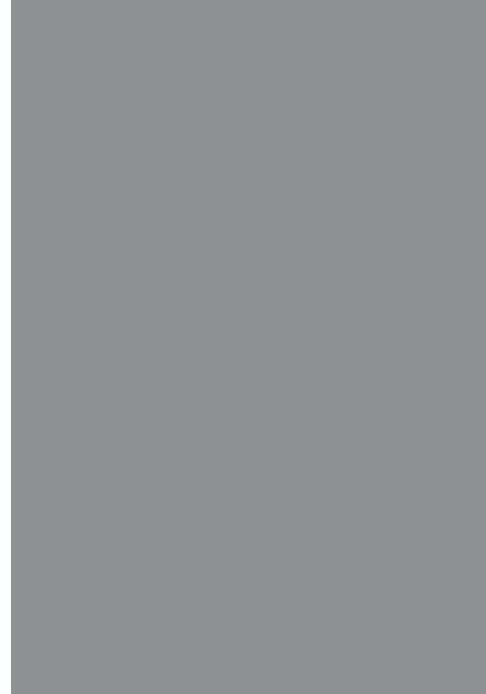




INSTALLED BUILDING PRODUCTS



FY 2018

As reported February 28, 2019

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, 2017, 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.

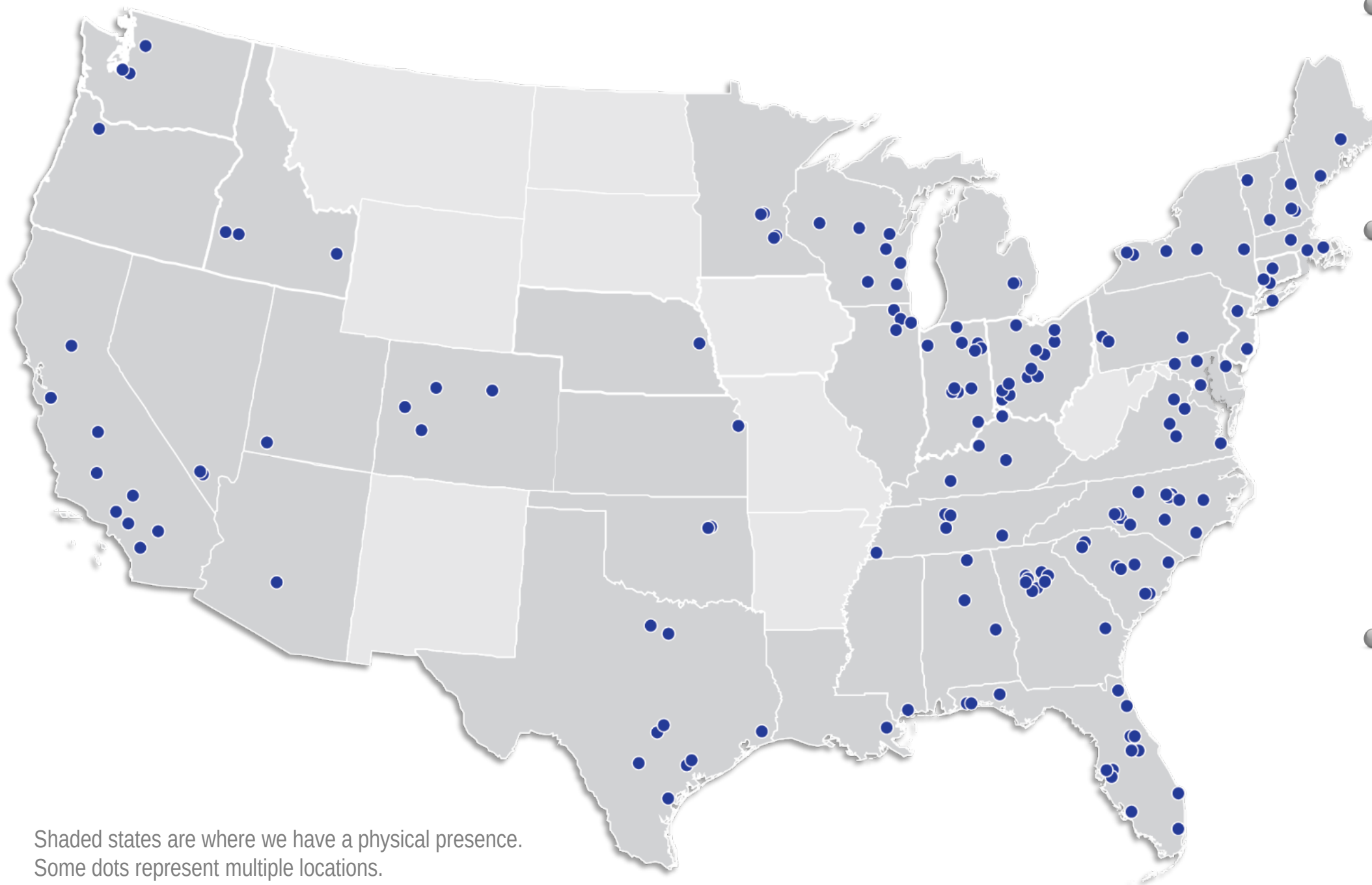
This presentation includes the following non-GAAP financial measures: (1) Adjusted EBITDA, (2) Adjusted Net Income, (3) Adjusted Net Income per diluted share, (3) Adjusted Selling and Administrative (S&A) and (4) Adjusted Gross Profit. These non-GAAP financial measures should be considered only as supplemental 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

