown in the consolidated statements of cash flows:

(Millions of US dollars)	31 March	
	2023	2022
Cash and cash equivalents	\$ 113.0	\$ 125.0
Restricted cash	5.0	5.0
Restricted cash - Asbestos	67.6	141.9
Total cash and cash equivalents, restricted cash and restricted cash - Asbestos	<u>\$ 185.6</u>	<u>\$ 271.9</u>

### 4. Accounts and Other Receivables

*Accounts and other receivables* consist of the following components:

(Millions of US dollars)	31 March	
	2023	2022
Trade receivables	\$ 301.2	\$ 336.4
Income taxes receivable	29.6	29.8
Other receivables and advances	26.6	35.6
Provision for doubtful trade receivables	(2.6)	(3.4)
Total accounts and other receivables	<u>\$ 354.8</u>	<u>\$ 398.4</u>

The following are changes in the provision for doubtful trade receivables:

(Millions of US dollars)	31 March		
	2023	2022	2021
Balance at beginning of period	\$ 3.4	\$ 6.1	\$ 4.4
Adjustment to provision	(0.6)	(2.2)	3.1
Write-offs, net of recoveries	(0.2)	(0.5)	(1.4)
Balance at end of period	<u>\$ 2.6</u>	<u>\$ 3.4</u>	<u>\$ 6.1</u>

### 5. Inventories

*Inventories* consist of the following components:

(Millions of US dollars)	31 March	
	2023	2022
Finished goods	\$ 237.8	\$ 187.3
Work-in-process	23.0	16.2
Raw materials and supplies	93.9	82.1
Provision for obsolete finished goods and raw materials	(10.5)	(5.9)
Total inventories	<u>\$ 344.2</u>	<u>\$ 279.7</u>



# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

### 6. Goodwill and Other Intangible Assets

#### Goodwill

The following are the changes in the carrying value of goodwill:

(Millions of US dollars)	Europe Building Products
Balance - 31 March 2021	\$ 209.3
Foreign exchange impact	(9.8)
Balance - 31 March 2022	\$ 199.5
Foreign exchange impact	(4.6)
Balance - 31 March 2023	<u>\$ 194.9</u>

#### Intangible Assets

The following are the net carrying amount of indefinite lived intangible assets other than goodwill:

(Millions of US dollars)	2023	31 March 2022
Tradenames	\$ 112.3	\$ 115.0
Other	7.4	7.4
Total	<u>\$ 119.7</u>	<u>\$ 122.4</u>

The following are the net carrying amount of amortizable intangible assets:

(Millions of US dollars)	Year Ended 31 March 2023		
	Gross Carrying Amount	Accumulated Amortization	Net Carrying Amount
Customer Relationships	\$ 47.9	\$ (12.4)	\$ 35.5
Total	<u>\$ 47.9</u>	<u>\$ (12.4)</u>	<u>\$ 35.5</u>

(Millions of US dollars)	Year Ended 31 March 2022		
	Gross Carrying Amount	Accumulated Amortization	Net Carrying Amount
Customer Relationships	\$ 52.9	\$ (12.5)	\$ 40.4
Total	<u>\$ 52.9</u>	<u>\$ (12.5)</u>	<u>\$ 40.4</u>

The amortization of intangible assets was US\$3.8 million, US\$3.5 million and US\$2.6 million for the fiscal years ended 31 March 2023, 2022 and 2021, respectively.

At 31 March 2023, the estimated future amortization of intangible assets is as follows:

Years ended 31 March (Millions of US dollars):

2024	\$ 4.3
2025	4.5
2026	4.6
2027	4.9
2028	5.0

## 7. Property, Plant and Equipment

Property, plant and equipment consist of the following components:

(Millions of US dollars)	31 March	
	2023	2022
Land	\$ 79.8	\$ 83.6
Buildings	568.1	530.6
Machinery and equipment	2,044.2	1,880.0
Construction in progress	502.6	167.9
Property, plant and equipment, at cost	3,194.7	2,662.1
Less accumulated depreciation	(1,355.1)	(1,205.1)
Property, plant and equipment, net	\$ 1,839.6	\$ 1,457.0

Depreciation expense for the fiscal years ended 31 March 2023, 2022 and 2021 was US\$166.8 million, US\$155.6 million and US\$129.6 million, respectively.

The amount of capitalized interest was US\$8.5 million and US\$1.9 million for the years ended 31 March 2023 and 2022, respectively.

## 8. Leases

The Company's lease portfolio consists primarily of real estate, forklifts at its manufacturing facilities and a fleet of vehicles primarily for sales representatives. The lease term for all of its leases includes the non-cancellable period of the lease plus any additional periods covered by either an option to extend (or not to terminate) the lease that the Company is reasonably certain to exercise, or an option to extend (or not to terminate) the lease controlled by the lessor. ASC 842 requires a lessee to discount its unpaid lease payments using the interest rate implicit in the lease or, if that rate cannot be readily determined, its incremental borrowing rate.

**James Hardie Industries plc**  
**Notes to Consolidated Financial Statements (continued)**

The following table represents the Company's ROU assets and lease liabilities:

(Millions of US dollars)	31 March	
	2023	2022
<b>Assets:</b>		
Operating leases, net	\$ 59.4	\$ 57.8
Finance leases, net	2.0	2.3
Total right-of-use assets	<u>\$ 61.4</u>	<u>\$ 60.1</u>
<b>Liabilities:</b>		
Operating leases:		
Current	\$ 18.1	\$ 12.5
Non-Current	61.1	63.1
Total operating lease liabilities	<u>\$ 79.2</u>	<u>\$ 75.6</u>
Finance leases:		
Current	\$ 0.8	\$ 1.1
Non-Current	1.4	1.5
Total finance lease liabilities	<u>\$ 2.2</u>	<u>\$ 2.6</u>
Total lease liabilities	<u>\$ 81.4</u>	<u>\$ 78.2</u>

The following table represents the Company's lease expense:

(Millions of US dollars)	Years Ended 31 March		
	2023	2022	2021
Operating leases	\$ 20.2	\$ 21.6	\$ 17.0
Short-term leases	3.2	1.7	2.1
Finance leases	1.4	1.0	0.9
Interest on lease liabilities	0.2	0.1	0.1
Total lease expense	<u>\$ 25.0</u>	<u>\$ 24.4</u>	<u>\$ 20.1</u>

