



BMS Software Suite

# FISCAL 2025 FIRST-QUARTER RESULTS

JANUARY 8, 2025

# FORWARD LOOKING STATEMENTS

This presentation and related conference call and webcast contain “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 (the “Act”). Forward-looking statements include, but are not limited to, statements that describe or relate to the Company’s plans, initiatives, projections, vision, goals, targets, commitments, expectations, objectives, prospects, strategies, or financial outlook, and the assumptions underlying or relating thereto. In some cases, we may use words such as “expect,” “believe,” “intend,” “anticipate,” “estimate,” “forecast,” “indicate,” “project,” “predict,” “plan,” “may,” “will,” “could,” “should,” “would,” “potential,” and words of similar meaning, as well as other words or expressions referencing future events, conditions, or circumstances to identify forward-looking statements. We intend these forward-looking statements to be covered by the safe harbor provisions for

forward-looking statements contained in the Act. Forward-looking statements are not guarantees of future performance. Our forward-looking statements are based on our current beliefs, expectations, and assumptions, which may not prove to be accurate, and are subject to known and unknown risks and uncertainties, assumptions and other important factors, many of which are outside of our control and any of which could cause our actual results to differ materially from those expressed or implied by the forward-looking statements. These risks and uncertainties are discussed in our filings with the U.S. Securities and Exchange Commission, including our most recent annual report on Form 10-K (including, but not limited to, the sections titled “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations”), quarterly reports on Form 10-Q, and current reports on Form 8-K. Any forward-looking statement speaks only as of the date on which it is made. This presentation is not comprehensive, and for that reason, should be read in

conjunction with such filings. You are cautioned not to place undue reliance on any forward-looking statements. Except as required by law, we undertake no obligation to publicly update or release any revisions to these forward-looking statements to reflect any events or circumstances after the date of this presentation, conference call and webcast, or to reflect the occurrence of unanticipated events, whether as a result of new information, future events, or otherwise.



# NON-GAAP FINANCIAL MEASURES

We disclose the following non-generally accepted accounting principles ("GAAP") financial measures: "adjusted gross profit", "adjusted gross profit margin", "adjusted operating profit" and "adjusted operating profit margin" for total company and by segment; "adjusted net income;" "adjusted diluted earnings per share ("EPS"); "earnings before interest, taxes, depreciation, and amortization ("EBITDA")", "EBITDA margin", "adjusted EBITDA", and "Adjusted EBITDA margin". These non-GAAP financial measures are provided to enhance the reader's overall understanding of the Company's current financial performance and prospects for the future. Specifically, management believes that these non-GAAP measures provide useful information to investors by excluding or adjusting items for amortization of acquired intangible assets, share-based payment expense, impairments of investments, supplier recovery charge and special charges associated with continued efforts to streamline the organization and integrate recent acquisitions, and a loss on sale of business. Management typically adjusts for these items for internal reviews of performance and uses the above non-GAAP measures for baseline comparative operational analysis, decision making, and other activities.

Management believes these non-GAAP measures provide greater comparability and enhanced visibility into the Company's results of operations as well as comparability with many of its peers, especially those companies focused more on technology and software. Non-GAAP

financial measures included in this presentation should be considered in addition to, and not as a substitute for or superior to, results prepared in accordance with GAAP.

The most directly comparable GAAP measures for adjusted operating profit and adjusted operating profit margin for total company and by segment are "operating profit" and "operating profit margin," respectively, which include amortization of acquired intangible assets share-based payment expense, supplier recovery charge and special charges. Adjusted operating profit margin is adjusted operating profit divided by net sales for total company and by segment. The most directly comparable GAAP measures for adjusted net income and adjusted diluted EPS are "net income" and "diluted EPS," respectively, which include the impact of amortization of acquired intangible assets, share-based payment expense, impairments of investments, supplier recovery charge, special charges, and a loss on sale of business. Adjusted diluted EPS is adjusted net income divided by diluted weighted average shares outstanding. The most directly comparable GAAP measure for EBITDA is "net income", which includes the impact of net interest expense, income taxes, depreciation, and amortization of acquired intangible assets. EBITDA margin is EBITDA divided by net sales for total company. The most directly comparable GAAP measure for adjusted EBITDA is "net income", which includes the impact of net interest expense, income taxes, depreciation, amortization of acquired

intangible assets, share-based payment expense, supplier recovery charges, special charges, and miscellaneous (income) expense, net. Adjusted EBITDA margin is Adjusted EBITDA divided by net sales for total company. A reconciliation of each measure to the most directly comparable GAAP measure is available in this presentation, except for forward-looking measures of adjusted diluted EPS where a reconciliation to the corresponding GAAP measure is not available without unreasonable effort due to the variability, complexity, and limited visibility of certain assumptions within, as well as the methodology used to estimate, the 2025 non-GAAP outlook measure. The Company's non-GAAP financial measures may not be comparable to similarly titled non-GAAP financial measures used by other companies, have limitations as an analytical tool, and should not be considered in isolation or as a substitute for GAAP financial measures. Our presentation of such measures, which may include adjustments to exclude unusual or non-recurring items, should not be construed as an inference that our future results will be unaffected by other unusual or non-recurring items.