National Scale



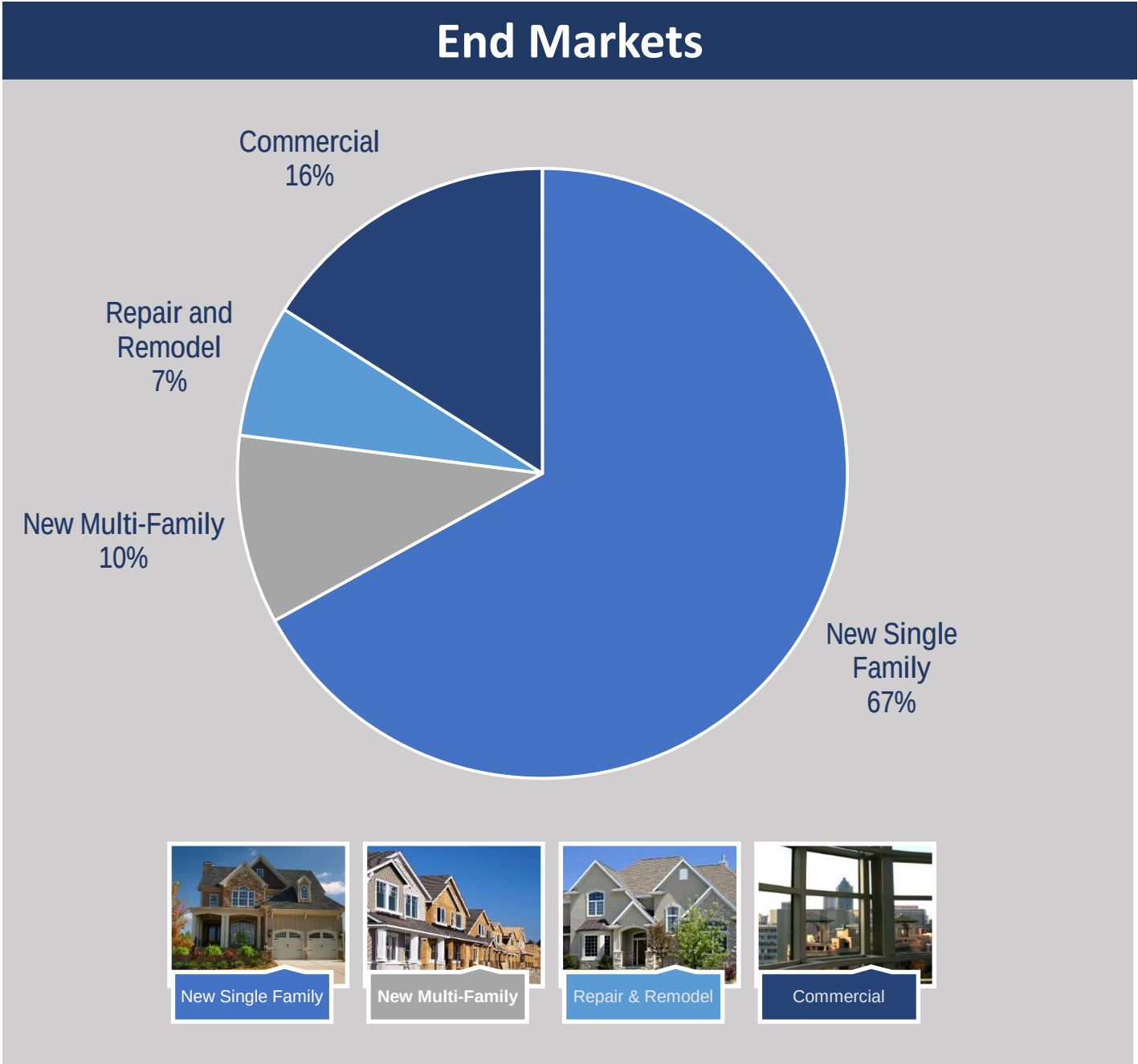
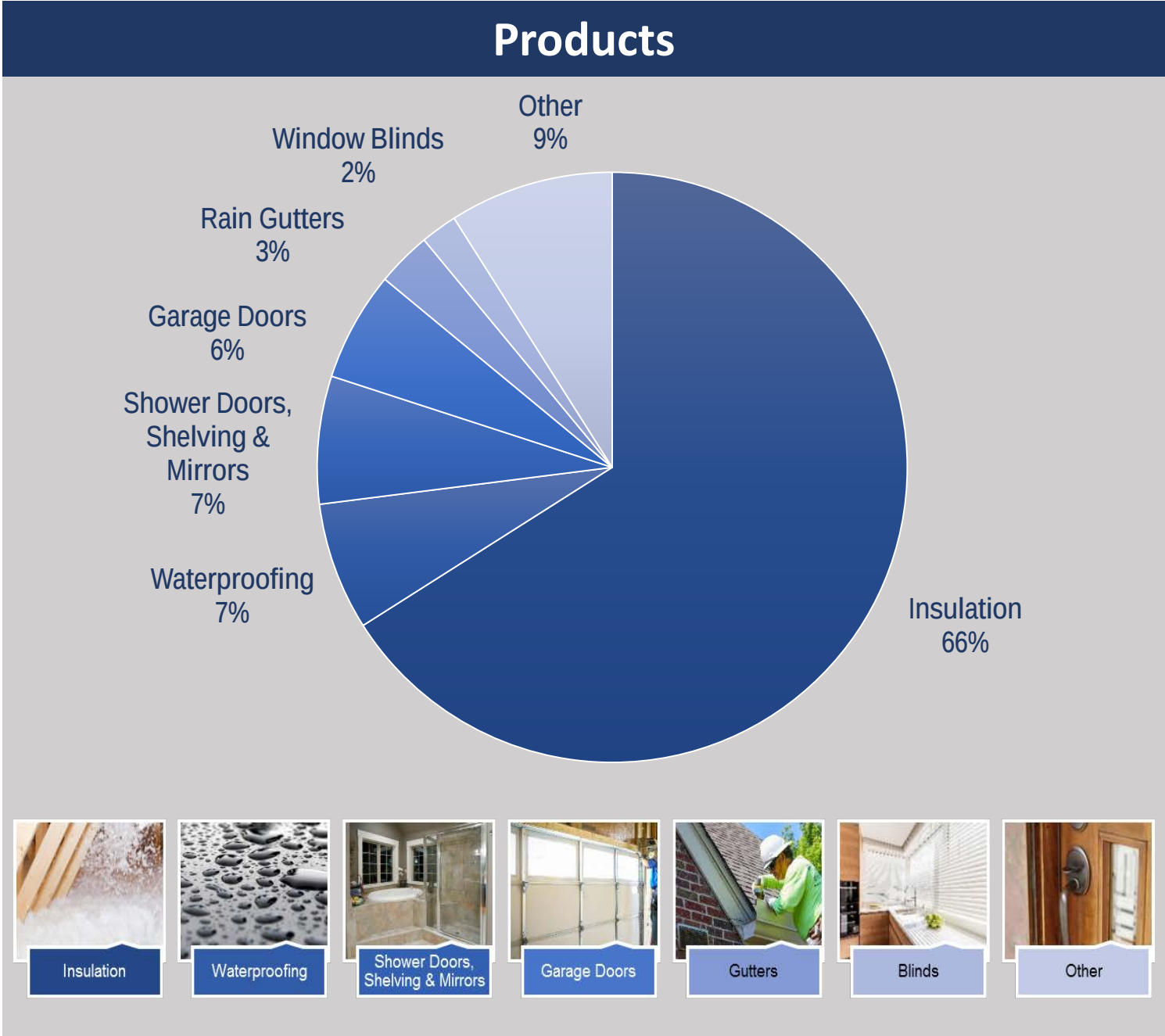
Shaded states are where we have a physical presence.
Some dots represent multiple locations.

