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 25, 2018.
We Are The:

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

**TECHNOLOGY LEADER**
The most comprehensive product and solutions portfolio across all indoor and outdoor applications, including IoT solutions

**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 company logos]
At a Glance

**NET SALES**

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales ($Billions)</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>'14</td>
<td>$2.4</td>
<td></td>
</tr>
<tr>
<td>'15</td>
<td>$2.7</td>
<td>+13%</td>
</tr>
<tr>
<td>'16</td>
<td>$3.3</td>
<td>+22%</td>
</tr>
<tr>
<td>'17</td>
<td>$3.5</td>
<td>+6%</td>
</tr>
<tr>
<td>'18</td>
<td>$3.7</td>
<td>+5%</td>
</tr>
</tbody>
</table>

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

**OPERATIONS**
- 18 Manufacturing Facilities
- ~12,000 Associates

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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

**LIGHTING CONTROLS/IOT SOLUTIONS**

- nLight Platform – Industry Leader
- Lighting IoT Platform
### Synergistic Solutions and Applications

#### 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)

#### Software
- Indoor positioning
- Asset tracking
- Cloud services
- Analytics
- DGLogik Platform

#### Services
- Commissioning
- Project management

#### Key Verticals

- **Commercial**
- **Retail**
- **Education**
- **Industrial**
- **Infrastructure**
- **Healthcare**
- **Residential**
- **Hospitality**
Market Share
N.A. Lighting Market Share

Fixtures
- Commercial: #1
- Outdoor: #1
- Residential: Top 4
- Industrial: #1

Controls
- Commercial Lighting: #1
- Emergency: #1
- Indoor Positioning: #1

Building Management Controls
- Distech: Growth

North America Addressable Market

2018
$20+ Billion

Installed Base
$500+ Billion
(Conversion Opportunity)

Source: Company Estimates
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

Smarter Buildings, Campuses, Cities
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
Building Reimagined:

From Cost Center to Strategic Asset

Customer Experience
- From lighting
- To indoor positioning
- To wayfinding & smart service

Building Operations
- From energy savings
- To asset optimization, profit center & business growth

Occupant Experience
- From comfort
- To occupant health & well being

Building Intelligence
- From data generation & analytics
- To spatial utilization & customized building experience

Business Intelligence
- From data in and across your buildings
- To business improvements
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*
Profitable Growth Strategy Remains Intact

- Expand Earnings and Cash Flow
- Operating Excellence “3 C’s”
- Organic Growth
- Strategic Opportunities

Grow Market Share