# ABOUT ACUITY

## INTERSECTION OF SUSTAINABILITY AND TECHNOLOGY



Luminis®: Syrios Pro

### Our Business Segments



Acuity Brands Lighting



Acuity Intelligent Spaces

## OUR COMPETITIVE ADVANTAGE

### Our Operating System



### Our Values



Integrity



Time



Curiosity



Owner's Mindset



Customer Obsessed



People



Community



## HOW WE CREATE VALUE



Grow Net Sales



Turn Profits Into Cash



Don't Grow Balance Sheet as Fast

## EFFECTIVE CAPITAL ALLOCATION



1. Invest for Growth in our Current Businesses
2. Invest in M&A
3. Increase our Dividend
4. Repurchase Shares



# AYI: FISCAL 2025 FIRST QUARTER PERFORMANCE

(\$ in Millions, Except Per Share Data)

Solid Execution

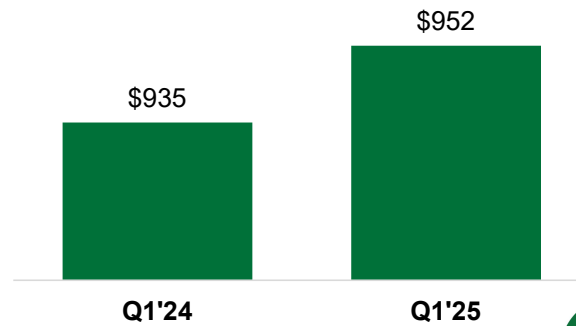
Increased Adjusted Operating Profit<sup>1</sup> by 3 Percent and Improved Adjusted Operating Profit Margin by 20 basis points

Increased Adjusted Diluted EPS<sup>1</sup> by 7 Percent

Closed Acquisition of QSC Early January 2025

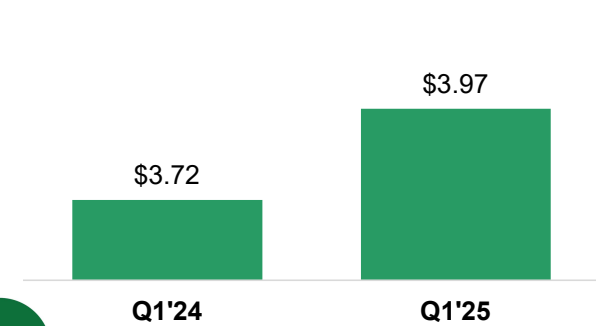
## AYI NET SALES

2%



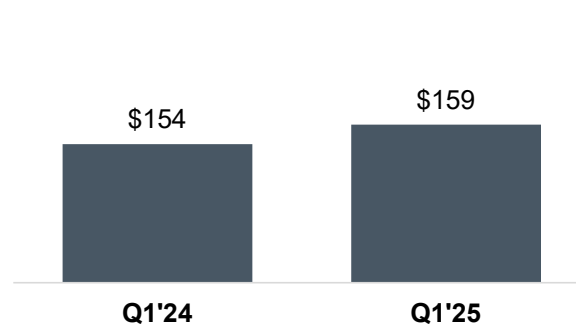
## AYI ADJUSTED DILUTED EPS<sup>1</sup>

7%



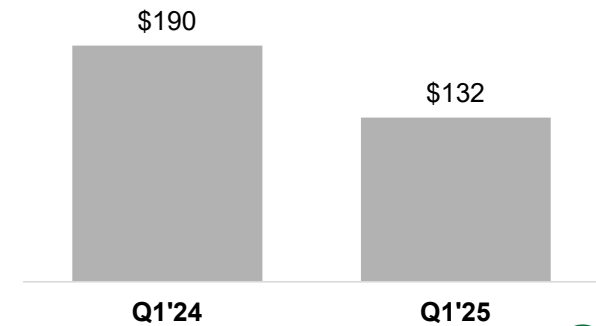
## AYI ADJUSTED OPERATING PROFIT<sup>1</sup>

3%



## AYI YTD CASH FLOW FROM OPERATIONS

(30%)



