Q1 2017

As reported May 5, 2017

IBP

INSTALLED BUILDING PRODUCTS

Disclaimer

This presentation contains “forward-looking statements” as defined under U.S. federal securities laws. Forward-looking statements are generally identified by the use of the words “will,” “may,” “believes,” “expects,” “forecasts,” “intends,” “anticipates,” “projects,” “plans” and “seeks,” and, in each case their negative, and other variations or comparable terminology.

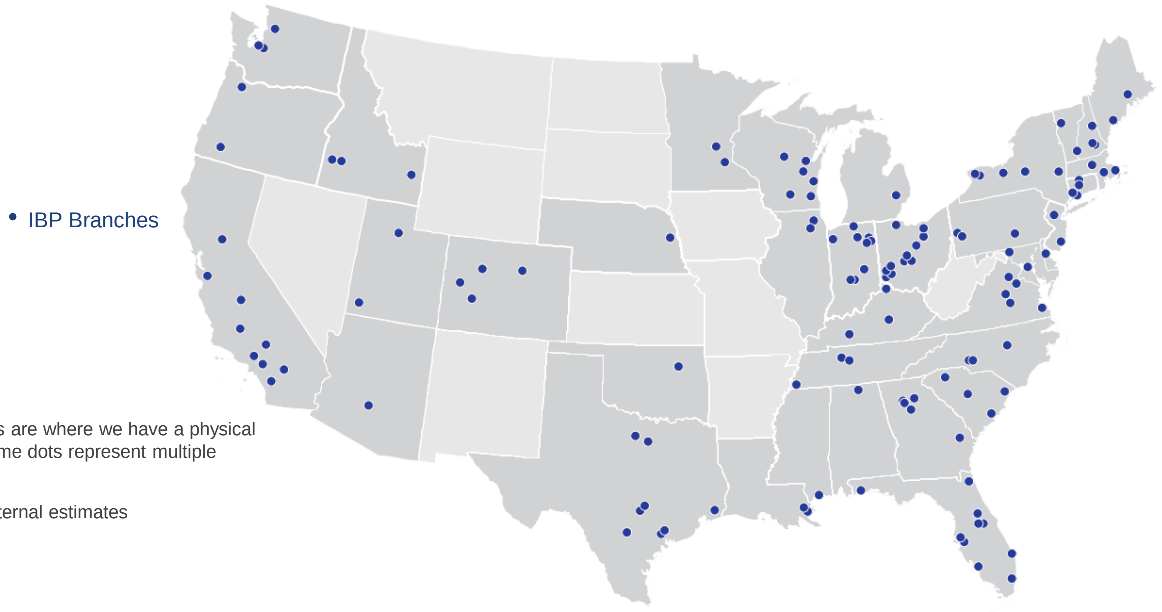
Forward-looking statements are based on management’s current expectations and involve risks and uncertainties that could cause actual results, performance or achievements to differ significantly from IBP’s historical results or those implied in such forward-looking statements, including, without limitation, the risks discussed in the “Risk Factors” section of our Annual Report on Form 10-K for the year ended December 31, 2016, as the same may be updated from time-to-time in our subsequent filings with the SEC. You should not place undue reliance on forward-looking statements as a prediction of actual results. Any forward-looking statements in this presentation speak only as of the date hereof. IBP expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward looking statements to reflect any change in expectations or events, conditions or circumstances on which any such statements are based.

This presentation includes the following non-GAAP financial measures: (1) Adjusted EBITDA, (2) Adjusted Net Income and (3) Adjusted Net Income per diluted share. These non-GAAP financial measures should be considered only as supplemental to, and not as superior to, financial measures prepared in accordance with GAAP. Please refer to the Appendix of this presentation for a reconciliation of the non-GAAP financial measures included in this presentation to the most directly comparable financial measures prepared in accordance with GAAP.

BUSINESS OVERVIEW

Local Presence on a National Scale

The second largest[1] new residential insulation installer in the US with a national platform consisting of over 125 locations serving all 48 continental states and the District of Columbia



Note:

Shaded states are where we have a physical presence. Some dots represent multiple locations.

