



## COMPANY PROFILE

November 2019

(NYSE: AYI)



# FORWARD LOOKING STATEMENT

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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 29, 2019.

# WE ARE THE...

## MARKET LEADER

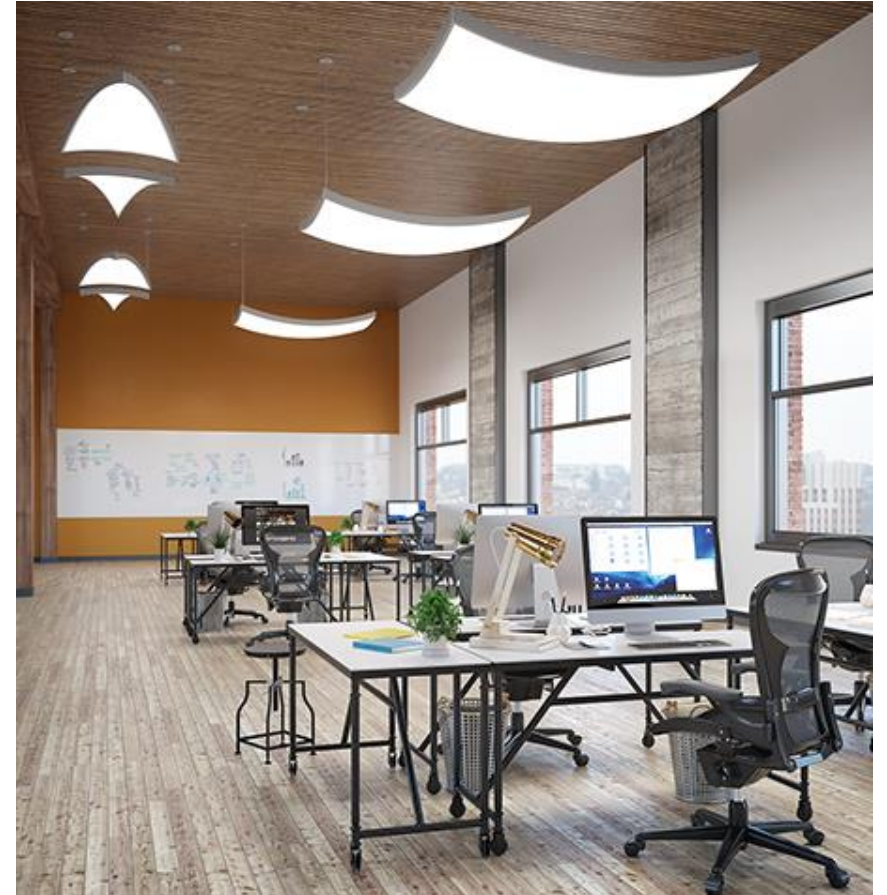
Providing smart lighting and connected systems that enable intelligent spaces and drive performance

## TECHNOLOGY LEADER

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

## ONE SOURCE

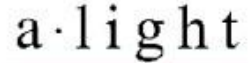
Unified solutions making it simpler and more cost-effective to specify, install and start-up lighting and BMS systems





# OUR LEADING BRANDS

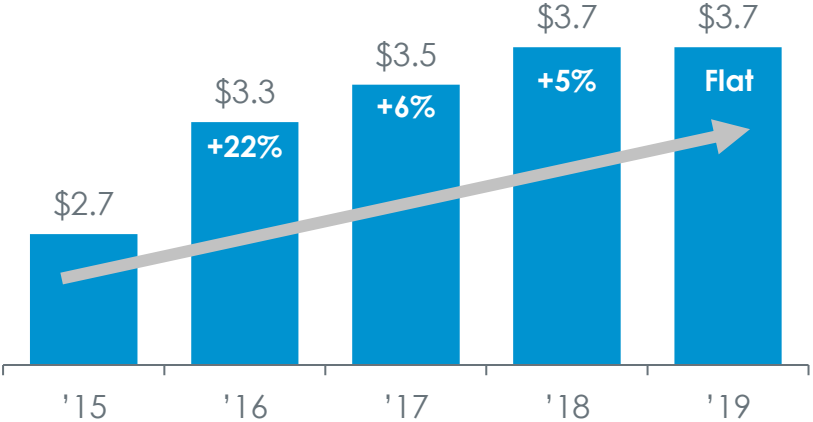
ACULUX®



# AT A GLANCE

## NET SALES

\$Billions, Fiscal Year



## Business Mix

98%

North America

~50%

New Construction

~50%

Renovation

~85%

Non-Residential

~15%

Residential

## OPERATIONS

23

Manufacturing Facilities

~12,000

Associates

## COMPETITIVE STRENGTHS

### PORTFOLIO

Most Extensive Solutions Portfolio

- 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 using “Lean” Business Systems
- Superior Customer Service
- Rapid Product Development