The weighted-average remaining lease term of the Company's leases is as follows:

(In Years)	31 March	
	2023	2022
Operating leases	7.9	8.0
Finance leases	3.1	3.2

The weighted-average discount rate of the Company's leases is as follows:

	31 March	
	2023	2022
Operating leases	4.6 %	4.3 %
Finance leases	4.3 %	4.1 %

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

The following are future lease payments for non-cancellable leases at 31 March 2023:

Years ended 31 March (Millions of US dollars):	Operating Leases	Finance Leases	Total
2024	\$ 20.2	\$ 0.8	\$ 21.0
2025	15.4	0.7	16.1
2026	11.8	0.5	12.3
2027	7.4	0.1	7.5
2028	6.7	—	6.7
Thereafter	35.9	—	35.9
<b>Total</b>	<b>\$ 97.4</b>	<b>\$ 2.1</b>	<b>\$ 99.5</b>
Less: imputed interest			18.1
<b>Total lease liabilities</b>			<b>\$ 81.4</b>

Supplemental cash flow and other information related to leases were as follows:

(Millions of US dollars)	Years Ended 31 March	
	2023	2022
<b>Cash paid for amounts included in the measurement of lease liabilities:</b>		
Operating cash flows used for operating leases	\$ 20.9	\$ 23.8
Operating cash flows used for finance leases	0.2	0.1
Financing cash flows used for finance leases	1.5	1.0
<b>Non-cash ROU assets obtained in exchange for new lease liabilities</b>	<b>16.8</b>	<b>31.8</b>
<b>Non-cash remeasurements increasing ROU assets and lease liabilities</b>	<b>5.7</b>	<b>1.3</b>

## 9. Accounts Payable and Accrued Liabilities

*Accounts payable and accrued liabilities* consist of the following components:

(Millions of US dollars)	31 March	
	2023	2022
Trade creditors	\$ 198.2	\$ 273.6
Accrued interest	4.7	4.6
Accrued customer rebates	126.2	126.2
Other creditors and accruals	58.6	53.6
<b>Total accounts payable and accrued liabilities</b>	<b>\$ 387.7</b>	<b>\$ 458.0</b>

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

### 10. Long-Term Debt

(Millions of US dollars)	31 March	
	2023	2022
<b>Senior unsecured notes:</b>		
Principal amount 3.625% notes due 2026 (€400.0 million)	\$ 436.1	\$ 446.4
Principal amount 5.000% notes due 2028	400.0	400.0
Total	836.1	846.4
Unsecured revolving credit facility	230.0	40.0
Unamortized debt issuance costs:	(7.1)	(9.1)
<b>Total Long-term debt</b>	<b>\$ 1,059.0</b>	<b>\$ 877.3</b>
Weighted average interest rate of Long-term debt	4.7 %	4.2 %
Weighted average term of available Long-term debt	4.0 years	5.0 years
Fair value of Senior unsecured notes (Level 1)	\$ 785.2	\$ 845.1

#### Unsecured Revolving Credit Facility

In December 2021, James Hardie International Finance Designated Activity Company ("JHIF") and James Hardie Building Products Inc. ("JHBP"), each a wholly-owned subsidiary of JHI plc, entered into a new US\$600.0 million revolving credit facility with certain commercial banks and HSBC Bank USA, National Association, as administrative agent. The size of the revolving credit facility may be increased by up to US\$250.0 million through the exercise of an accordion option. The revolving credit facility, which will mature in December 2026 and may be extended for two additional one year terms, replaces the prior credit facility agreement of US\$500.0 million which was scheduled to mature in December 2022. Debt issuance costs in connection with the revolving credit facility will be amortized as interest expense over the stated term of five years.

Borrowings under the revolving credit facility bear interest at per annum rates equal to, at the borrower's option, either: (i) the London Interbank Offered Rate ("LIBOR") plus an applicable margin for LIBOR loans; or (ii) a base rate plus an applicable margin for base rate loans. For LIBOR Loans, the applicable margin ranges from 1.25% to 2.00%, and for base rate loans it ranges from 0.25% to 1.00%. Included in the revolving credit facility is a benchmark provision for the migration from LIBOR, which will be in effect no later than June 2023. The Company also pays a commitment fee of between 0.20% and 0.35% on the actual daily amount of the unutilized revolving loans.

#### Guarantees and Compliance

The indenture governing the senior unsecured notes contain covenants that, among other things, limit the ability of the guarantors and their restricted subsidiaries to incur liens on assets, make certain restricted payments, engage in certain sale and leaseback transactions and merge or consolidate with or into other companies. These covenants are subject to certain exceptions and qualifications as described in the indenture. At 31 March 2023, the Company was in compliance with all of its requirements under the indenture related to the senior unsecured notes.

The senior unsecured notes are guaranteed by James Hardie International Group Limited ("JHIGL"), JHBP and James Hardie Technology Limited ("JHTL"), each of which are wholly-owned subsidiaries of JHI plc.

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

The revolving credit facility agreement contains certain covenants that, among other things, restrict JHIGL and its restricted subsidiaries' ability to incur indebtedness and grant liens other than certain types of permitted indebtedness and permitted liens, make certain restricted payments, and undertake certain types of mergers or consolidations actions. At 31 March 2023, the Company was in compliance with all covenants contained in the revolving credit facility agreement.

The revolving credit facility is guaranteed by each of JHIGL and JHTL, each of which are wholly-owned subsidiaries of JHI plc.

### Off Balance Sheet Arrangements

As of 31 March 2023, the Company had a total borrowing base capacity under the revolving credit facility of US\$600.0 million with outstanding borrowings of US\$230.0 million, and US\$7.2 million of issued but undrawn letters of credit and bank guarantees. These letters of credit and bank guarantees relate to various operational matters including insurance, performance bonds and other items, leaving the Company with US\$362.8 million of available borrowing capacity under the revolving credit facility.

## 11. Product Warranties

The Company offers various warranties on its products, including a 30-year limited warranty on certain fiber cement siding products in the United States. A typical warranty program requires the Company to replace defective products within a specified time period from the date of sale. It is possible that future warranty costs could differ from those estimates.