- One of the nation's largest¹ insulation installers for the residential new construction market
- Diversified installer of complementary building products, including waterproofing, fire-stopping and fireproofing, shower doors, closet shelving and mirrors, garage doors, gutters, blinds and roofing
- National platform of over 175 locations serving all 48 continental states and the District of Columbia

¹ Based on internal estimates

2018

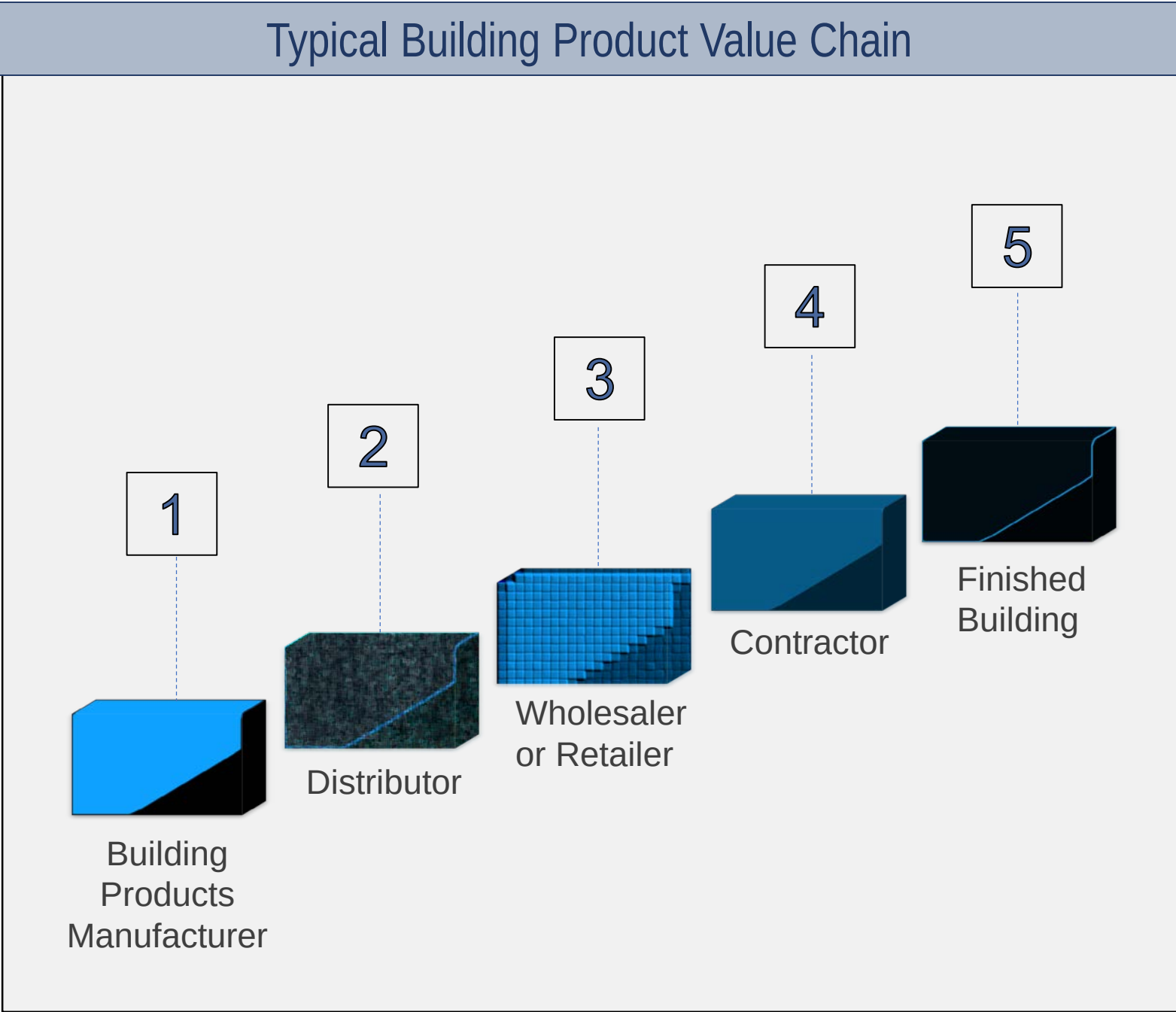
Products and End Markets



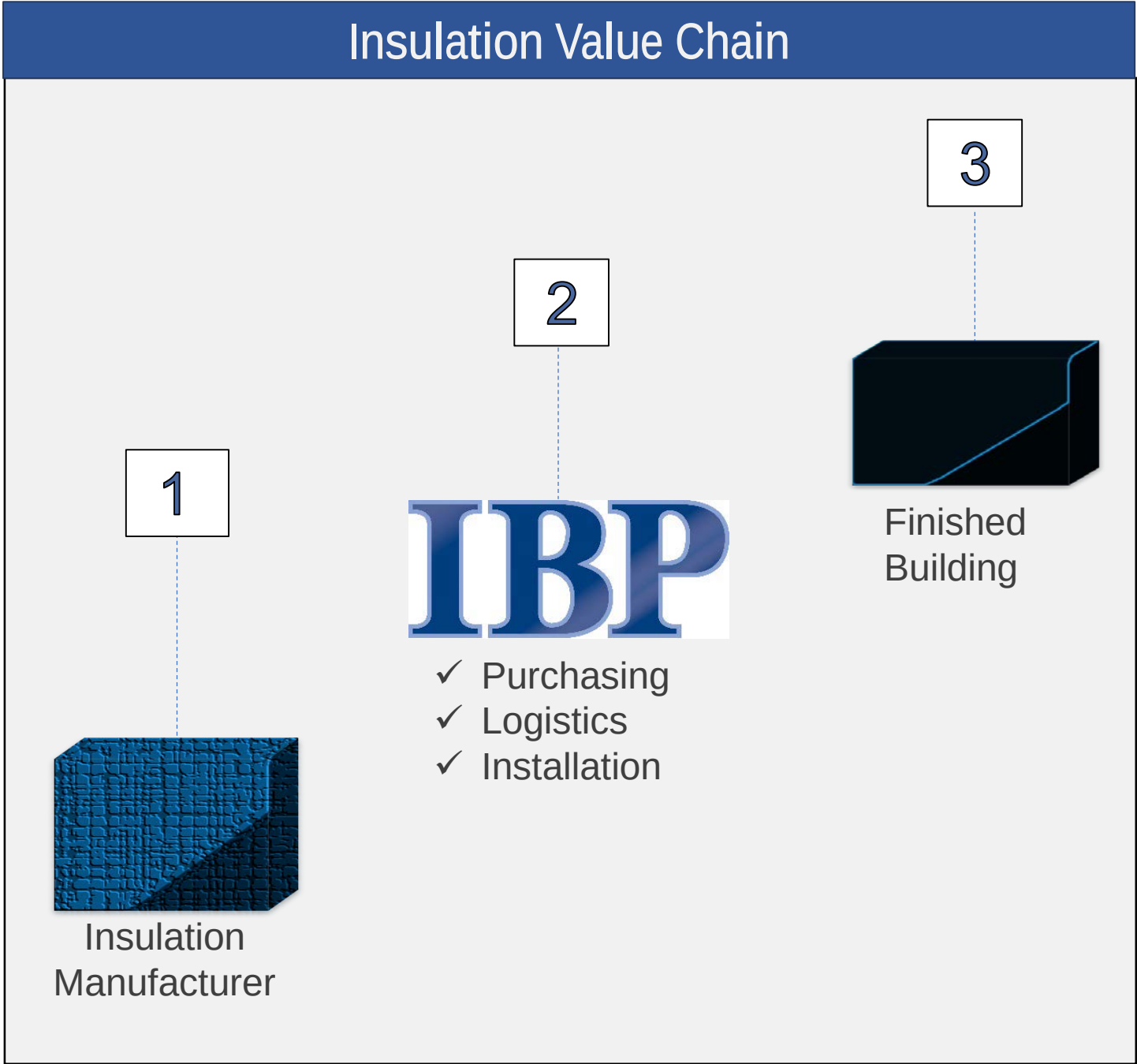
Scale provides direct link between manufacturers and builders