### LIGHTING CONTROLS/IOT SOLUTIONS

- nLight Platform – Industry Leader
- Atrius Lighting IoT Platform

# SYNERGISTIC SOLUTIONS AND APPLICATIONS

LIGHTING			BUILDING	SOFTWARE	SERVICES
INDOOR	OUTDOOR	CONTROLS			
<ul style="list-style-type: none"> <li>• General purpose</li> <li>• Industrial</li> <li>• Architectural</li> <li>• Downlighting</li> <li>• Track lighting</li> <li>• Emergency</li> <li>• Relight</li> <li>• Rough service</li> <li>• Surface</li> <li>• Flexible wiring</li> </ul>	<ul style="list-style-type: none"> <li>• Area &amp; parking</li> <li>• Roadway &amp; street</li> <li>• Floodlighting</li> <li>• Security</li> <li>• Sports</li> <li>• High-mast</li> <li>• Building mounted</li> <li>• Poles &amp; Posts</li> <li>• In-Grade</li> <li>• Underwater</li> </ul>	<ul style="list-style-type: none"> <li>• In-wall &amp; In-fixture controls</li> <li>• Networked wired &amp; wireless</li> <li>• Panels &amp; basic switch gear</li> <li>• Design, start-up, service contracts</li> </ul>	<ul style="list-style-type: none"> <li>• Controllers</li> <li>• Supervisory controls (includes software)</li> <li>• Peripherals (sensors)</li> </ul>	<ul style="list-style-type: none"> <li>• Indoor positioning</li> <li>• Asset tracking</li> <li>• Multi-site Asset Management</li> <li>• IoT Visualization</li> </ul>	<ul style="list-style-type: none"> <li>• Analytics</li> <li>• Commissioning</li> <li>• Project management</li> </ul>