The following are the changes in the product warranty provision:

(Millions of US dollars)	31 March		
	2023	2022	2021
Balance at beginning of period	\$ 37.7	\$ 39.6	\$ 42.4
Increase in accrual	1.2	1.9	2.4
Settlements made in cash or in kind	(3.3)	(3.8)	(5.2)
Balance at end of period	<u>\$ 35.6</u>	<u>\$ 37.7</u>	<u>\$ 39.6</u>

## 12. Asbestos

The AFFA was approved by shareholders in February 2007 to provide long-term funding to AICF. For a discussion of the AFFA and the accounting policies utilized by the Company related to the AFFA and AICF, see Note 1.



# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

### Asbestos Adjustments loss

The *Asbestos adjustments loss* included in the consolidated statements of operations and comprehensive income comprise the following:

(Millions of US dollars)	Years Ended 31 March		
	2023	2022	2021
Change in estimates:			
Change in actuarial estimate - asbestos liability	\$ 56.0	\$ 145.6	\$ 33.0
Change in actuarial estimate - insurance receivable	(0.1)	(5.3)	(2.0)
Change in estimate - AICF claims-handling costs	1.2	0.6	1.5
Subtotal - Change in estimates	57.1	140.9	32.5
Effect of foreign exchange on Asbestos net liabilities	(45.9)	(13.2)	123.0
Loss (gain) on foreign currency forward contracts	24.5	5.3	(11.7)
Other	1.3	(1.3)	0.1
<b>Asbestos adjustments loss</b>	<b>\$ 37.0</b>	<b>\$ 131.7</b>	<b>\$ 143.9</b>

### *Actuarial Study; Claims Estimate*

AICF commissioned an updated actuarial study of potential asbestos-related liabilities as of 31 March 2023. Based on KPMG's assumptions, KPMG arrived at a range of possible total cash flows and calculated a central estimate, which is intended to reflect a probability-weighted expected outcome of those actuarial estimated future cash flows.

The following table sets forth the central estimates, net of insurance recoveries, calculated by KPMG as of 31 March 2023:

(Millions of US and Australian dollars, respectively)	As of 31 March 2023	
	US\$	A\$
Central Estimate – Discounted and Inflated	1,012.0	1,508.0
Central Estimate – Undiscounted but Inflated	1,289.0	1,920.8
Central Estimate – Undiscounted and Uninflated	895.6	1,334.6

The asbestos liability has been revised to reflect the most recent undiscounted and uninflated actuarial estimate prepared by KPMG as of 31 March 2023.

In estimating the potential financial exposure, KPMG has made a number of assumptions, including, but not limited to, assumptions related to the peak period of claims, total number of claims that are reasonably estimated to be asserted through 2071, the typical cost of settlement (which is sensitive to, among other factors, the industry in which a plaintiff claims exposure, the alleged disease type, the age of the claimant and the jurisdiction in which the action is brought), the legal costs incurred in the litigation of such claims, the rate of receipt of claims, the settlement strategy in dealing with outstanding claims and the timing of settlements. Changes to the assumptions may be necessary in future periods should mesothelioma claims reporting escalate or decline.

Due to inherent uncertainties in the legal and medical environment, the number and timing of future claim notifications and settlements, the recoverability of claims against insurance contracts, and estimates of future trends in average claim awards, as well as the extent to which the above named entities will contribute to the overall settlements, the actual liability could differ materially from that which is currently recorded.

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

The potential range of costs as estimated by KPMG is affected by a number of variables such as nil settlement rates, peak year of claims, past history of claims numbers, average settlement rates, past history of Australian asbestos-related medical injuries, current number of claims, average defense and plaintiff legal costs, base wage inflation and superimposed inflation. The potential range of losses disclosed includes both asserted and unasserted claims.

A sensitivity analysis was performed by KPMG to determine how the actuarial estimates would change if certain assumptions (i.e., the rate of inflation and superimposed inflation, the average costs of claims and legal fees, and the projected numbers of claims) were different from the assumptions used to determine the central estimates. The sensitivity analysis performed in the actuarial report is directly related to the discounted but inflated central estimate and the undiscounted but inflated central estimate. The actual cost of the liabilities could be outside of that range depending on the results of actual experience relative to the assumptions made.

The following table summarizes the results of the analysis:

(Millions of US and Australian dollars, respectively)	As of 31 March 2023	
	US\$	A\$
Discounted (but inflated) - Low	783.5	1,167.5
Discounted (but inflated) - High	1,581.8	2,357.0
Undiscounted (but inflated) - Low	978.3	1,457.8
Undiscounted (but inflated) - High	2,114.9	3,151.4

Potential variation in the estimated peak period of claims has an impact much greater than the other assumptions used to derive the discounted central estimate. In performing the sensitivity assessment of the estimated incidence pattern reporting for mesothelioma, if the pattern of incidence was shifted by two years, the central estimate could increase by approximately 21% on a discounted basis.

### Claims Data

The following table shows the activity related to the numbers of open claims, new claims and closed claims during each of the past five years and the average settlement per settled claim and case closed:

	For the Years Ended 31 March				
	2023	2022	2021	2020	2019
Number of open claims at beginning of period	365	360	393	332	336
Number of new claims					
Direct claims	403	411	392	449	430
Cross claims	152	144	153	208	138
Number of closed claims	561	550	578	596	572
Number of open claims at end of period	359	365	360	393	332
Average settlement amount per settled claim	A\$303,000	A\$314,000	A\$248,000	A\$277,000	A\$262,000
Average settlement amount per case closed <sup>1</sup>	A\$271,000	A\$282,000	A\$225,000	A\$245,000	A\$234,000
Average settlement amount per settled claim	US\$208,000	US\$232,000	US\$178,000	US\$189,000	US\$191,000
Average settlement amount per case closed <sup>1</sup>	US\$186,000	US\$208,000	US\$162,000	US\$167,000	US\$171,000

<sup>1</sup> The average settlement amount per case closed includes nil settlements.

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

Under the terms of the AFFA, the Company has rights of access to actuarial information produced for AICF by the actuary appointed by AICF, which is currently KPMG. The Company's disclosures with respect to claims statistics are subject to it obtaining such information, however, the AFFA does not provide the Company an express right to audit or otherwise require independent verification of such information or the methodologies to be adopted by the approved actuary. As such, the Company relies on the accuracy and completeness of the information provided by AICF to the approved actuary and the resulting information and analysis of the approved actuary when making disclosures with respect to claims statistics.