[1] Based on internal estimates

Q1 2017 Products and End Markets

- Product diversification continued in Q1

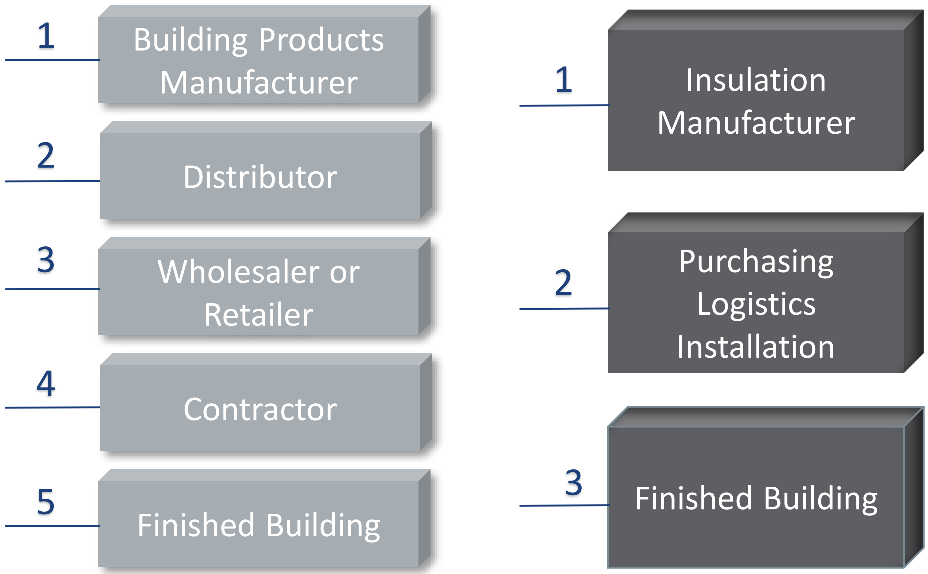




- Significant growth in commercial end market with the acquisition of Alpha


Benefits of a Streamlined Value Chain

Scale provides direct link between manufacturers and builders



Successful Acquisition Strategy

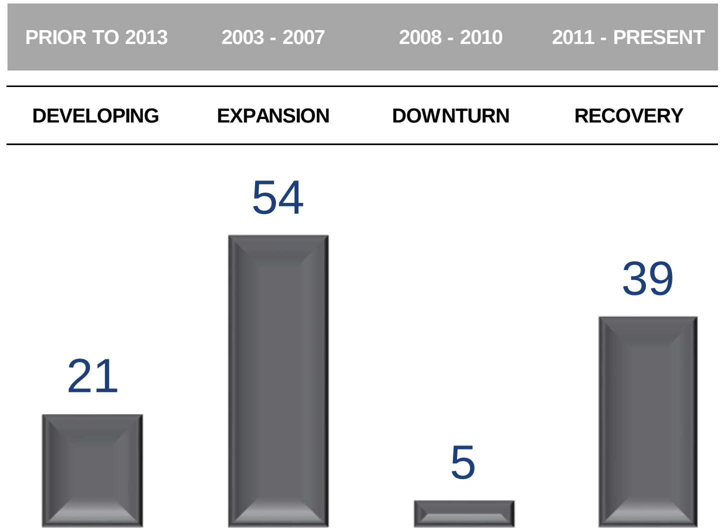
100+ successfully integrated acquisitions

Key components include:

- Ability to realize synergies within scalable infrastructure
- Targeting profitable markets
- Acquiring operations with strong reputation and customer base
- Maintaining local trade name and existing management team

Corporate support allows more focus on customer service

Senior management team has been directing the Company's acquisition strategy for close to 20 years



Drive Growth and Profitability

Asset lite model accommodates growth without significant capital needs

Capitalize on New Home Construction Recovery

Total US Housing Starts forecasted to increase to 7.6% CAGR from 2016 to 2018E[1]

Continue to Strengthen Market Share Position

Q1 2017 same branch single-family sales growth of 4.4% compared to 10.9% US single family completions growth[2]