Streamlined Value Chain

Typical Building Product Value Chain

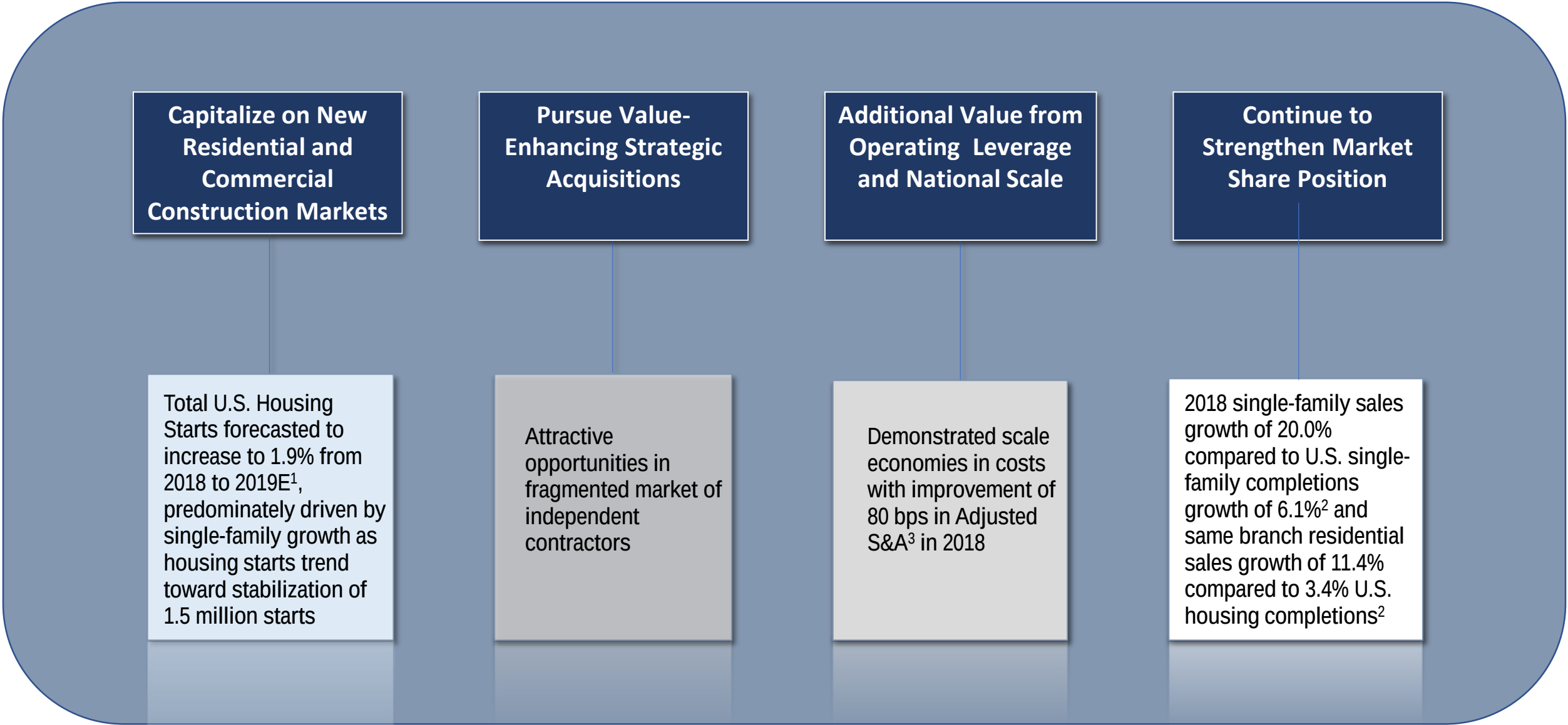


Insulation Value Chain



Drive Growth & Profitability

Asset Lite Model Accommodates Growth Without Significant Capital Needs



¹ Per January 2019 Blue Chip Economic Indicators Consensus Housing Starts Forecast