The following is a detailed rollforward of the Net Unfunded AFFA liability, net of tax, for the fiscal year ended 31 March 2023:

(Millions of US dollars)	Asbestos Liability	Insurance Receivables	Restricted Cash and Investments	Other Assets and Liabilities	Net Unfunded AFFA Liability	Deferred Tax Assets	Income Tax Payable	Net Unfunded AFFA Liability, net of tax
Opening Balance - 31 March 2022	\$ (1,143.7)	\$ 45.7	\$ 261.6	\$ (1.1)	\$ (837.5)	\$ 360.1	\$ 43.9	\$ (433.5)
Asbestos claims paid	106.8	—	(106.8)	—	—	—	—	—
Payment received in accordance with AFFA	—	—	109.6	—	109.6	—	—	109.6
AICF claims-handling costs incurred (paid)	1.1	—	(1.1)	—	—	—	—	—
AICF operating costs paid - non claims-handling	—	—	(1.5)	—	(1.5)	—	—	(1.5)
Change in actuarial estimate	(56.0)	0.1	—	—	(55.9)	—	—	(55.9)
Change in claims handling cost estimate	(1.2)	—	—	—	(1.2)	—	—	(1.2)
Impact on deferred income tax due to change in actuarial estimate	—	—	—	—	—	17.1	—	17.1
Insurance recoveries	—	(6.2)	6.2	—	—	—	—	—
Movement in income tax payable	—	—	—	—	—	(41.1)	1.0	(40.1)
Other movements	—	—	1.8	—	1.8	(1.2)	0.3	0.9
Effect of foreign exchange	115.9	(4.6)	(25.1)	0.5	86.7	(36.3)	(4.5)	45.9
<b>Closing Balance - 31 March 2023</b>	<b>\$ (977.1)</b>	<b>\$ 35.0</b>	<b>\$ 244.7</b>	<b>\$ (0.6)</b>	<b>\$ (698.0)</b>	<b>\$ 298.6</b>	<b>\$ 40.7</b>	<b>\$ (358.7)</b>

### AICF Funding

During the fiscal years ended 31 March 2023, 2022 and 2021, the Company contributed US\$109.6 million (A\$158.8 million), US\$248.5 million (A\$328.2 million) and US\$153.3 million (A\$220.9 million), respectively, to AICF.

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

### *Restricted Investments*

AICF invests its excess cash in time deposits, which are classified as HTM investments and the carrying value materially approximates the fair value for each investment. The following table represents the investments outstanding as of 31 March 2023:

Date Invested	Maturity Date	Interest Rate	A\$ Millions
February 2023	13 July 2023	4.74%	70.0
February 2023	13 October 2023	4.74%	40.0
February 2023	13 January 2024	4.74%	39.0
February 2023	13 February 2024	4.74%	1.0
April 2022	5 April 2024	2.75%	54.0
January 2022	25 January 2024	1.41%	30.0
October 2021	6 October 2023	0.60%	30.0

### *AICF – NSW Government Secured Loan Facility*

AICF may borrow, subject to certain conditions, up to an aggregate amount of A\$320.0 million (US\$214.8 million, based on the exchange rate at 31 March 2023). The AICF Loan Facility is guaranteed by the Former James Hardie Companies and is available to be drawn for the payment of claims through 1 November 2030, at which point, all outstanding borrowings must be repaid. At 31 March 2023 and 2022, AICF had no amounts outstanding under the AICF Loan Facility.

## 13. Derivative Instruments

### Foreign Currency Forward Contracts

The Company's foreign currency forward contracts are valued using models that maximize the use of market observable inputs including interest rate curves and both forward and spot prices for currencies and are categorized as Level 2 within the fair value hierarchy.

### Derivative Balances

The following table sets forth the total outstanding notional amount and the fair value of the Company's derivative instruments held at 31 March 2023 and 2022:

(Millions of US dollars)	Notional Amount		Fair Value as of			
			31 March 2023		31 March 2022	
Derivatives not accounted for as hedges	31 March 2023	31 March 2022	Assets	Liabilities	Assets	Liabilities
Foreign currency forward contracts	\$ 269.0	\$ 251.0	\$ 2.2	\$ 11.4	\$ 2.0	\$ 1.9

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

The following table sets forth the gain and loss on the Company's foreign currency forward contracts recorded in the Company's consolidated statements of operations and comprehensive income as follows:

(Millions of US dollars)	31 March		
	2023	2022	2021
Asbestos adjustments loss (gain)	\$ 24.5	\$ 5.3	\$ (11.7)
Selling, general and administrative expenses	4.0	(2.1)	7.2
Total loss (gain)	<u>\$ 28.5</u>	<u>\$ 3.2</u>	<u>\$ (4.5)</u>

### 14. Commitments and Contingencies

#### Legal Matters

The Company is involved from time to time in various legal proceedings and administrative actions related to the normal conduct of its business, including general liability claims, putative class action lawsuits and litigation concerning its products.

Although it is impossible to predict the outcome of any pending legal proceeding, management believes that such proceedings and actions should not, individually or in the aggregate, have a material adverse effect on the Company's consolidated financial position, results of operations or cash flows, except as they relate to asbestos and New Zealand weathertightness ("NZWT") claims as described in these consolidated financial statements.

#### New Zealand Weathertightness Claims

Since fiscal year 2002, the Company's New Zealand subsidiaries have been joined in a number of weathertightness claims in New Zealand that relate to residential buildings (single dwellings and apartment complexes) and a small number of non-residential buildings, primarily constructed from 1998 to 2004. The claims often involve multiple parties and allege that losses were incurred due to excessive moisture penetration of the buildings' structures. The claims typically include allegations of poor building design, inadequate certification of plans, inadequate construction review and compliance certification and deficient work by sub-contractors.

Historically, the Company's New Zealand subsidiaries have been joined to these claims as one of several co-defendants, including local government entities responsible for enforcing building codes and practices, resulting in the Company's New Zealand subsidiaries becoming liable for only a portion of each claim. In addition, the Company's New Zealand subsidiaries have had access to third-party recoveries to defray a portion of the costs incurred in resolving such claims.