Same branch residential sales growth of 8.0% compared to 10.7% U.S. housing completions[2]

Pursue Value Enhancing Strategic Acquisitions

Attractive opportunities in fragmented market of independent contractors

Extract Additional Value from Operating Leverage and National Scale

Demonstrated scale economies in indirect operating costs with 90 bps in improvement in S&A in Q1 2017

[1] Per April 2017 Blue Chip consensus housing starts forecast

[2] Per US Census Bureau

INDUSTRY HIGHLIGHTS

Critical Position in Attractive Industry

Link between concentrated manufacturer base and a fragmented customer base

Value to suppliers:

- Strong relationships with the largest manufacturers
- Accounts for a meaningful portion of supplier insulation volume
- National scale allows manufacturers to better plan production schedules

Value to customers:

- Full service capabilities eliminate “nuisance” work for customers
- Timely delivery and quality installation of products ensures projects remain on schedule
- Institutional knowledge of local building codes and standards

NORTH AMERICAN INSULATION MANUFACTURERS

HOMEBUILDERS BY CLOSING (2015)[1]

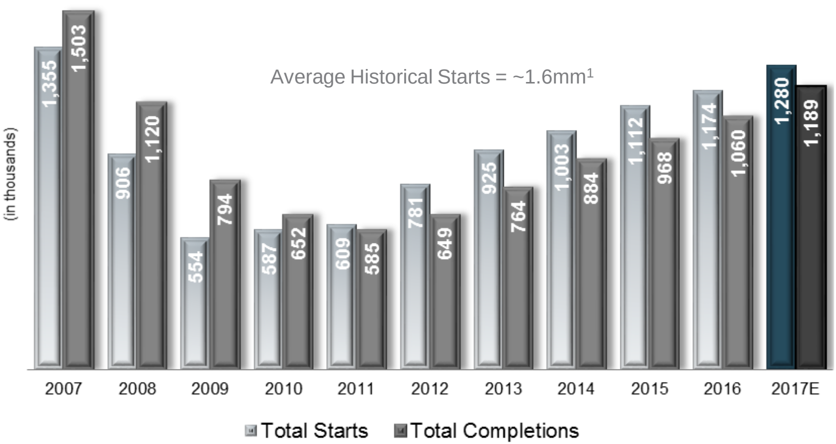
D.R. HORTON	4%
LENNAR	3%
PULTE GROUP	2%
RYAN HOMES	1%
CALATLANTIC GROUP	1%
OTHER TOP 100	14%
REGIONAL & LOCAL	75%

[1] *Builder Magazine*, Builder 100 List, based on number of home closings, issued May 5, 2016

Housing Market History

Continued US Housing Improvement

- Total US housing starts forecasted to increase 9.0% and total completions forecasted to increase 12.2% from 2016 to 2017E
  - Approximately 63% of IBP net revenue in Q1 2017 derived from single family new construction
  - IBP enjoys strong competitive and geographic position
- Lag time between US housing starts and US housing completions is greater when the rate of change in starts is higher

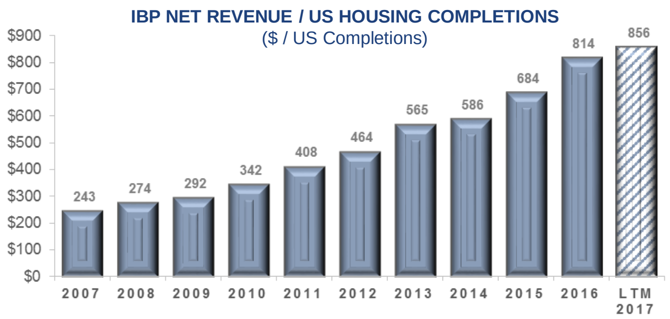


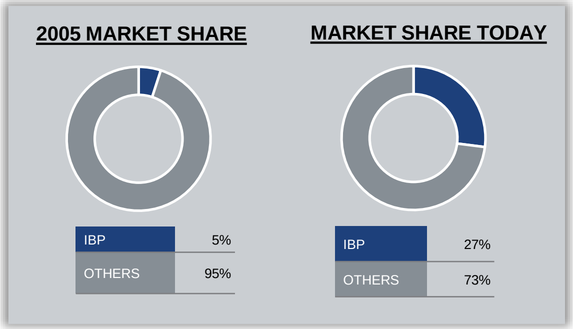
[1] Total housing starts averaged from 1968 to 2006