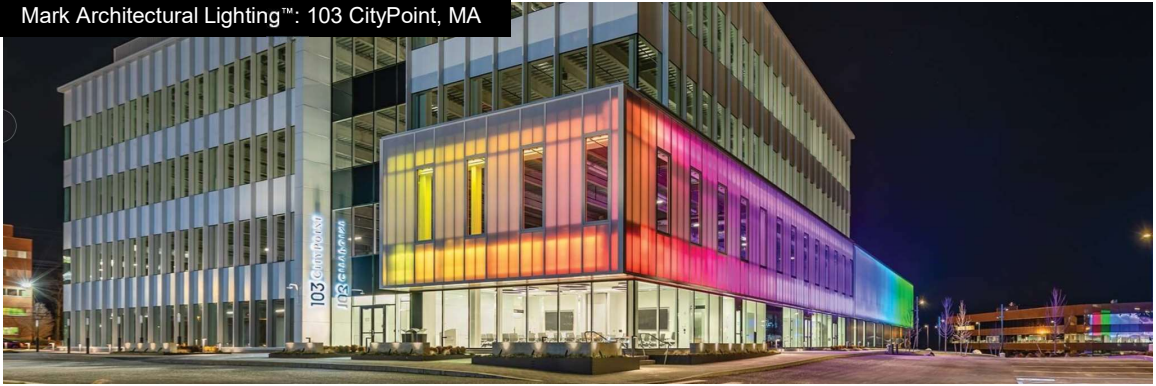
<sup>1</sup>AYI Adjusted Operating Profit, Adjusted Operating Profit Margin and Adjusted Diluted EPS are non-GAAP financial measures. See the Appendix for reconciliations to the most directly comparable financial measures calculated in accordance with GAAP.  
Note: Graphs not to scale



# ACUITY BRANDS LIGHTING

FISCAL 2025 FIRST QUARTER PERFORMANCE

Mark Architectural Lighting™: 103 CityPoint, MA

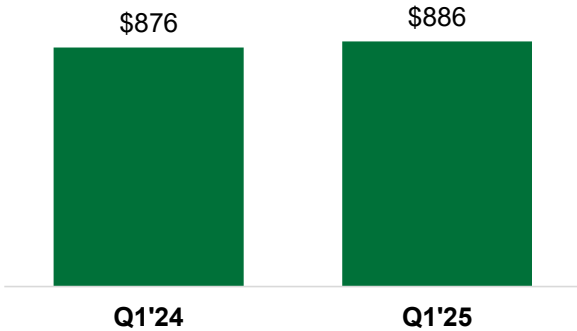


PREDICTABLE, REPEATABLE, SCALABLE

(\$ in Millions)

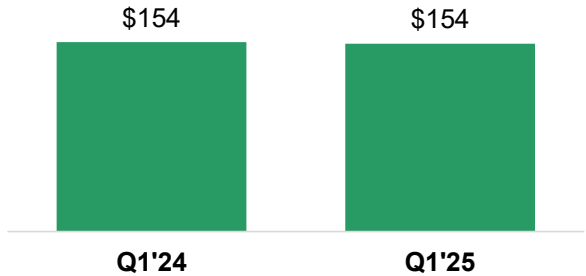
### NET SALES

1%



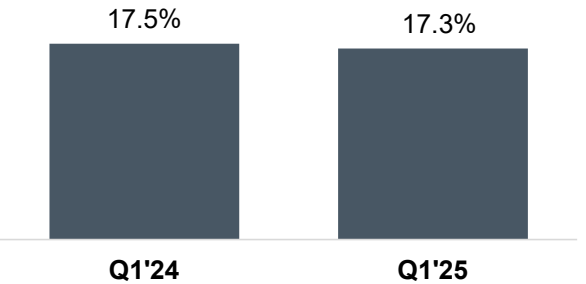
### ADJUSTED OPERATING PROFIT<sup>1</sup>

Flat



### ADJUSTED OPERATING PROFIT MARGIN<sup>1</sup>

(20bps)



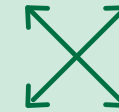
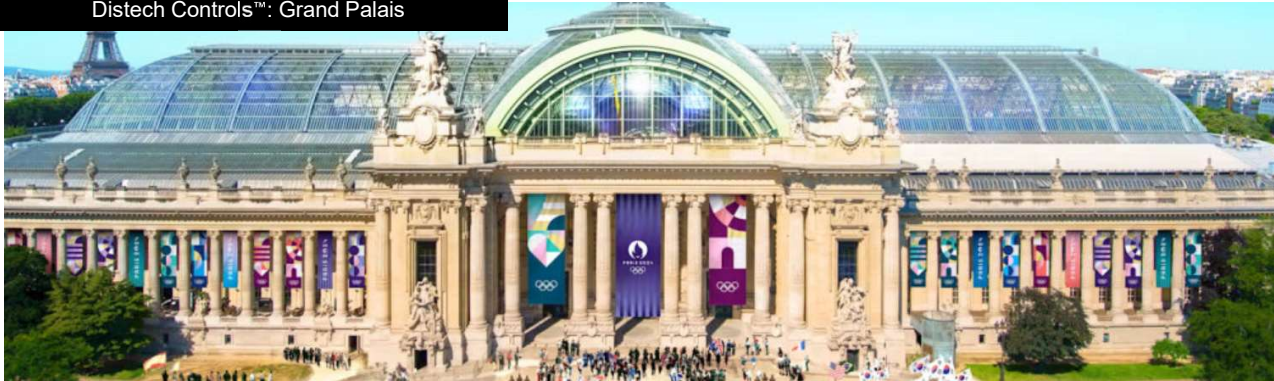
<sup>1</sup> ABL Adjusted Operating Profit and Adjusted Operating Profit Margin are non-GAAP financial measures. See the Appendix for reconciliations to the most directly comparable financial measures calculated in accordance with GAAP.  
Note: Graphs not to scale