The resolution of one or more NZWT litigation matters by way of a court decision or settlement has the potential to impact the accounting treatment regarding the probability of a potential loss and the Company's ability to reasonably estimate a reserve with regards to other NZWT litigation matters. Furthermore, an adverse judgement in one or more NZWT litigation matters could have a material adverse impact on our consolidated financial position, results of operations or cash flows.

There remains one claim filed in 2015 on behalf of multiple plaintiffs against the Company and/or its subsidiaries as the sole defendants, which alleges that the New Zealand subsidiaries' products were inherently defective. The Company believes it has substantial factual and legal defenses to the claim and is defending the claim vigorously.

Cridge, et al. (Case Nos. CIV-2015-485-594 and CIV-2015-485-773), *In the High Court of New Zealand, Wellington Registry* (hereinafter the “Cridge litigation”). From August to December 2020, the trial of phase one of the Cridge litigation was held in Wellington, New Zealand solely to determine whether the Company’s New Zealand subsidiaries had a duty to the plaintiffs and breached that duty. In August 2021, the Wellington High Court issued its decision finding in favor of the Company on all claims (the “Cridge Decision”). In September 2021, plaintiffs filed a notice of appeal of the trial court’s decision, and subsequently the appellate court held a hearing in August 2022. The Company anticipates the appellate court will issue its decision during calendar year 2023. As of 31 March 2023, the Company has not recorded a reserve related to the Cridge litigation as the chance of loss remains not probable following the Cridge Decision.

Waitakere, et al. (Case No. CIV-2015-404-3080), *In the High Court of New Zealand, Auckland Registry* was settled on 24 April 2023 via a negotiated commercial agreement, the terms of which are confidential. As of 31 March 2023, under the applicable accounting guidance, the Company has accrued all costs associated with this agreement.

Readers are referred to Note 1 for further information related to our policies related to asserted and unasserted claims.

#### Australia Class Action Securities Claim

On 8 May 2023, a group proceeding (class action) was filed in The Supreme Court of Victoria, Australia by Raeken Pty Ltd against James Hardie Industries plc on behalf of persons who purchased certain James Hardie equity securities from 7 February 2022, through 7 November 2022. The litigation is being funded by a litigation funder in Australia, CASL Funder Pty Ltd. The proceeding includes allegations that James Hardie breached relevant provisions of the Corporations Act 2001 (Cth) and the Australian and Securities Investment Act 2001 (Cth), including with respect to certain forward-looking statements James Hardie made about forecasted financial performance measures during the period specified above. The Company is reviewing this matter and will defend the allegations vigorously. As of 31 March 2023, the Company has not recorded a reserve related to this matter as the chance of loss is not probable and the amount of loss, if any, cannot be reasonably estimated.

#### Environmental

The operations of the Company, like those of other companies engaged in similar businesses, are subject to a number of laws and regulations on air, soil and water quality, waste handling and disposal. The Company’s policy is to accrue for environmental costs when it is determined that it is probable that an obligation exists and the amount can be reasonably estimated.



# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

### 15. Income Taxes

Income tax expense includes income taxes currently payable and those deferred because of temporary differences between the financial statement and tax bases of assets and liabilities. Income tax expense consists of the following components:

(Millions of US dollars)	Years Ended 31 March		
	2023	2022	2021
Income before income taxes:			
Domestic	\$ 270.0	\$ 295.0	\$ 241.9
Foreign	453.5	348.1	170.1
Income before income taxes:	<u>\$ 723.5</u>	<u>\$ 643.1</u>	<u>\$ 412.0</u>
Income tax expense:			
Current:			
Domestic	\$ 42.9	\$ 44.4	\$ 38.5
Foreign	81.4	53.9	(8.6)
Current income tax expense	<u>124.3</u>	<u>98.3</u>	<u>29.9</u>
Deferred:			
Domestic	11.8	9.4	1.4
Foreign	75.4	76.3	117.9
Deferred income tax expense	<u>87.2</u>	<u>85.7</u>	<u>119.3</u>
Total income tax expense	<u>\$ 211.5</u>	<u>\$ 184.0</u>	<u>\$ 149.2</u>

Income tax expense computed at the statutory rates represents taxes on income applicable to all jurisdictions in which the Company conducts business, calculated at the statutory income tax rate in each jurisdiction multiplied by the pre-tax income attributable to that jurisdiction.

Income tax expense is reconciled to the tax at the statutory rates as follows:

(Millions of US dollars)	Years Ended 31 March		
	2023	2022	2021
Income tax expense computed at the statutory tax rates	\$ 135.1	\$ 109.7	\$ 58.1
US state income taxes, net of the federal benefit	10.6	9.2	8.0
Asbestos - effect of foreign exchange	(13.3)	(3.5)	36.8
Expenses not deductible	3.3	1.9	2.0
Stock and executive compensation	1.9	(0.8)	5.5
Foreign taxes on domestic income	61.2	55.2	49.8
Prior year tax adjustments	(0.1)	(1.2)	(5.9)
Taxes on foreign income	12.0	9.9	1.6
US net operating loss carryback	—	—	(4.9)
Other items	0.8	3.6	(1.8)
Total income tax expense	<u>\$ 211.5</u>	<u>\$ 184.0</u>	<u>\$ 149.2</u>
Effective tax rate	<u>29.2 %</u>	<u>28.6 %</u>	<u>36.2 %</u>

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

The tax effects of significant temporary differences creating deferred tax assets and liabilities were:

	31 March	
(Millions of US dollars)	2023	2022
Deferred tax assets:		
Intangible assets	\$ 879.0	\$ 958.2
Asbestos liability	298.6	360.1
Tax credit carryforwards	115.0	118.7
Other provisions and accruals	85.3	73.3
Net operating loss carryforwards	75.4	66.2
Total deferred tax assets	1,453.3	1,576.5
Valuation allowance	(258.0)	(261.2)
Total deferred tax assets net of valuation allowance	1,195.3	1,315.3
Deferred tax liabilities:		
Depreciable and amortizable assets	(167.3)	(164.0)
Other	(67.4)	(59.0)
Total deferred tax liabilities	(234.7)	(223.0)
Total deferred taxes, net	\$ 960.6	\$ 1,092.3

At 31 March 2023, the Company had tax loss carry-forwards in Australia, New Zealand, Europe and the US of US\$75.4 million, that are available to offset future taxable income in the respective jurisdiction. Carry-forwards in Australia, New Zealand and Europe are not subject to expiration.