Source: US Census Bureau, April 2017 Blue Chip Economic Forecasts, Street Estimates

Proven Ability to Grow Market Share

Track record of increasing net revenue per US housing completion since 2005





Source: Management, Completions from US Census Bureau

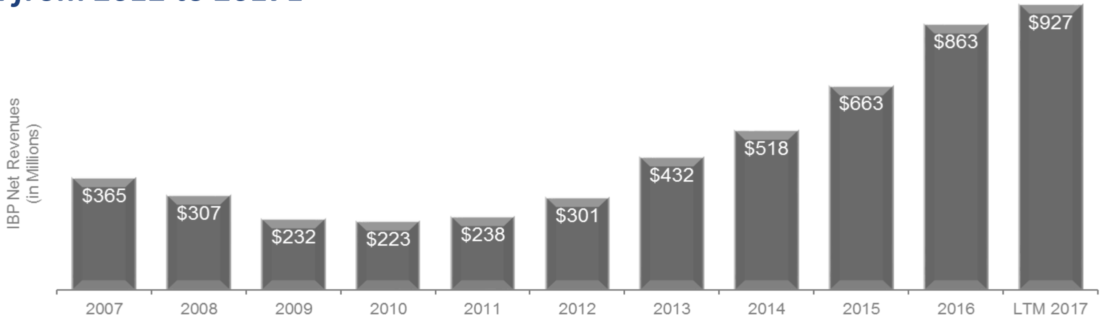
Note: Market share of new residential construction based on internal estimates

- **Second largest insulation installer for residential new construction in the US**
- **We estimate that the markets which we serve cover approximately 67% of permits issued up from 24% in 2005**
- **Market share gains driven by:**
  - ➢ **Successful acquisition and integration of local installation operations**
  - ➢ **Quality customer service**
  - ➢ **Cross-selling complementary installation services**

FINANCIAL PERFORMANCE

Strong Top-Line Momentum

30.6% CAGR from 2012 to 2017E



Revenue Growth	4.2%	-16.0%	-24.4%	-3.9%	7.0%	26.3%	43.4%	19.9%	27.9%	30.2%	27.9%
Total US Completions (in thousands)	1,503	1,120	794	652	585	649	764	884	968	1,060	1,083
% US Housing Completions Growth	-24.1%	-25.5%	-29.1%	-18.0%	-10.2%	11.0%	17.7%	15.6%	9.5%	9.4%	7.7%
IBP Net Rev/Completions	$243	$274	$292	$342	$408	$464	$565	$586	$684	$814	$856

Note: Historical revenue figures not pro forma for acquisitions

Source: U.S. Census Bureau, Company filings

Sales Growth

	Q1 2017	Q1 2016
Period-over-period Growth		
Sales Growth	33.4%	47.5%
Same Branch Sales Growth	8.7%	26.1%
Single-Family Sales Growth	14.4%	47.9%
Single-Family Same Branch Sales Growth	4.4%	27.8%
Residential Sales Growth	23.5%	48.2%
Residential Same Branch Sales Growth	8.0%	26.6%
U.S. Housing Market [1]		
Total Completions Growth	10.7%	20.3%
Single-Family Completions Growth	10.9%	16.5%
Same Branch Sales Growth		
Volume Growth	4.7%	13.8%
Price/Mix Growth	4.0%	12.3%