# ACUITY INTELLIGENT SPACES

FISCAL 2025 FIRST QUARTER PERFORMANCE

Distech Controls™: Grand Palais



EXPANDING OUR ADDRESSABLE MARKET



DISRUPTIVE TECHNOLOGIES THAT LEVERAGE DATA INTEROPERABILITY

## SMARTER, SAFER, GREENER

(\$ in Millions)

### NET SALES

15%

\$74

\$64

Q1'24

Q1'25

### ADJUSTED OPERATING PROFIT<sup>1</sup>

50%

\$15

\$10

Q1'24

Q1'25

### ADJUSTED OPERATING PROFIT MARGIN<sup>1</sup>

+500 bps

16.0%

21.0%

Q1'24

Q1'25

<sup>1</sup>Acuity Intelligent Spaces Adjusted Operating Profit and Adjusted Operating Profit Margin are non-GAAP financial measures. See the Appendix for reconciliations to the most directly comparable financial measures calculated in accordance with GAAP. Note: Graphs not to scale



# YTD FISCAL 2025 CAPITAL ALLOCATION



Invest for Growth in our Current Businesses



Invest in M&A



Increase our Dividend



Repurchase Shares to Create Permanent Shareholder Value

**\$132M**

Operating Cash Flow

**\$19M**

CapEx

**\$5M**

Share Repurchases





# FISCAL 2025 OUTLOOK ADJUSTED FOR QSC

**AYI Net Sales Range<sup>1</sup>**

**\$4.3B to \$4.5B**

**Adjusted Diluted EPS Range<sup>1</sup>**

**\$16.50 to \$18.00**

## ADDITIONAL ASSUMPTIONS

Net Interest Expense

~\$20M - \$25M

Note: QSC acquisition closed at the beginning of January 2025.

<sup>1</sup> Management estimates are based on multiple quantitative and qualitative inputs and contains forward-looking information; please see Forward Looking Statements on slide 2. We do not expect to update guidance on a quarterly basis.