The Australian net operating loss carry-forwards primarily result from current and prior year tax deductions for contributions to AICF. James Hardie 117 Pty Limited, the performing subsidiary under the AFFA, is able to claim a tax deduction for its contributions to AICF over a five-year period commencing in the year the contribution is incurred. At 31 March 2023, the Company recognized a tax deduction of US\$137.4 million (A\$200.6 million) for the current year relating to total contributions to AICF of US\$722.5 million (A\$1,002.8 million) incurred in tax years 2019 through 2023.

The Company establishes a valuation allowance against a deferred tax asset if it is more likely than not that some portion or all of the deferred tax asset will not be realized.

At 31 March 2023, the Company had foreign tax credit carry-forwards of US\$111.3 million that are available to offset future taxes payable and against which there is a 100% valuation allowance. The Company also had US tax credit carry-forwards of US\$3.7 million that are available to offset future taxes payable which expire between tax years 2023 through 2026, and against which there is a partial valuation allowance of US\$2.1 million.

In determining the need for and the amount of a valuation allowance in respect of the Company's asbestos related deferred tax asset, management reviewed the relevant empirical evidence, including the current and past core earnings of the Australian business and forecast earnings of the Australian business considering current trends. Although realization of the deferred tax asset will occur over the life of the AFFA, which extends beyond the forecast period for the Australian business, Australia provides an unlimited carry-forward period for tax losses. Based upon managements' review, the Company believes that it is more likely than not that the Company will realize its asbestos related deferred tax asset and that no valuation allowance is necessary as of 31 March 2023. In the future, based on review of the empirical evidence by management at that time, if management determines that realization of its asbestos related

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

deferred tax asset is not more likely than not, the Company may need to provide a valuation allowance to reduce the carrying value of the asbestos related deferred tax asset to its realizable value.

During the fiscal year ended 31 March 2023, total income tax and withholding tax paid, net of refunds received, was US\$117.1 million.

The US Coronavirus Aid, Relief, and Economic Security Act ("CARES Act") was enacted in March 2020 providing wide ranging economic relief for individuals and businesses. One component of the CARES Act provides the Company with an opportunity to carryback US net operating losses ("NOLs") arising during the years ended 31 March 2021 and 2020 to the prior five tax years. The Company has utilized and intends to further utilize these carryback provisions to obtain tax refunds. At 31 March 2023, the Company recorded current taxes receivable of US\$29.6 million.

The Company or its subsidiaries files income tax returns in various jurisdictions including Ireland, the United States, Australia and various jurisdictions in Europe and Asia Pacific. Due to the size and nature of its business, the Company is subject to ongoing audits and reviews by taxing jurisdictions on various tax matters, including by the Australian Taxation Office in Australia and the Internal Revenue Service ("IRS") in the US. The Company is no longer subject to general tax examinations in Ireland for the tax years prior to tax year 2019, Australia for tax years prior to tax year 2016 and in the US for tax years prior to tax year 2014.

### Unrecognized Tax Benefits

For the fiscal years ended 31 March 2023, 2022, and 2021, the total amount of penalties and interest recorded in Income tax expense related to unrecognized tax benefits were immaterial. The liabilities associated with uncertain tax benefits are included in *Other liabilities* on the Company's consolidated balance sheets. At 31 March 2023, the total amount of unrecognized tax benefits and the total amount of interest and penalties accrued by the Company that, if recognized, would affect the effective tax rate were US\$0.9 million.

## 16. Stock-Based Compensation

Total stock-based compensation expense consists of the following:

(Millions of US dollars)	Years Ended 31 March		
	2023	2022	2021
Liability Awards	\$ 2.7	\$ 3.2	\$ 21.7
Equity Awards	15.7	9.0	18.0
<b>Total stock-based compensation expense</b>	<b>\$ 18.4</b>	<b>\$ 12.2</b>	<b>\$ 39.7</b>

As of 31 March 2023, the unrecorded future stock-based compensation expense related to outstanding equity awards was US\$30.6 million and will be recognized over an estimated weighted average amortization period of 1.9 years.

### 2001 Equity Incentive Plan

Under the Company's 2001 Equity Incentive Plan (the "2001 Plan"), which was amended and restated in August 2021 and approved by shareholders, the Company can grant equity awards in the form of nonqualified stock options, performance awards, restricted stock grants, stock appreciation rights, dividend equivalent rights, phantom stock or other stock-based benefits such as restricted stock units.

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

### Long-Term Incentive Plan 2006

The Company's shareholders approved the establishment of a Long-Term Incentive Plan in 2006 (the "LTIP") to provide incentives to certain members of senior management ("Executives"). The Company determines the conditions or restrictions of any awards, which may include requirements of continued employment, individual performance or the Company's financial performance or other criteria. Currently, the plan only allows for RSUs to be granted under the LTIP.

The following table summarizes the Company's shares available for grant as options, RSUs or other equity instruments under the LTIP and 2001 Plan:

	Shares Available for Grant
<b>Balance at 31 March 2021</b>	<b>22,087,623</b>
Granted	(597,927)
<b>Balance at 31 March 2022</b>	<b>21,489,696</b>
Granted	(2,540,893)
<b>Balance at 31 March 2023</b>	<b>18,948,803</b>

### Stock Options

There were no stock options granted during the years ended 31 March 2022 or 2021. The following table summarizes the Company's stock options activity during the noted period:

	Outstanding Options	
	Number of Options	Weighted Average Exercise Price (A\$)
<b>Balance at 31 March 2022</b>	—	—
Granted	269,221	33.05
<b>Balance at 31 March 2023</b>	<b>269,221</b>	<b>33.05</b>
Options exercisable at 31 March 2023	—	—

Stock options vest on the third anniversary of the date of grant provided continuous employment at the applicable vesting date. Vested stock options can be exercised for shares for the exercise price at any time. As of 31 March 2023, the weighted-average remaining contractual term is 4.6 years and the aggregate intrinsic value is nil.

### RSUs

The Company estimates the fair value of RSUs on the date of grant and recognizes this estimated fair value as compensation expense over the periods in which the RSU vests.