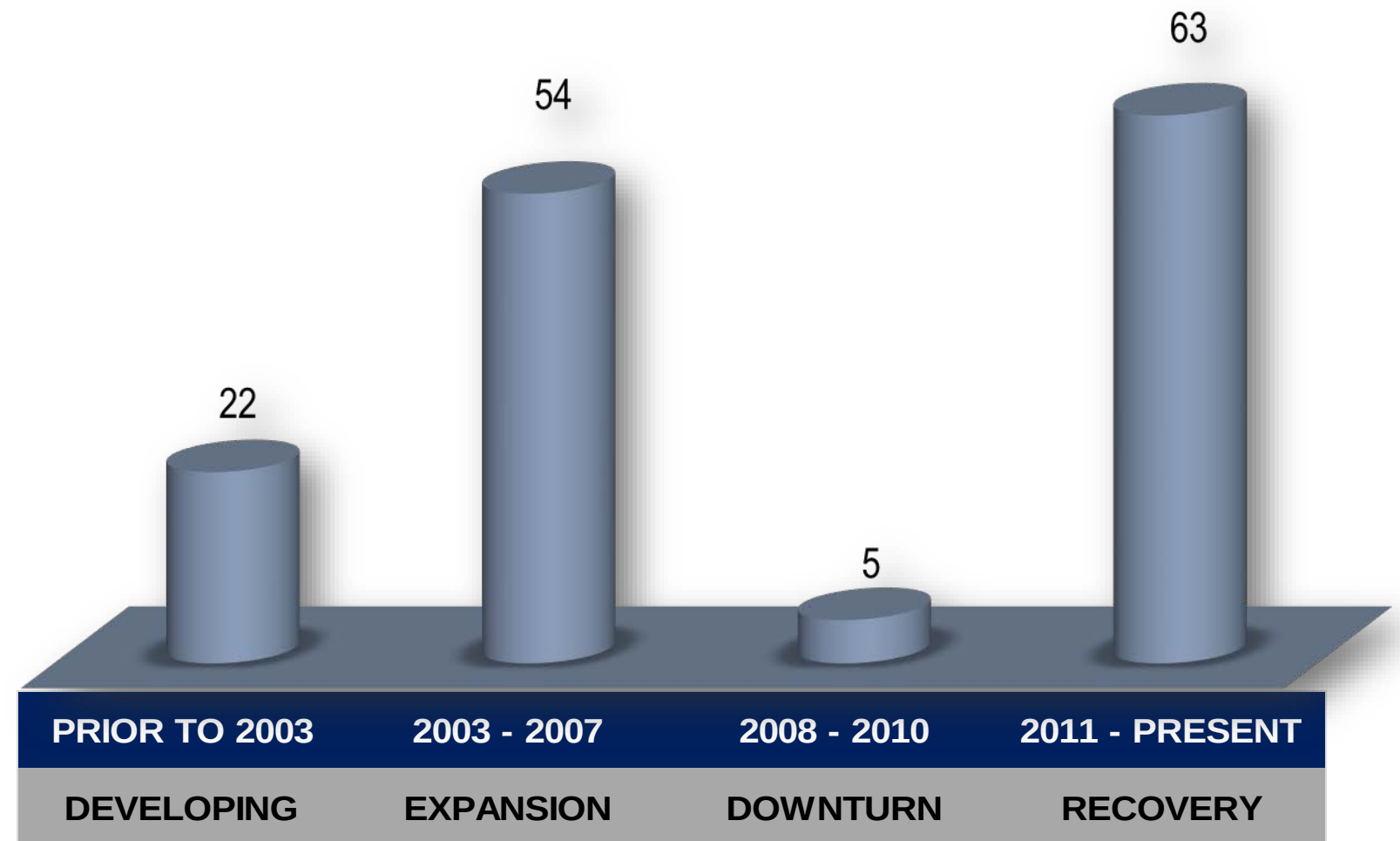
² Per U.S. Census Bureau

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

Acquirer of choice with over 140 successfully integrated acquisitions

Successful Track Record of Acquisitions

- Key components include:
 - Ability to realize synergies within scalable infrastructure
 - Target profitable markets
 - Acquire operations with strong reputation and customer base
 - Maintain local trade name and existing management team
- Corporate support allows more focus on customer service
- Senior management team (CEO, CFO and COO) has been directing the Company's acquisition strategy for close to 20 years
- Apply national insulation buying power
- Leverage national relationships with large homebuilders



Industry Highlights



Link between concentrated manufacturer base and a fragmented customer base

Critical Position in Attractive Industry

Value to Suppliers



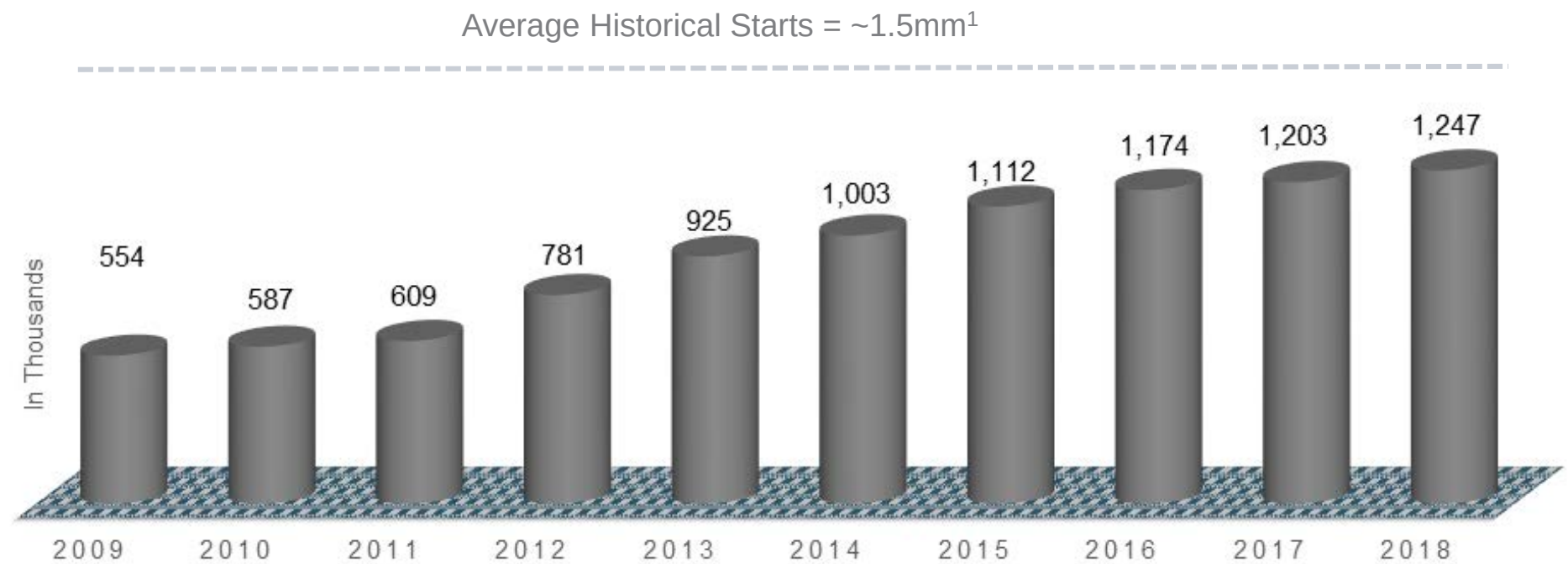
- Strong relationships with the largest manufacturers
- Accounts for a meaningful portion of supplier insulation volume
- National scale allows manufacturers to better plan production schedules

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

Housing Market History

- Total U.S. housing starts forecasted to increase to 1.9% from 2018 to 2019E, predominately driven by single-family growth as housing starts trend toward stabilization of 1.5 million starts
- Lag time between U.S. housing starts and U.S. housing completions is greater when the rate of change in starts is higher