# QUARTERLY TRENDS

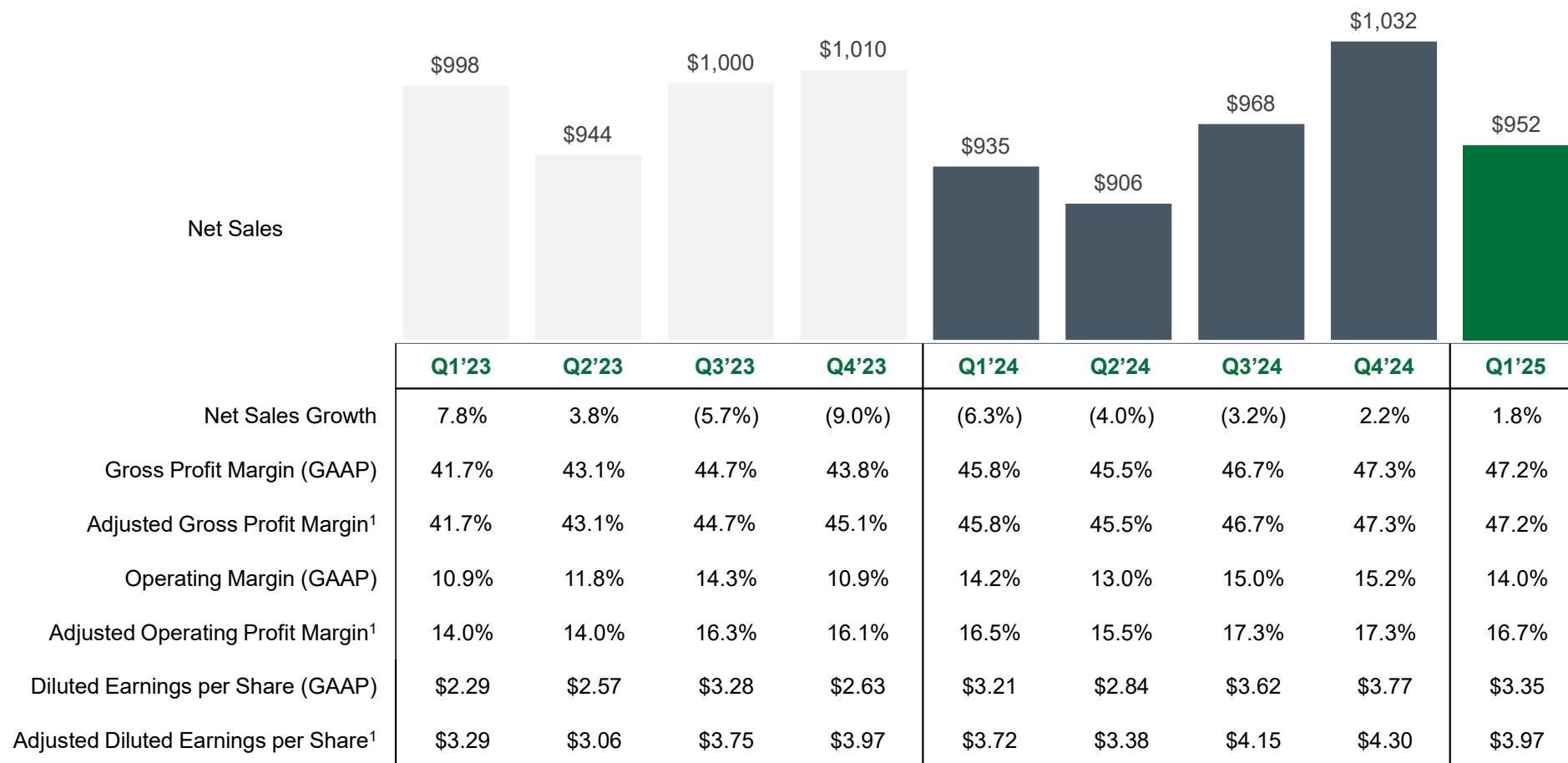


nLight® AIR Wireless Lighting Controls



# AYI: QUARTERLY TRENDS

(\$ in Millions, Except Per Share Data)

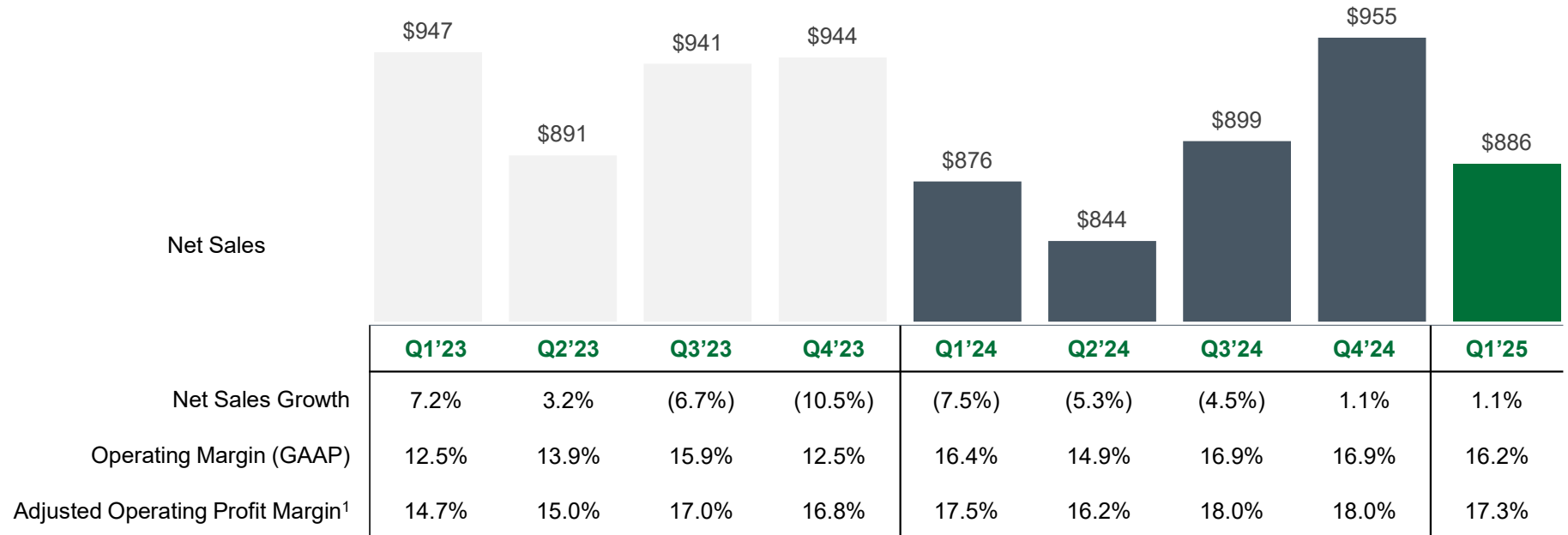


<sup>1</sup> AYI Adjusted Gross Profit Margin, Adjusted Operating Profit Margin and Adjusted Diluted Earnings Per Share are non-GAAP financial measures. See the Appendix for reconciliations to the most directly comparable financial measures calculated in accordance with GAAP



# ACUITY BRANDS LIGHTING QUARTERLY TRENDS

(\$ in Millions)