[1] Source: U.S. Census Bureau data, as revised

Summary Financial Results

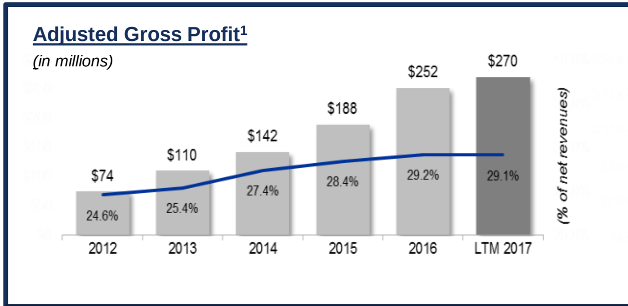
(in millions)	2012	2013	2014	2015	2016	LTM 3/2017
Net Revenue	$ 301	$ 432	$ 518	$ 663	$ 863	$ 927
% Net Revenue Growth	*26.3%*	*43.4%*	*19.9%*	*27.9%*	*30.1%*	*27.9%*
Same Branch Sales Growth	20.5%	29.6%	16.4%	11.7%	8.7%	*11.9%*
COGS[1]	$ 227	$ 322	$ 376	$ 475	$ 611	$ 657
Adjusted Gross Profit	74	110	142	188	252	*270*
% Margin	*24.6%*	*25.4%*	*27.4%*	*28.4%*	*29.2%*	*29.1%*
Adjusted S&A[2]	$ 71	$ 91	$ 110	$ 134	$ 171	$ 183
% of Net Revenue	*23.7%*	*21.1%*	*21.3%*	*20.2%*	*19.8%*	*19.7%*
Adjusted EBITDA [3]	$ 6	$ 25	$ 44	$ 71	$ 105	$ 112
% of Net Revenue	*2.1%*	*5.9%*	*8.5%*	*10.7%*	*12.1%*	*12.1%*

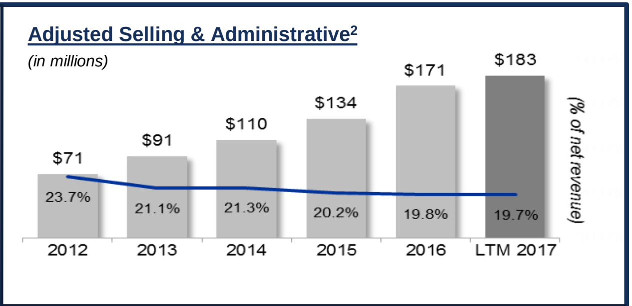
[1] COGS adjusted in 2014 for $1.8 million adverse development in workers' compensation. See the Gross Profit and Adjust Gross Profit Reconciliation in the Appendix. Adjusted Gross Profit is a non-GAAP financial measure.

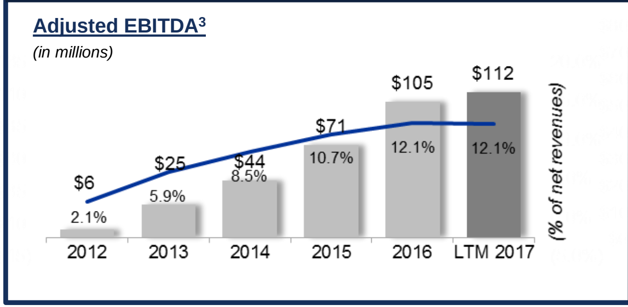
[2] S&A adjusted for one-off items as detailed in the EBITDA and Adjusted EBITDA Reconciliation: legal settlements, non-cash compensation expense, share-based compensation expense, IPO and follow-on costs, SOX implementation, gain from put option on redeemable preferred stock and acquisition costs.

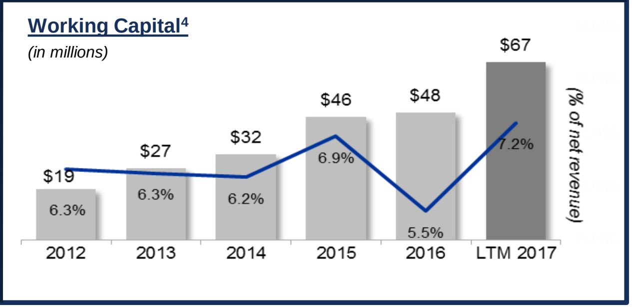
[3] Adjusted EBITDA is a non-GAAP financial measure. A reconciliation to the most comparable measure prepared in accordance with GAAP is included in the Appendix.