## KEY VERTICALS



Commercial

Retail

Education

Industrial

Infrastructure

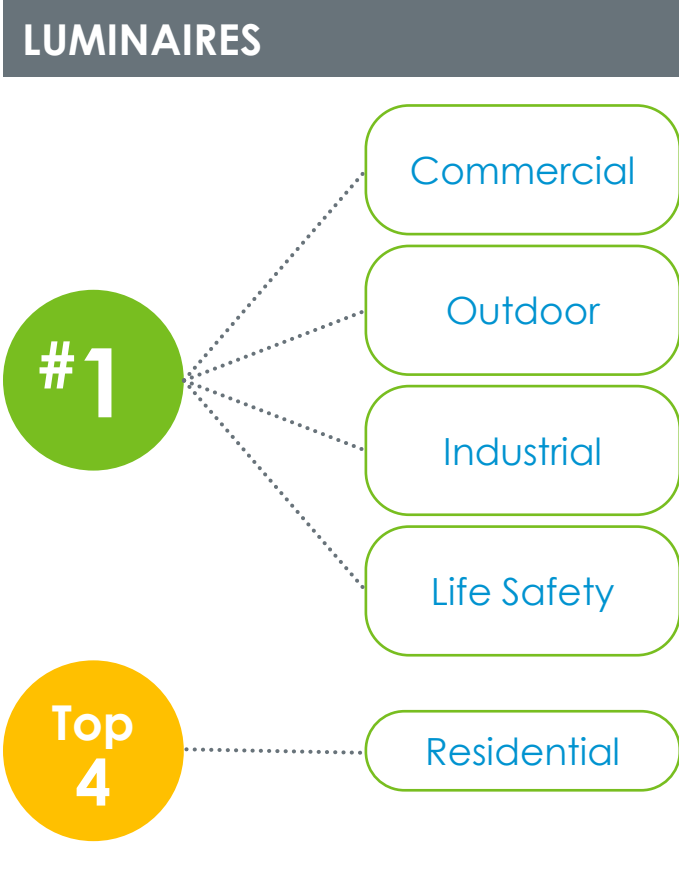
Healthcare

Residential

Hospitality

# MARKET SHARE

## NORTH AMERICAN MARKET SHARE

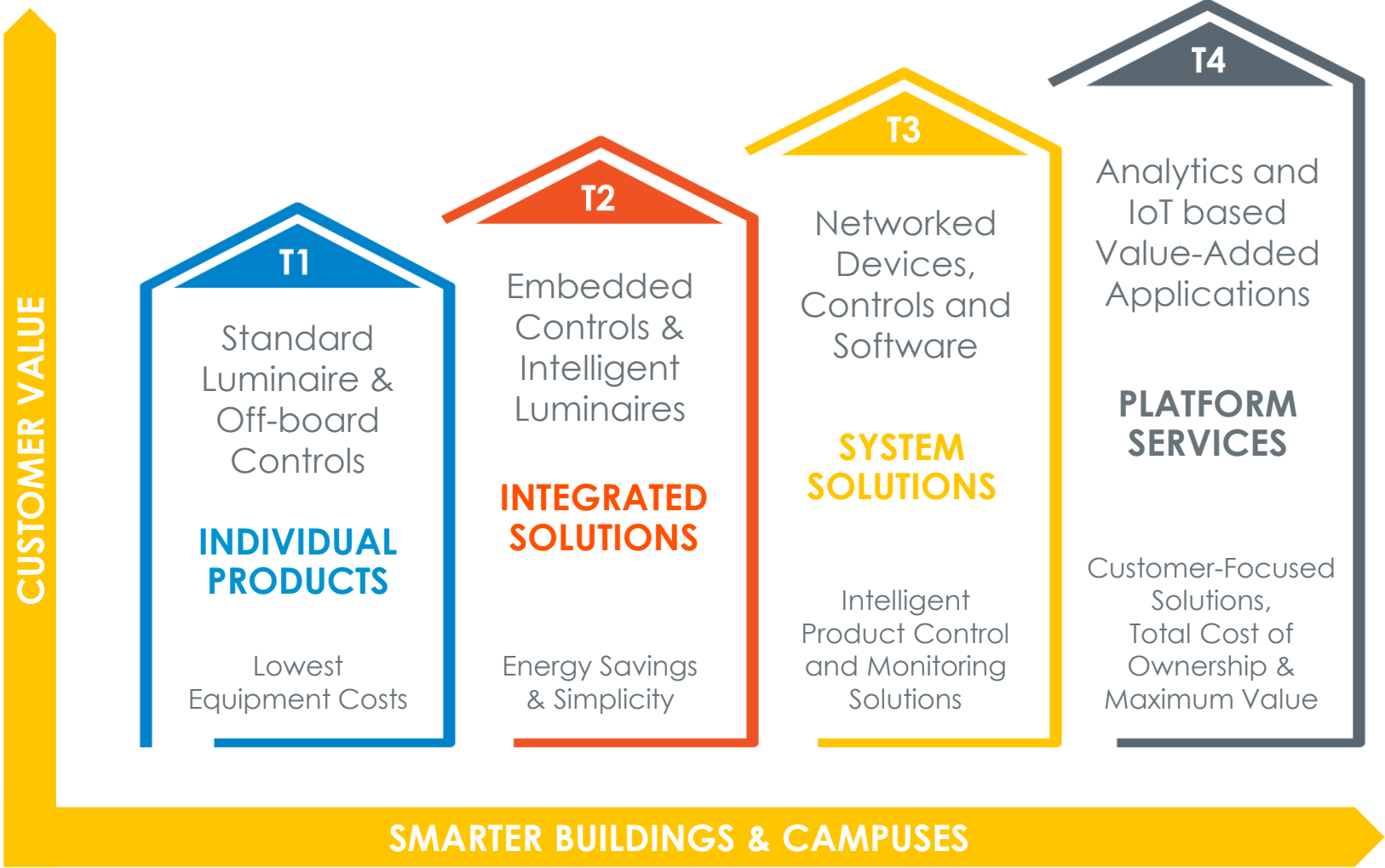


## NORTH AMERICAN ADDRESSABLE MARKET



Source: Company Estimates

# TIERED STRATEGY DRIVES TRANSFORMATION





# DIGITAL LIGHTING AND INTELLIGENT NETWORKS

## ENERGY & SUSTAINABILITY

- Smart Buildings & Campuses

## HEALTH & WELL-BEING

- Tunable-White Light LED

## INDOOR POSITIONING

- Visible Light Communication
- Bluetooth Positioning
- Mobile Asset Location
- Asset Tracking



## WHY DIGITAL LIGHTING?

\* Power \* Placed \* Precise

# BUILDING REIMAGINED: FROM COST CENTER TO STRATEGIC ASSET

## BUILDING OPERATIONS

- Energy savings via lighting, controls and advanced BMS
- Unification of systems to reduce redundancy and lower management costs

## BUILDING INTELLIGENCE

- Intelligent spaces that support productive work environments including wayfinding and tailoring spaces to occupant

## BUSINESS INTELLIGENCE

- Gathering data to continually improve system performance and space utilization
- Sustainability reporting for corporate initiatives and employee engagement



# IoT FRAMEWORK

## IoT READY INFRASTRUCTURE

IoT technology embedded in core products

Luminaires

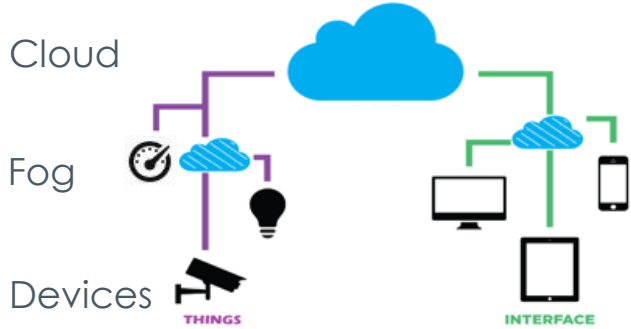
Lighting Controls

BMS Controls

## IoT PLATFORM

Distributed Software Services & APIs

Solution Development Environment & Tools



## IoT SOLUTIONS

Packaged Horizontal and Vertical Solutions from Acuity and Partners



? Indoor Wayfinding

Behavior Analytics ?

? Digital Asset Management

Heat Mapping ?

? Asset Tracking

Dwell Time Analysis ?

# PROFITABLE GROWTH STRATEGY REMAINS INTACT







**THANK YOU!**

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**AcuityBrands.**