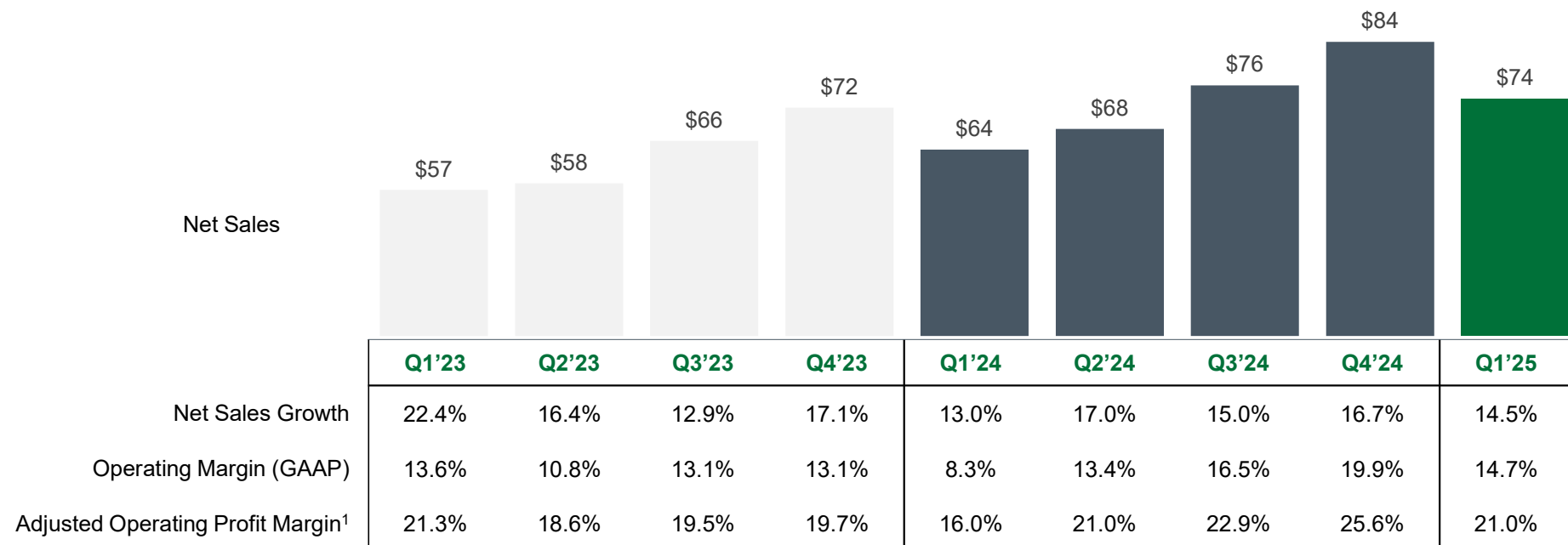


<sup>1</sup> ABL Adjusted Operating Profit Margin is a non-GAAP financial measure. See the Appendix for reconciliations to the most directly comparable financial measures calculated in accordance with GAAP.



# ACUITY INTELLIGENT SPACES QUARTERLY TRENDS

(\$ in Millions)



<sup>1</sup>ISG Adjusted Operating Profit Margin is a non-GAAP financial measure. See the Appendix for reconciliations to the most directly comparable financial measures calculated in accordance with GAAP.



# APPENDIX

## Reconciliation of Non-GAAP Measures



nLight® AIR Wireless Lighting Controls



# AYI: ADJUSTED GROSS PROFIT AND ADJUSTED GROSS PROFIT MARGIN

(\$ in Millions)

	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25
<b>Net Sales</b>	\$998	\$944	\$1,000	\$1,010	\$935	\$906	\$968	\$1,032	\$952
<b>Gross Profit (GAAP)</b>	417	407	447	443	428	412	452	489	449
<i>Gross Profit Margin (GAAP)</i>	41.7%	43.1%	44.7%	43.8%	45.8%	45.5%	46.7%	47.3%	47.2%
<i>Adjustments</i>									
Add-back: Supplier recovery charge	-	-	-	13	-	-	-	-	-
<b>Adjusted Gross Profit (Non-GAAP)</b>	\$417	\$407	\$447	\$456	\$428	\$412	\$452	\$489	\$449
<i>Adjusted Gross Profit Margin (Non-GAAP)</i>	41.7%	43.1%	44.7%	45.1%	45.8%	45.5%	46.7%	47.3%	47.2%

Note: May Not Foot Due to Rounding



# AYI: ADJUSTED OPERATING PROFIT AND ADJUSTED OPERATING PROFIT MARGIN

(\$ in Millions)