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

The following table summarizes the Company's RSU activity:

(Units)	Service Vesting (2001 Plan)	Performance Vesting (LTIP)	Market Conditions (LTIP)	Total	Weighted Average Fair Value at Grant Date (A\$)
<b>Outstanding at 31 March 2021</b>	<b>593,486</b>	<b>726,288</b>	<b>1,286,922</b>	<b>2,606,696</b>	<b>19.01</b>
Granted	233,443	141,015	223,469	597,927	41.73
Vested	(313,641)	(248,202)	(565,878)	(1,127,721)	14.96
Forfeited	(98,613)	(327,397)	(450,480)	(876,490)	27.73
<b>Outstanding at 31 March 2022</b>	<b>414,675</b>	<b>291,704</b>	<b>494,033</b>	<b>1,200,412</b>	<b>27.83</b>
Granted	1,279,127	268,009	724,536	2,271,672	26.12
Vested	(449,458)	(87,307)	(256,787)	(793,552)	25.17
Forfeited	(107,818)	(100,377)	(91,738)	(299,933)	28.46
<b>Outstanding at 31 March 2023</b>	<b>1,136,526</b>	<b>372,029</b>	<b>870,044</b>	<b>2,378,599</b>	<b>26.97</b>

The following table includes the assumptions used for RSU grants (market condition) valued:

Vesting Condition:	Market FY23	Market FY23	Market FY23	Market FY23	Market FY23	Market FY23	Market FY22	Market FY22
Date of grant	31-Aug-22	31-Aug-22	3-Nov-22	3-Nov-22	3-Nov-22	13-Mar-23	27-Aug-21	9-Sep-21
Dividend yield (per annum)	1.5 %	1.5 %	— %	— %	— %	— %	2.0 %	2.0 %
Expected volatility	41.9 %	33.4 %	42.5 %	35.1 %	43.8 %	36.3 %	40.0 %	40.2 %
Risk free interest rate	3.5 %	3.5 %	4.7 %	4.7 %	4.7 %	4.0 %	0.4 %	0.4 %
Expected life in years	3.0	2.0	0.8	1.8	2.8	2.4	3.0	2.9
JHX stock price at grant date (A\$)	33.51	33.51	33.05	33.05	33.05	30.98	52.66	52.12
Number of restricted stock units	387,360	102,250	38,387	39,450	115,688	41,401	130,513	92,956

The following table presents the total fair value of all of our restricted stock units vested:

(Millions of US dollars)	Years ended 31 March		
	2023	2022	2021
Total fair value vested	\$ 18.4	\$ 42.6	\$ 27.8

### Scorecard LTI – CSUs

Under the terms of the LTIP, the Company grants scorecard LTI CSUs to executives and the vesting of awards is based on the individual's performance measured over a three year period against certain performance targets. These awards provide recipients a cash incentive based on an average 20 trading-day closing price of JHI plc's common stock price and each executive's scorecard rating.

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

The following represents the activity related to the CSUs:

	FY23	FY22
Granted	751,569	423,051
Vested	237,600	433,872
Cancelled	325,459	1,292,934

For the fiscal years ending 31 March 2023, 2022 and 2021, US\$5.9 million, US\$15.2 million and US\$8.2 million, respectively, was paid in cash upon vesting of CSU units.

### 17. Capital Management

The following table summarizes the dividends declared or paid during the fiscal years 2023, 2022 and 2021:

(Millions of US dollars)	US Cents/Security	US\$ Millions Total Amount Paid	Announcement Date	Record Date	Payment Date
FY 2022 second half dividend	0.30	129.6	17 May 2022	27 May 2022	29 July 2022
FY 2022 first half dividend	0.40	174.1	9 November 2021	19 November 2021	17 December 2021
FY 2021 special dividend	0.70	309.9	10 February 2021	19 February 2021	30 April 2021

On 8 November 2022, the Company announced a share buyback program to acquire up to US\$200 million of its outstanding shares through October 2023. Below is the activity under this program:

In Millions, except price per share	Total Number of Shares Purchased	Average Price Paid per Share (US\$)	Total Number of Shares Purchased as Part of Publicly Announced Program	Maximum Dollar Value of Shares That May Yet be Purchased Under the Program (US\$)
1 December 2022 - 31 December 2022	1.6	\$19.34	1.6	\$168.8
1 January 2023 - 31 January 2023	—	\$—	—	\$168.8
1 February 2023 - 28 February 2023	1.1	\$21.72	1.1	\$144.3
1 March 2023 - 31 March 2023	1.1	\$20.78	1.1	\$121.6
<b>Total as of 31 March 2023</b>	<b>3.8</b>		<b>3.8</b>	<b>\$121.6</b>

All shares repurchased were subsequently cancelled by the Company and are no longer available for issuance.

### 18. Operating Segment Information and Concentrations of Risk

The Company reports its operating segment information in the format that the operating segment information is available to and evaluated by the Chief Operating Decision Maker. The North America Fiber Cement segment manufactures fiber cement interior linings, exterior siding products and related accessories in the United States; these products are sold in the United States and Canada. The Asia Pacific Fiber Cement segment includes all fiber cement products manufactured in Australia and the Philippines, and sold in Australia, New Zealand, Asia, the Middle East and various Pacific Islands. The Europe Building Products segment includes fiber gypsum product manufactured in Europe, and fiber cement product manufactured in the United States that is sold in Europe. The Research and Development segment represents the cost incurred by the research and development centers. General Corporate primarily consist of *Asbestos adjustments loss*, officer and employee compensation and related benefits, professional and legal fees, administrative costs and rental expense on the Company's



# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

corporate offices. The Company does not report net interest expense for each segment as the segments are not held directly accountable for interest expense.