Improving Financial Performance









[1] Gross profit adjusted in 2014 for $1.8 million adverse development in workers' compensation. See the Gross Profit and Adjusted Gross Profit Reconciliation in the Appendix. Adjusted Gross Profit is a non-GAAP financial measure.

[2] S&A adjusted for one-off items as detailed in the EBITDA and Adjusted EBITDA Reconciliation: legal settlements, non-cash compensation expense, share-based compensation expense, IPO and follow-on costs, SOX implementation, gain from put option on redeemable preferred stock and acquisition costs.

[3] Adjusted EBITDA is a non-GAAP financial measure. A reconciliation to the most comparable measure prepared in accordance with GAAP is included in the Appendix

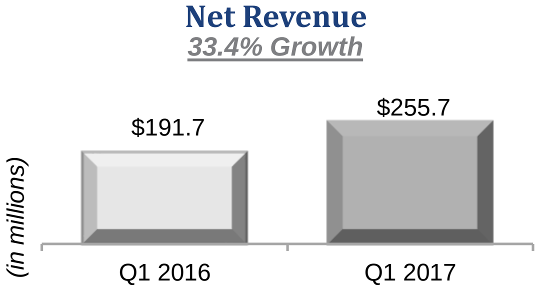
[4] Working Capital excludes cash on hand (in thousands) of: 2013 - $4,065; 2014 - $10,761; 2015 – $6,818; 2016 - $14,482; LTM 2017 - $24,607

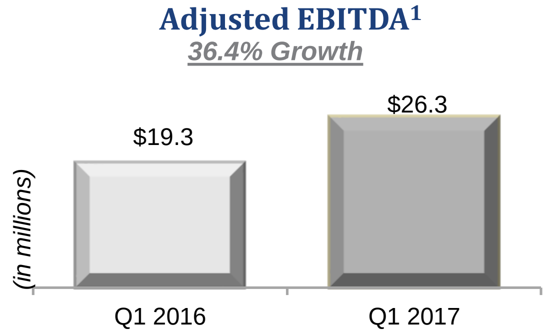
Q1 2017 Performance

- Strong Q1 2017 performance attributable to growth in same branch sales of 8.7%. Same branch residential sales increased 8.0%, while commercial and repair and remodel sales increased 11.9% on a same branch basis

- Net revenue growth was predominantly attributable to acquisitions and organic growth in the volume of completed jobs and price and mix in all end markets

- Growth in Adjusted EBITDA due to higher net revenue and a more favorable mix of installation services





[1] Net income grew 9.4% from Q1 2016 to Q1 2017. Adjusted EBITDA is a non-GAAP financial measure. A reconciliation to the most comparable measure prepared in accordance with GAAP is included in the Appendix

APPENDIX


Edwards/Mooney & Moses
INSULATION
614-351-6640
edwardsmooneyandmoses.com

EBITDA & Adjusted EBITDA Reconciliation

(in millions)	2012	2013	2014	2015	2016	Q1 2016	Q1 2017	LTM 3/17
Net (loss) income	$ (1.9)	$ 6.0	$ 13.9	$ 26.5	$ 38.4	$ 5.8	$ 6.4	$ 39.0
Interest expense	2.0	2.3	3.2	3.7	6.2	1.6	2.2	6.8
Provision for income taxes[2]	0.6	4.2	8.6	15.4	21.2	3.1	3.8	21.8
Depreciation and amortization	7.9	11.5	15.0	23.2	34.8	7.9	13.0	39.9
Gain on bargain purchase	-	-	-	(1.1)	-	-	-	-
EBITDA	**$ 8.6**	**$ 24.0**	**$ 40.7**	**$ 67.8**	**$ 100.6**	**$ 18.4**	**$ 25.3**	**$ 107.5**
Gain on extinguishment of debt[3]	-	-	-	-	-	-		-
Recapitalization transaction fees[4]	-	-	-	-	-	-		-
Legal settlement and reserves[3]	(7.0)	1.4	1.8	0.1	-	-	-	-
Non-cash stock compensation[4]	4.7	-	-	-	-	-	-	-
Gain from put option Redeemable Preferred Stock[5]	-	-	(0.5)	-	-	-	-	-
Acquisition related expenses	-	-	0.1	1.1	2.3	0.4	0.6	2.5
IPO and follow-on cost expensed	-	-	1.3	-	-	-	-	-
Share-based compensation expense	-	-	0.3	2.1	1.9	0.5	0.5	1.9
Sarbanes-Oxley initial implementation	-	-	0.3	-	-	-	-	-
Adjusted EBITDA	**$ 6.2**	**$ 25.4**	**$ 44.0**	**$ 71.2**	**$ 104.8**	**$ 19.3**	**$ 26.3**	**$ 111.9**