	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25
<b>Net Sales</b>	<b>\$998</b>	<b>\$944</b>	<b>\$1,000</b>	<b>\$1,010</b>	<b>\$935</b>	<b>\$906</b>	<b>\$968</b>	<b>\$1,032</b>	<b>\$952</b>
<b>Operating Profit (GAAP)</b>	<b>109</b>	<b>112</b>	<b>143</b>	<b>110</b>	<b>133</b>	<b>118</b>	<b>145</b>	<b>157</b>	<b>133</b>
<i>Operating Profit Margin (GAAP)</i>	<i>10.9%</i>	<i>11.8%</i>	<i>14.3%</i>	<i>10.9%</i>	<i>14.2%</i>	<i>13.0%</i>	<i>15.0%</i>	<i>15.2%</i>	<i>14.0%</i>
<b>Adjustments</b>									
Add-back: Amortization of acquired intangible assets	14	9	9	10	10	10	10	10	9
Add-back: Stock-based compensation expense	11	11	10	10	11	12	12	12	12
Add-back: Special charge	7	-	-	20	-	-	-	-	-
Add-back: Supplier recovery charge	-	-	-	13	-	-	-	-	-
Add-back: Acquisition-related items	-	-	-	-	-	-	-	-	5
<b>Adjusted Operating Profit (Non-GAAP)</b>	<b>\$140</b>	<b>\$132</b>	<b>\$163</b>	<b>\$162</b>	<b>\$154</b>	<b>\$140</b>	<b>\$167</b>	<b>\$179</b>	<b>\$159</b>
<i>Adjusted Operating Profit Margin (Non-GAAP)</i>	<i>14.0%</i>	<i>14.0%</i>	<i>16.3%</i>	<i>16.1%</i>	<i>16.5%</i>	<i>15.5%</i>	<i>17.3%</i>	<i>17.3%</i>	<i>16.7%</i>

Note: May Not Foot Due to Rounding





# AYI: ADJUSTED NET INCOME AND ADJUSTED DILUTED EARNINGS PER SHARE

(\$ in Millions, Except Per Share Data)

	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25
<b>Net Sales</b>	<b>\$998</b>	<b>\$944</b>	<b>\$1,000</b>	<b>\$1,010</b>	<b>\$935</b>	<b>\$906</b>	<b>\$968</b>	<b>\$1,032</b>	<b>\$952</b>
<b>Net income (GAAP)</b>	<b>75</b>	<b>83</b>	<b>105</b>	<b>83</b>	<b>101</b>	<b>89</b>	<b>114</b>	<b>119</b>	<b>107</b>
<i>Adjustments</i>									
Add-back: Amortization of acquired intangible assets	14	9	9	10	10	10	10	10	9
Add-back: Stock-based compensation expense	11	11	10	10	11	12	12	12	12
Add-back: Special charge	7	-	-	20	-	-	-	-	-
Add-back: Loss on sale of a business	11	-	-	-	-	-	-	-	-
Add-back: Supplier recovery charge	-	-	-	13	-	-	-	-	-
Add-back: Impairment of investment	-	-	-	3	-	-	-	-	-
Add-back: Acquisition-related items	-	-	-	-	-	-	-	-	5
<b>Total pre-tax adjustments to Net income</b>	<b>42</b>	<b>21</b>	<b>20</b>	<b>55</b>	<b>21</b>	<b>22</b>	<b>22</b>	<b>22</b>	<b>25</b>
Adjustment for Tax Effect	(10)	(5)	(5)	(13)	(5)	(5)	(5)	(5)	(6)
<b>Adjusted Net Income (Non-GAAP)</b>	<b>\$108</b>	<b>\$99</b>	<b>\$120</b>	<b>\$125</b>	<b>\$117</b>	<b>\$106</b>	<b>\$131</b>	<b>\$136</b>	<b>\$126</b>
<i>Diluted weighted average number of shares outstanding</i>	<i>32.7</i>	<i>32.4</i>	<i>32.0</i>	<i>31.6</i>	<i>31.4</i>	<i>31.4</i>	<i>31.5</i>	<i>31.5</i>	<i>31.8</i>
<b>Diluted Earnings Per Share (GAAP)</b>	<b>\$2.29</b>	<b>\$2.57</b>	<b>\$3.28</b>	<b>\$2.63</b>	<b>\$3.21</b>	<b>\$2.84</b>	<b>\$3.62</b>	<b>\$3.77</b>	<b>\$3.35</b>
<b>Adjusted Diluted Earnings Per Share (Non-GAAP)</b>	<b>\$3.29</b>	<b>\$3.06</b>	<b>\$3.75</b>	<b>\$3.97</b>	<b>\$3.72</b>	<b>\$3.38</b>	<b>\$4.15</b>	<b>\$4.30</b>	<b>\$3.97</b>

Note: May Not Foot Due to Rounding



# AYI: EBITDA AND ADJUSTED EBITDA

(\$ in Millions)