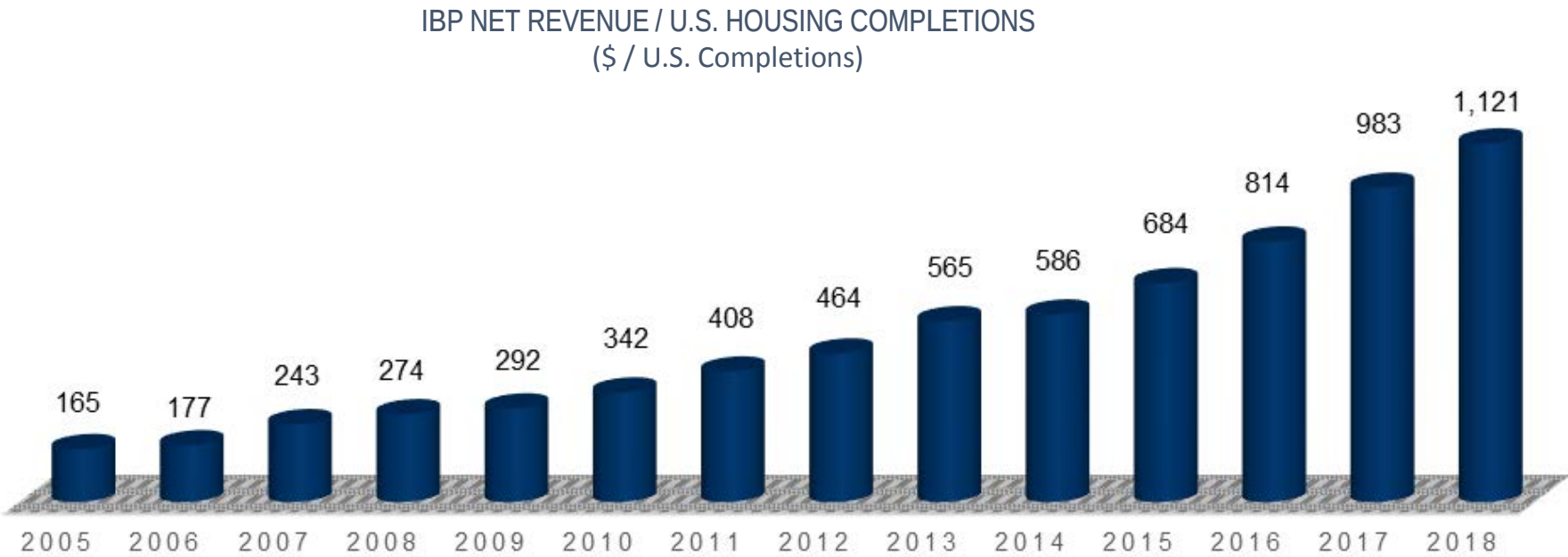


¹ Total housing starts averaged since 1968

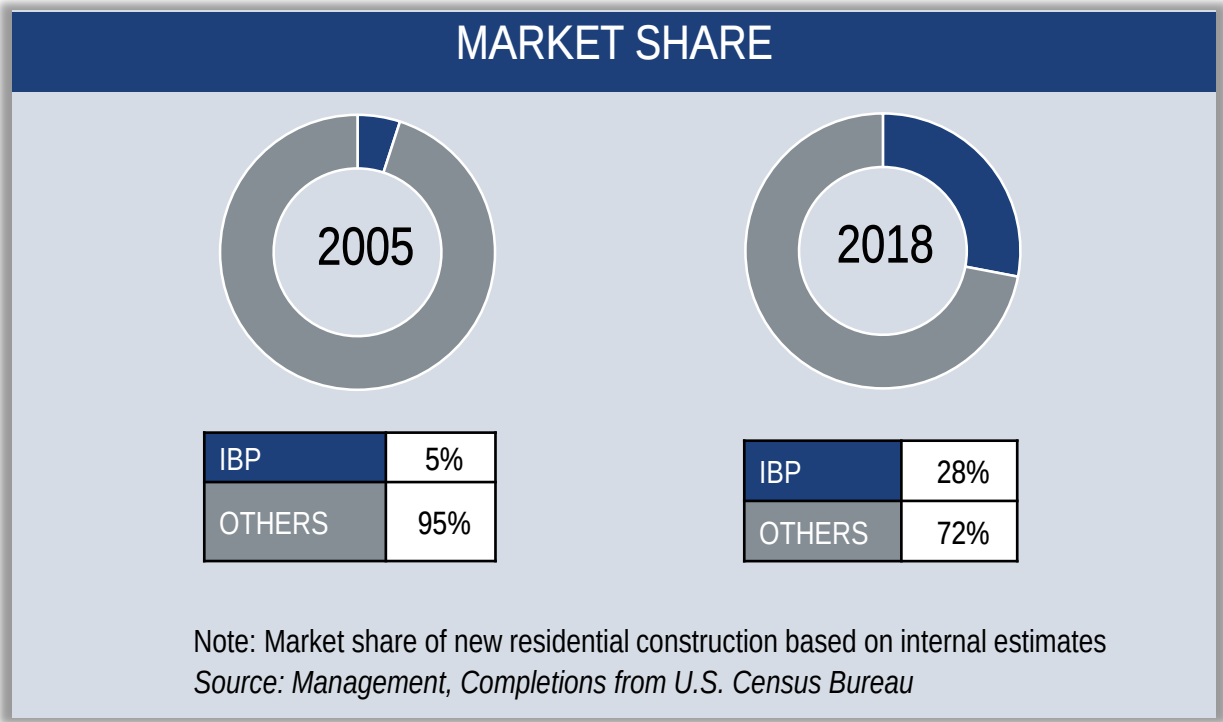
Source: U.S. Census Bureau, January 2019 Blue Chip Economic Indicators Forecasts, Street Estimates

Track Record of Increasing Net Revenue per U.S. Housing Completions Since 2005

Proven Ability to Grow Market Share



- One of the nation's largest insulation installers for residential new construction in the U.S.
- We estimate that the markets which we serve cover approximately 70% 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

