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 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
AT A GLANCE

NET SALES
$Billions, Fiscal Year

'15  $2.7  +22%
'16  $3.3  +6%
'17  $3.5  +5%
'18  $3.7  Flat
'19

Business Mix

98%
North America

~50%
New Construction

~50%
Renovation

~85%
Non-Residential

~15%
Residential

OPERATIONS

23 Manufacturing Facilities

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

Company Overview 5
# Synergistic Solutions and Applications

## Key Verticals
- **Commercial**
- **Retail**
- **Education**
- **Industrial**
- **Infrastructure**
- **Healthcare**
- **Residential**
- **Hospitality**

## Lighting

<table>
<thead>
<tr>
<th>Indoor</th>
<th>Outdoor</th>
<th>Controls</th>
</tr>
</thead>
<tbody>
<tr>
<td>• General purpose&lt;br&gt; • Industrial&lt;br&gt; • Architectural&lt;br&gt; • Downlighting&lt;br&gt; • Track lighting&lt;br&gt; • Emergency&lt;br&gt; • Relight&lt;br&gt; • Rough service&lt;br&gt; • Surface&lt;br&gt; • Flexible wiring</td>
<td>• Area &amp; parking&lt;br&gt; • Roadway &amp; street&lt;br&gt; • Floodlighting&lt;br&gt; • Security&lt;br&gt; • Sports&lt;br&gt; • High-mast&lt;br&gt; • Building mounted&lt;br&gt; • Poles &amp; Posts&lt;br&gt; • In-Grade&lt;br&gt; • Underwater</td>
<td>• In-wall &amp; In-fixture controls&lt;br&gt; • Networked wired &amp; wireless&lt;br&gt; • Panels &amp; basic switch gear&lt;br&gt; • Design, start-up, service contracts</td>
</tr>
</tbody>
</table>

## Building

<table>
<thead>
<tr>
<th>Controls</th>
<th>Software</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Controllers&lt;br&gt; • Supervisory controls (includes software)&lt;br&gt; • Peripherals (sensors)</td>
<td>• Indoor positioning&lt;br&gt; • Asset tracking&lt;br&gt; • Multi-site Asset Management&lt;br&gt; • IoT Visualization</td>
<td>• Analytics&lt;br&gt; • Commissioning&lt;br&gt; • Project management</td>
</tr>
</tbody>
</table>

## Key Verticals
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Company Overview 6
MARKET SHARE

NORTH AMERICAN MARKET SHARE

LUMINAIRES

#1

- Commercial
- Outdoor
- Industrial
- Life Safety

Top 4

- Residential

LIGHTING CONTROLS

#1

- Commercial Lighting
- Indoor Positioning

BUILDING MANAGEMENT CONTROLS

Distech Controls

Growth

NORTH AMERICAN ADDRESSABLE MARKET

2019

$20+ Billion

Installed Base

$500+ Billion

(Conversion Opportunity)

Source: Company Estimates
TIERED STRATEGY DRIVES TRANSFORMATION

CUSTOMER VALUE

T1
Standard Luminaire & Off-board Controls

INDIVIDUAL PRODUCTS

Lowest Equipment Costs

T2
Embedded Controls & Intelligent Luminaires

INTEGRATED SOLUTIONS

Energy Savings & Simplicity

T3
Networked Devices, Controls and Software

SYSTEM SOLUTIONS

Intelligent Product Control and Monitoring Solutions

T4
Analytics and IoT based Value-Added Applications

PLATFORM SERVICES

Customer-Focused Solutions, Total Cost of Ownership & Maximum Value

SMARTER BUILDINGS & CAMPUSES
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

- Cloud
- Fog
- Devices

**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

- EXPAND EARNINGS AND CASH FLOW
- GROW MARKET SHARE

Operating Excellence “3 C’s”

Organic Growth

Strategic Opportunities
THANK YOU!
ACUITYBRANDS.COM