	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25
<b>Net Sales</b>	<b>\$998</b>	<b>\$944</b>	<b>\$1,000</b>	<b>\$1,010</b>	<b>\$935</b>	<b>\$906</b>	<b>\$968</b>	<b>\$1,032</b>	<b>\$952</b>
<b>Net Income (GAAP)</b>	<b>75</b>	<b>83</b>	<b>105</b>	<b>83</b>	<b>101</b>	<b>89</b>	<b>114</b>	<b>119</b>	<b>107</b>
<i>Net Income as a Percent of Net Sales (GAAP)</i>	<i>7.5%</i>	<i>8.8%</i>	<i>10.5%</i>	<i>8.2%</i>	<i>10.8%</i>	<i>9.8%</i>	<i>11.8%</i>	<i>11.5%</i>	<i>11.2%</i>
Interest expense (income), net	7	6	4	3	1	-	(2)	(4)	(4)
Income tax expense	18	26	34	22	30	28	34	34	28
Depreciation	13	13	13	13	13	13	13	13	13
Amortization	14	9	9	10	10	10	10	10	9
<b>EBITDA (Non-GAAP)</b>	<b>126</b>	<b>137</b>	<b>165</b>	<b>131</b>	<b>155</b>	<b>140</b>	<b>169</b>	<b>172</b>	<b>152</b>
<i>EBITDA Margin (Non-GAAP)</i>	<i>12.7%</i>	<i>14.5%</i>	<i>16.4%</i>	<i>12.9%</i>	<i>16.5%</i>	<i>15.5%</i>	<i>17.4%</i>	<i>16.6%</i>	<i>16.0%</i>
<b>Adjustments</b>									
Miscellaneous expense (income), net	9	(4)	1	2	1	1	(1)	8	3
Share-based payment expense	11	11	10	10	11	12	12	12	12
Special charges	7	-	-	20	-	-	-	-	-
Supplier recovery charge	-	-	-	13	-	-	-	-	-
Acquisition-related items	-	-	-	-	-	-	-	-	5
<b>Adjusted EBITDA (Non-GAAP)</b>	<b>\$153</b>	<b>\$145</b>	<b>\$176</b>	<b>\$175</b>	<b>\$167</b>	<b>\$153</b>	<b>\$180</b>	<b>\$191</b>	<b>\$172</b>
<i>Adjusted EBITDA Margin (Non-GAAP)</i>	<i>15.3%</i>	<i>15.3%</i>	<i>17.6%</i>	<i>17.3%</i>	<i>17.8%</i>	<i>16.9%</i>	<i>18.6%</i>	<i>18.5%</i>	<i>18.0%</i>

Note: May Not Foot Due to Rounding



# ACUITY BRANDS LIGHTING: ADJUSTED OPERATING PROFIT AND ADJUSTED OPERATING PROFIT MARGIN

(\$ in Millions)

	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25
<b>Net Sales</b>	<b>\$947</b>	<b>\$891</b>	<b>\$941</b>	<b>\$944</b>	<b>\$876</b>	<b>\$844</b>	<b>\$899</b>	<b>\$955</b>	<b>\$886</b>
<b>Operating Profit (GAAP)</b>	<b>118</b>	<b>124</b>	<b>150</b>	<b>118</b>	<b>144</b>	<b>126</b>	<b>152</b>	<b>162</b>	<b>143</b>
<i>Operating Profit Margin (GAAP)</i>	<i>12.5%</i>	<i>13.9%</i>	<i>15.9%</i>	<i>12.5%</i>	<i>16.4%</i>	<i>14.9%</i>	<i>16.9%</i>	<i>16.9%</i>	<i>16.2%</i>
<b>Adjustments</b>									
Add-back: Amortization of acquired intangible assets	11	6	6	7	7	7	7	7	6
Add-back: Stock-based compensation expense	3	4	4	3	4	4	4	4	4
Add-back: Special charge	7	-	-	18	-	-	-	-	-
Add-back: Supplier recovery charge	-	-	-	13	-	-	-	-	-
<b>Adjusted Operating Profit (Non-GAAP)</b>	<b>\$139</b>	<b>\$133</b>	<b>\$160</b>	<b>\$159</b>	<b>\$154</b>	<b>\$136</b>	<b>\$162</b>	<b>\$172</b>	<b>\$154</b>
<i>Adjusted Operating Profit Margin (Non-GAAP)</i>	<i>14.7%</i>	<i>15.0%</i>	<i>17.0%</i>	<i>16.8%</i>	<i>17.5%</i>	<i>16.2%</i>	<i>18.0%</i>	<i>18.0%</i>	<i>17.3%</i>

Note: May Not Foot Due to Rounding

NYSE: AYI 19



# ACUITY INTELLIGENT SPACES: ADJUSTED OPERATING PROFIT AND ADJUSTED OPERATING PROFIT MARGIN

(\$ in Millions)

	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25
<b>Net Sales</b>	\$57	\$58	\$66	\$72	\$64	\$68	\$76	\$84	\$74
<b>Operating Profit (GAAP)</b>	8	6	9	9	5	9	13	17	11
<i>Operating Profit Margin (GAAP)</i>	13.6%	10.8%	13.1%	13.1%	8.3%	13.4%	16.5%	19.9%	14.7%
<i>Adjustments</i>									
Add-back: Amortization of acquired intangible assets	3	3	3	4	3	3	3	3	3
Add-back: Stock-based compensation expense	1	1	1	1	2	2	1	2	2
<b>Adjusted Operating Profit (Non-GAAP)</b>	\$12	\$11	\$13	\$14	\$10	\$14	\$17	\$22	\$15
<i>Adjusted Operating Profit Margin (Non-GAAP)</i>	21.3%	18.6%	19.5%	19.7%	16.0%	21.0%	22.9%	25.6%	21.0%

Note: May Not Foot Due to Rounding

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