Driving the industry’s transformation to smart lighting and building management solutions to help redefine how people live, work and play.
Forward Looking Statement

This presentation contains forward-looking statements, within the meaning of the Private Securities Litigation Reform Act of 1995. Statements made herein that may be considered forward-looking include statements incorporating terms such as "expects," "believes," "intends," "anticipates" and similar terms that relate to future events, performance, or results of the Company, including, without limitation, statements made regarding the forecast for the non-residential construction market and expected future results.

Forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from the historical experience of Acuity Brands and management's present expectations or projections. These risks and uncertainties include, but are not limited to, customer and supplier relationships and prices; competition; ability to realize anticipated benefits from initiatives taken and timing of benefits; market demand; litigation and other contingent liabilities; and economic, political, governmental, and technological factors affecting the Company's operations, tax rate, markets, products, services, and prices, among others. Please see the risk factors more fully described in the Company's SEC filings including the Annual Report on Form 10-K filed with the Securities and Exchange Commission on October 26, 2017.
We Are The:

**MARKET LEADER**
Providing smart lighting and connected systems that enable intelligent spaces and drive performance

**TECHNOLOGY LEADER**
The most comprehensive product portfolio across all indoor and outdoor applications

**ONE SOURCE**
Unified solutions making it simpler and more cost-effective to specify, install and start-up lighting and BMS systems

Our Leading Brands

[Image of various brand logos]
Acuity Brands Overview

### At a Glance

**NET SALES**  
($Billions, FY)

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>'13</td>
<td>$2.1</td>
<td>+15%</td>
</tr>
<tr>
<td>'14</td>
<td>$2.4</td>
<td>+13%</td>
</tr>
<tr>
<td>'15</td>
<td>$2.7</td>
<td>+22%</td>
</tr>
<tr>
<td>'16</td>
<td>$3.3</td>
<td>+6%</td>
</tr>
<tr>
<td>'17</td>
<td>$3.5</td>
<td></td>
</tr>
</tbody>
</table>

- 97% North America
- ~ 50% New Construction / 50% Renovation
- ~ 85% Non-Residential / 15% Residential

### Competitive Strengths

**PORTFOLIO**

Most Extensive Solutions Portfolio with 2.0 Million+ SKUs

**MARKET ACCESS**

- Sales Channel Leadership
  - 14 Lighting Channels Served
    - #1 Sales Force in Key Markets
  - 6 BMS Channels Served

**SUPPLY CHAIN & SERVICE**

- Operational Excellence through the use of "Lean" Business Systems
- Superior Customer Service
- Rapid Product Development

**OPERATIONS**

- 19 Manufacturing Facilities
- 12,000+ Associates
Market Share

N.A. Lighting Market Share

<table>
<thead>
<tr>
<th>Category</th>
<th>Ranking 1</th>
<th>Ranking 2-4</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial</td>
<td></td>
<td></td>
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<tr>
<td>Outdoor</td>
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<tr>
<td>Residential</td>
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<tr>
<td>Industrial</td>
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<tr>
<td>Lighting Controls</td>
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<tr>
<td>Emergency</td>
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<tr>
<td>Daylighting</td>
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<td></td>
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<tr>
<td>Indoor positioning</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

N.A. Addressable Market

2017
$19 Billion

Installed Base
$500 Billion +
(Conversion Opportunity)

Source: Company Estimates
# Solutions and Applications

## Lighting

### Indoor
- General Purpose
- Architectural
- Downlighting
- Track Lighting
- Emergency
- Relight
- Rough Service
- Surface
- Flexible Wiring

### Outdoor
- Area & Parking
- Roadway & Street
- Floodlighting
- Security
- Sports
- High-Mast
- Relight
- Rough Service
- Surface
- Flexible Wiring

### Controls
- In-wall & In-fixture controls
- Networked wired & wireless
- Panels & Basic Switch gear
- Design, Start-Up, Service Contracts

## Building
- Controllers
- Supervisory Controls (includes software)
- Peripherals (Sensors)

## Services
- Commissioning
- Project Management
- Apps
- Cloud Services
- Analytics
- Indoor positioning

## Key Verticals

- **Commercial**
- **Retail**
- **Education**
- **Industrial**
- **Infrastructure**
- **Healthcare**
- **Residential**
- **Hospitality**
Digital Lighting and Intelligent Networks

**ENERGY SUSTAINABILITY**
- Smart Buildings, Cities, Grid

**HEALTH & WELL-BEING**
- Tunable White Light

**PRODUCTIVITY & SAFETY**
- Visible Light Communication
  - Precise Indoor Positioning
- Enterprise Applications
- Big Data Analytics
- Internet of Everything

**WHY LIGHTING?**
- Powered
- Placed
- Precise
Tiered Strategy Drives Transformation

- **T1** Individual Products
  - Standard Luminaire & Off-board Controls
  - Lowest Equipment Costs

- **T2** Integrated Solutions
  - Embedded Controls & Intelligent Luminaires
  - Energy Savings & Simplicity

- **T3** System Solutions
  - Networked Devices, Controls and Software
  - Intelligent Product Control and Monitoring Solutions

- **T4** Platform Services
  - Analytics and IoT based value added applications
  - Customer-Focused Solutions, Total Cost of Ownership & Maximum Value
IoT Framework

IoT Solutions
*Packaged Horizontal and Vertical Solutions from Acuity and Partners*

IoT Platform
*Distributed Software Services & APIs*

IoT Ready Infrastructure
*IoT technology embedded in core products*
Slide Title: Strategy

- Profitable Growth Strategy Remains Intact

Diagram:
- Expand Earnings and Cash Flow
- Grow Market Share
- Top Quartile Performance
  - Operating Excellence “3 C’s”
  - Organic Growth
  - Strategic Opportunities
Driving the industry’s transformation to smart lighting and building management solutions to help redefine how people live, work and play.