* See Appendix for notes to support EBITDA and Adjusted EBITDA Reconciliation

Adjusted Net Income Reconciliation

(in thousands, except for share and per share data)	Q1 2017	Q2 2017
Net income, as reported	$ 6,364	$ 5,813
Adjustments for adjusted net income:		
Write-off of capitalized loan costs	-	286
Share based compensation expense	480	536
Acquisition related expenses	553	363
Legal settlements and reserves	-	-
Amortization expense[1]	6,416	2,479
Gain on bargain purchase	-	-
Tax rate on adjusted items at normalized tax rate	(2,756)	(1,356)
Adjusted net income	$ 11,057	$ 8,121
Income before income taxes	10,147	8,921
Stated income tax provision	3,783	3,108
Normalized tax rate (37%) applied to each period	37.00%	37.00%
Diluted shares outstanding	31,687,056	31,330,971

	2017	2016
	Q1	Q1
Diluted net income per share, as reported	$ 0.20	$ 0.19
Adjustments for adjusted net income, net of tax impact, per diluted share[2]	0.14	0.07
Diluted adjusted net income per share, to conform with current presentation	$ 0.35	$ 0.26

[1] Addback of all non-cash amortization from business combinations

[2] Includes adjustments related to share-based compensation expense and acquisition related expenses, net of tax

EBITDA & Adjusted EBITDA Reconciliation Notes

[1] Consists of interest expense of $3.7 million on debt and related-party interest of $3.3 million. The related-party interest was forgiven in connection with the Recapitalization

[2] Excludes income taxes related to discontinued operations

[3] Represents the settlement in 2012 of a class action lawsuit in which IBP was one of the plaintiffs. The lawsuit related to excess material prices being charged by certain manufacturers. Also included in this line are settlement expenses related to two lawsuits against us that were settled in January and February 2014, which were included in administrative expenses for the year ended December 31, 2013. Impact of adverse change in workers' compensation experience included in other costs of sales in 4Q 2014.

[4] In 2010, IBP Management Holdings, LLC and, in 2011, IBP Investment Holdings, LLC issued awards of their equity interests to certain employees. Certain of these employees were granted rights to put such equity awards during a limited period to Jeff Edwards. Accounting guidance requires that the compensation associated with these equity awards be pushed down to IBP and recorded as non-cash compensation expense

[5] Represents non-cash gain recorded to accelerate the maturity of the Redeemable Preferred Stock, redeemed in full with IPO proceeds in February 2014

We believe Adjusted EBITDA is useful to investors and us as a measure of comparative operating performance from period to period as it measures our changes in pricing decisions, cost controls and other factors that impact operating performance, and removes the effect of our capital structure (primarily interest expense), asset base (primarily depreciation and amortization), items outside our control (primarily income taxes) and the volatility related to the timing and extent of other activities such as asset impairments and non-core income and expenses. Accordingly, we believe that this measure is useful for comparing general operating performance from period to period. In addition, we use various EBITDA-based measures in determining the achievement of awards under certain of our incentive compensation programs. Other companies may define Adjusted EBITDA differently and, as a result, our measure may not be directly comparable to measures of other companies. In addition, Adjusted EBITDA may be defined differently for purposes of covenants contained in our revolving credit facility or any future facility.

THANK YOU

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