### Operating Segments

The following is the Company's operating segment information:

(Millions of US dollars)	Net Sales Years Ended 31 March		
	2023	2022	2021
North America Fiber Cement	\$ 2,787.6	\$ 2,551.3	\$ 2,040.2
Asia Pacific Fiber Cement	539.2	574.9	458.2
Europe Building Products	450.3	488.5	410.3
Worldwide total	<u>\$ 3,777.1</u>	<u>\$ 3,614.7</u>	<u>\$ 2,908.7</u>

(Millions of US dollars)	Operating Income Years Ended 31 March		
	2023	2022	2021
North America Fiber Cement	\$ 767.5	\$ 741.2	\$ 585.5
Asia Pacific Fiber Cement	142.8	160.8	124.8
Europe Building Products	26.5	62.9	37.6
Research and Development	(33.3)	(34.4)	(28.9)
Segments total	903.5	930.5	719.0
General Corporate	(162.1)	(247.9)	(246.2)
Total operating income	<u>\$ 741.4</u>	<u>\$ 682.6</u>	<u>\$ 472.8</u>

(Millions of US dollars)	Depreciation and Amortization Years ended 31 March		
	2023	2022	2021
North America Fiber Cement	\$ 126.1	\$ 114.4	\$ 89.1
Asia Pacific Fiber Cement	14.7	13.6	13.9
Europe Building Products	28.0	29.8	28.0
General Corporate	1.8	2.8	2.8
Research and Development	2.0	1.2	1.2
Total	<u>\$ 172.6</u>	<u>\$ 161.8</u>	<u>\$ 135.0</u>

(Millions of US dollars)	Total Identifiable Assets 31 March	
	2023	2022
North America Fiber Cement	\$ 1,672.9	\$ 1,434.8
Asia Pacific Fiber Cement	509.7	429.1
Europe Building Products	781.5	745.2
Research and Development	15.6	13.5
Segments total	2,979.7	2,622.6
General Corporate <sup>1</sup>	1,499.4	1,620.6
Worldwide total	<u>\$ 4,479.1</u>	<u>\$ 4,243.2</u>

# James Hardie Industries plc

## Notes to Consolidated Financial Statements (continued)

The following is the Company's geographical information:

(Millions of US dollars)	Net Sales Years Ended 31 March		
	2023	2022	2021
North America <sup>2</sup>	\$ 2,787.6	\$ 2,551.3	\$ 2,040.2
Australia	380.9	391.7	321.9
Germany	137.8	165.0	143.0
New Zealand	88.1	115.9	81.9
Other Countries <sup>3</sup>	382.7	390.8	321.7
Worldwide total	<u>\$ 3,777.1</u>	<u>\$ 3,614.7</u>	<u>\$ 2,908.7</u>

(Millions of US dollars)	Total Identifiable Assets 31 March	
	2023	2022
North America <sup>2</sup>	\$ 1,679.8	\$ 1,442.7
Australia	398.8	314.4
Germany	490.9	503.7
New Zealand	41.2	48.9
Other Countries <sup>3</sup>	369.0	312.9
Segments total	2,979.7	2,622.6
General Corporate <sup>1</sup>	1,499.4	1,620.6
Worldwide total	<u>\$ 4,479.1</u>	<u>\$ 4,243.2</u>

1 Included in General Corporate are deferred tax assets for each operating segment that are not held directly accountable for deferred income taxes and Asbestos-related assets.

2 The amounts disclosed for North America are substantially all related to the USA.

3 Included are all other countries that account for less than 5% of net sales and total identifiable assets individually, primarily in the Philippines, Spain and other European countries.

Research and development expenditures are expensed as incurred and are summarized by segment in the following table. Research and development segment operating income also includes *Selling, general and administrative expenses* of US\$2.2 million, US\$4.1 million and US\$2.9 million in fiscal years 2023, 2022 and 2021, respectively.

(Millions of US dollars)	Years Ended 31 March		
	2023	2022	2021
North America Fiber Cement	\$ 5.5	\$ 5.3	\$ 5.6
Asia Pacific Fiber Cement	1.3	1.5	1.1
Europe Building Products	1.7	0.9	1.6
Research and Development	31.1	30.3	26.0
	<u>\$ 39.6</u>	<u>\$ 38.0</u>	<u>\$ 34.3</u>

## Concentrations of Risk

The distribution channels for the Company's fiber cement products are concentrated. The Company has one customer who has contributed greater than 10% of net sales in each of the past three fiscal years. The following represents net sales generated by this customer, which is from the North America Fiber Cement segment:

(Millions of US dollars)	Years Ended 31 March							
	2023		2022		2021			
Customer A	\$	450.1 12.0 %	\$	418.3 12.0 %	\$	347.3 12.0 %		

Approximately 30%, 33% and 33% of the Company's net sales in fiscal year 2023, 2022 and 2021, respectively, were from outside the United States. Consequently, changes in the value of foreign currencies could significantly affect the consolidated financial position, results of operations and cash flows of the Company's non-US operations on translation into US dollars.

## 19. Accumulated Other Comprehensive Loss

*Accumulated other comprehensive loss* is comprised of the following at 31 March 2023:

(Millions of US dollars)	Cash Flow Hedges	Pension Actuarial (Loss) Gain	Foreign Currency Translation Adjustments	Total
Balance at 31 March 2022	\$ 0.2	\$ (0.3)	\$ (21.9)	\$ (22.0)
Other comprehensive gain (loss)	—	2.1	(33.4)	(31.3)
<b>Balance at 31 March 2023</b>	<b>\$ 0.2</b>	<b>\$ 1.8</b>	<b>\$ (55.3)</b>	<b>\$ (53.3)</b>

## 20. Employee Benefit Plan

In the United States, the Company sponsors a defined contribution plan, the James Hardie Retirement and Profit Sharing Plan (the "401(k) Plan") which is a tax-qualified retirement and savings plan covering all US employees, including the Senior Executive Officers, subject to certain eligibility requirements. In addition, the Company matches employee's contributions dollar for dollar up to a maximum of the first 6% of an employee's eligible compensation.

For the fiscal years ended 31 March 2023, 2022 and 2021, the Company made matching contributions of US\$16.3 million, US\$14.1 million and US\$11.1 million, respectively.

In January 2021, the Company established a deferred compensation plan for its executives whereby the plan assets are held in a rabbi trust. The deferred compensation is funded to the rabbi trust which holds investments directed by the participants and are accounted for as held for sale. The Company will match up to a maximum of the first 6% of an employee's eligible compensation that would not be eligible in the 401(k) Plan due to IRS contribution limits so long as the participant defers eligible compensation to the deferred compensation plan. As of 31 March 2023, the assets held in trust and related deferred compensation liability recorded in the accompanying consolidated balance sheets are immaterial.