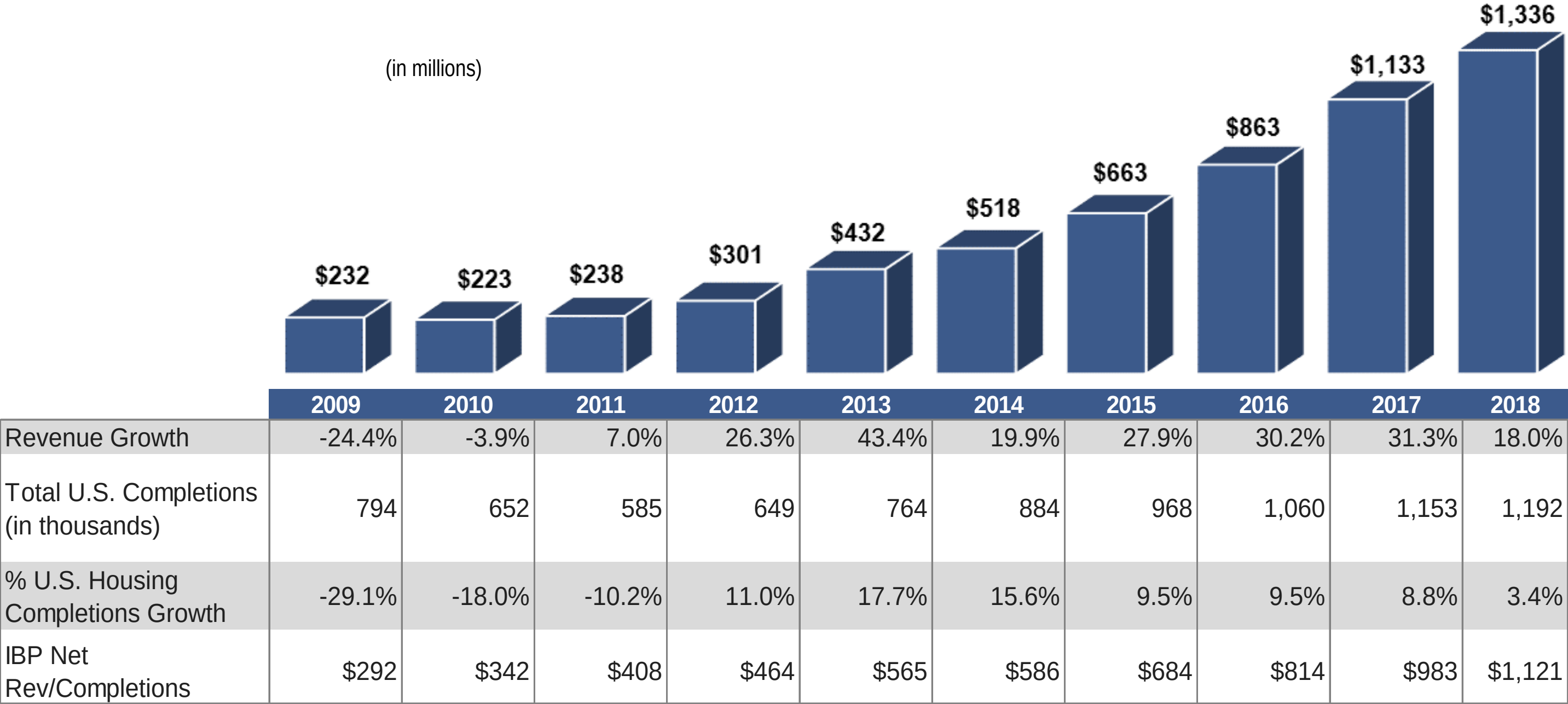


Financial Performance



26.7% CAGR from 2014 to 2018

Strong Top-Line Momentum



Source: U.S. Census Bureau, Company filings
Note: Historical revenue figures not pro forma for acquisitions

Sales Growth

	Three months ended December 30,		Twelve months ended December 30,	
	2018	2017	2018	2017
Period-over-period Growth				
Sales Growth	17.8%	28.2%	18.0%	31.3%
Same Branch Sales Growth	11.1%	9.4%	11.5%	9.8%
Single-Family Sales Growth	16.6%	18.2%	20.0%	17.6%
Single-Family Same Branch Sales Growth	8.6%	9.8%	12.1%	7.9%
Residential Sales Growth	18.1%	21.3%	18.4%	24.6%
Residential Same Branch Sales Growth	10.9%	11.1%	11.4%	11.3%
U.S. Housing Market¹				
Total Completions Growth	-5.3%	5.0%	3.4%	8.8%
Single-Family Completions Growth	-1.1%	5.4%	6.1%	7.7%
Same Branch Sales Growth ²				
Volume Growth	3.1%	5.9%	6.1%	5.8%
Price/Mix Growth	7.8%	3.5%	5.4%	4.0%
Alpha Sales Growth	13.0%	N/A	11.5%	N/A

¹ U.S. Census Bureau data, as revised.

² Same branch volume and price/mix growth excludes Alpha sales growth.

Summary Financial Results

<i>(in millions)</i>	2014	2015	2016	2017	2018
Net Revenue	\$ 518	\$ 663	\$ 863	\$ 1,133	\$ 1,336
% Net Revenue Growth	19.9%	27.9%	30.1%	31.3%	18.0%
Same Branch Sales Growth	16.4%	11.7%	15.6%	9.8%	11.5%
COGS (Adjusted) ¹	\$ 376	\$ 475	\$ 611	\$ 806	\$ 963
Adjusted Gross Profit ¹	\$ 142	\$ 188	\$ 252	\$ 327	\$ 373
% Margin	27.4%	28.4%	29.2%	28.9%	27.9%
Adjusted S&A ²	\$ 110	\$ 134	\$ 171	\$ 214	\$ 242
% of Net Revenue	21.3%	20.2%	19.8%	18.9%	18.1%
Adjusted EBITDA ³	\$ 44	\$ 71	\$ 105	\$ 141	\$ 164
% of Net Revenue	8.5%	10.7%	12.1%	12.5%	12.3%

¹ COGS adjusted in 2014 for \$1.8 million adverse development in workers' compensation. Adjustments in 2017 and 2018 relate to stock compensation expense, Financial Wellness Program and branch start-up costs. See the Gross Profit and Adjusted Gross Profit Reconciliation in the Appendix. Adjusted Gross Profit is a non-GAAP financial measure.

² Adjusted Gross Profit and Adjusted S&A are non-GAAP financial measures. A reconciliation to the most comparable measure prepared in accordance with GAAP is included in the Appendix.

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.

Strong Balance Sheet

(\$ in millions)	2014	2015	2016	2017	2018
Cash	\$ 10.8	\$ 6.8	\$ 14.5	\$ 62.5	\$ 90.4
Short-Term Investments	-	-	-	30.1	10.1
Term Loan, net of unamortized discount ¹	24.7	47.9	95.8	293.3	390.9
Delayed Draw Term Loans, in effect, net ² of unamortized debt issuance costs	-	49.7	12.5	-	-
Vehicle and Equipment Notes Payable	1.3	21.1	38.2	50.4	60.4
Capital Lease Obligations	26.9	20.4	15.3	12.1	8.6
Various notes payable	0.8	4.5	5.0	3.9	3.5
Total Debt	\$ 53.7	\$ 143.6	\$ 166.8	\$ 359.7	\$ 463.4
Net Debt	\$ 42.9	\$ 136.8	\$ 152.3	\$ 267.1	\$ 362.9
Adjusted EBITDA ³	\$ 44.0	\$ 71.2	\$ 104.8	\$ 141.1	\$ 164.4
Credit Statistics:					
Net Debt / Adjusted EBITDA ³	1.0x	1.9x	1.5x	1.9x	2.2x
Working Capital (Excluding Cash and Short-Term Investments)	\$ 32.0	\$ 46.0	\$ 47.8	\$ 102.6	\$ 129.3

¹ Unamortized discount (in thousands): 2015 - \$249; 2016 - \$447; 2017 - \$5,146 and 2018 - \$4,834.

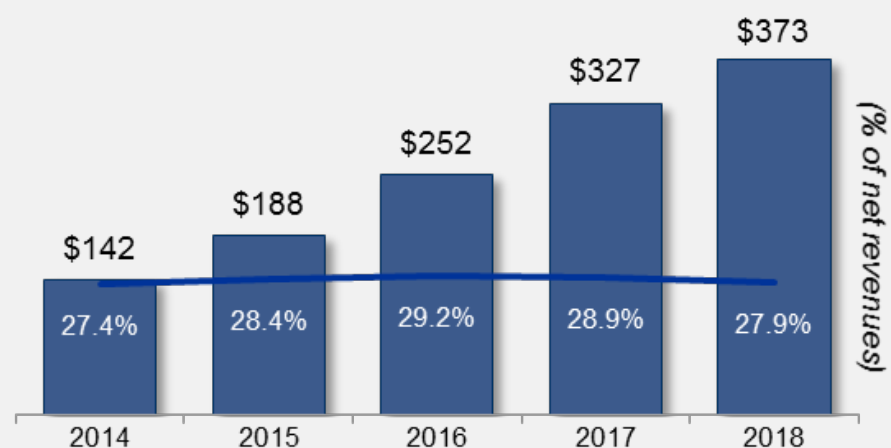
² Unamortized discount (in thousands): 2015 - \$261; 2016 - \$50.

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

Adjusted Gross Profit¹

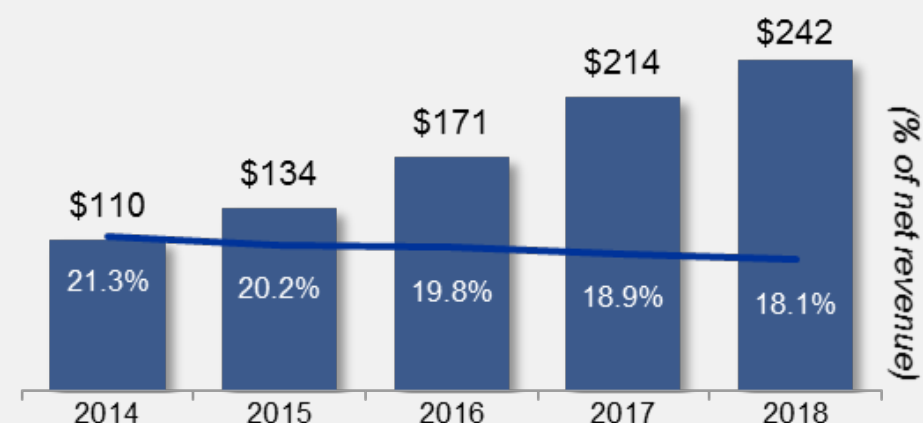
(\$ in millions)



¹ Adjusted Gross Profit is a non-GAAP financial measure. A reconciliation to the most comparable measure prepared in accordance with GAAP is included in the Appendix.

Adjusted Selling & Administrative²

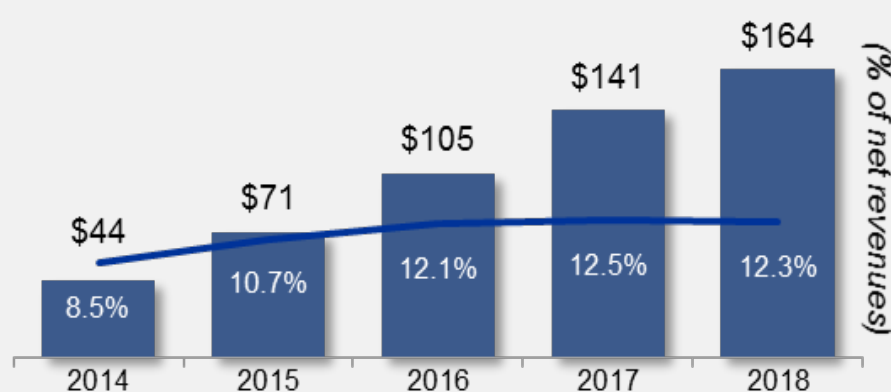
(\$ in millions)



² Adjusted S&A is a non-GAAP financial measure. A reconciliation to the most comparable measure prepared in accordance with GAAP is included in the Appendix.

Adjusted EBITDA³

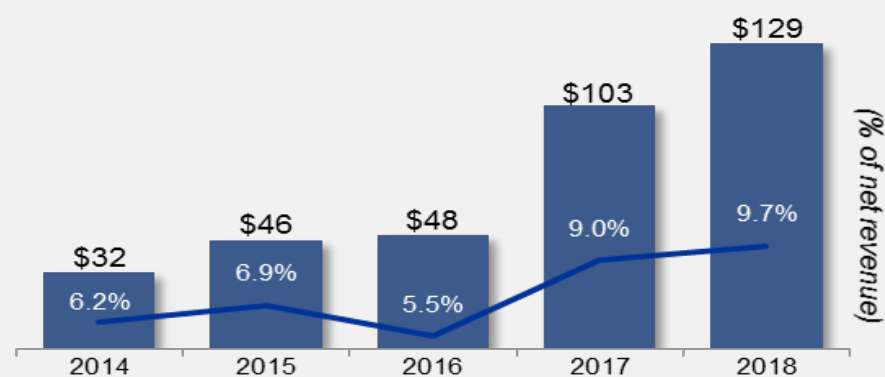
(\$ in millions)



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.

Working Capital⁴

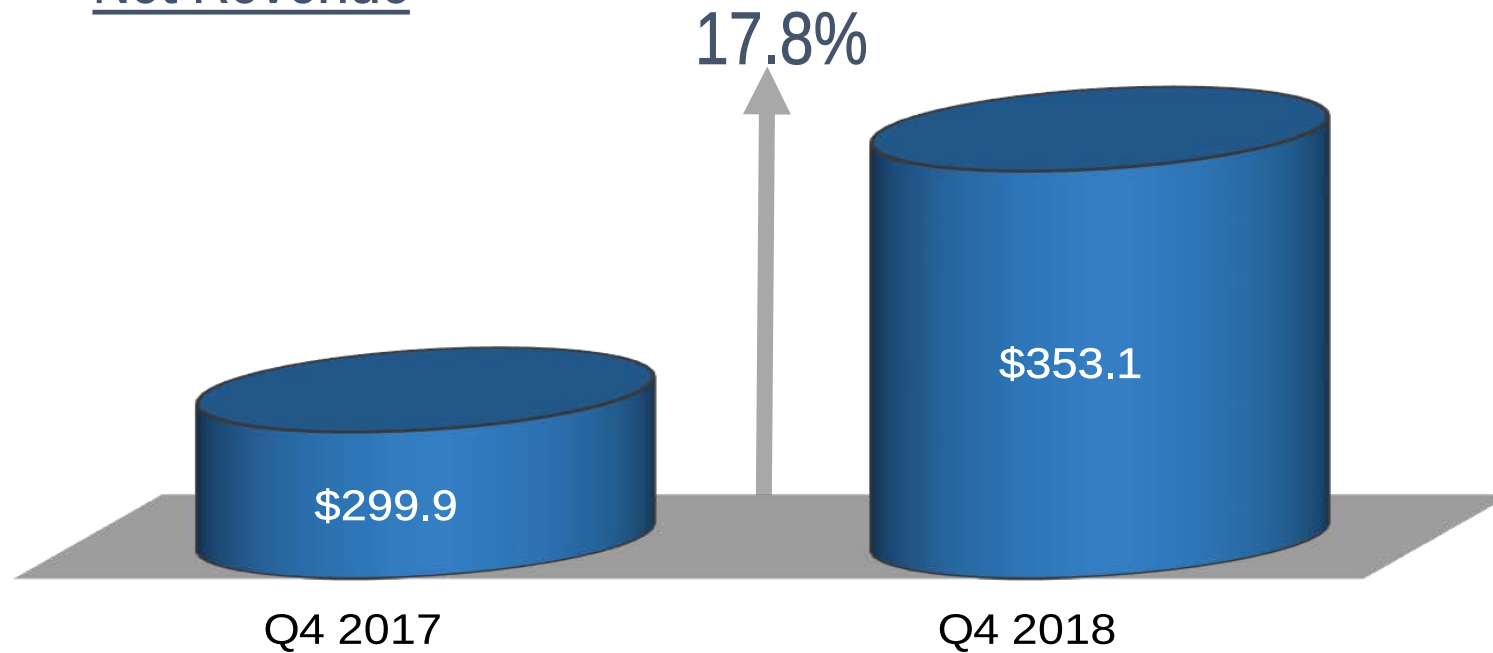
(\$ in millions)



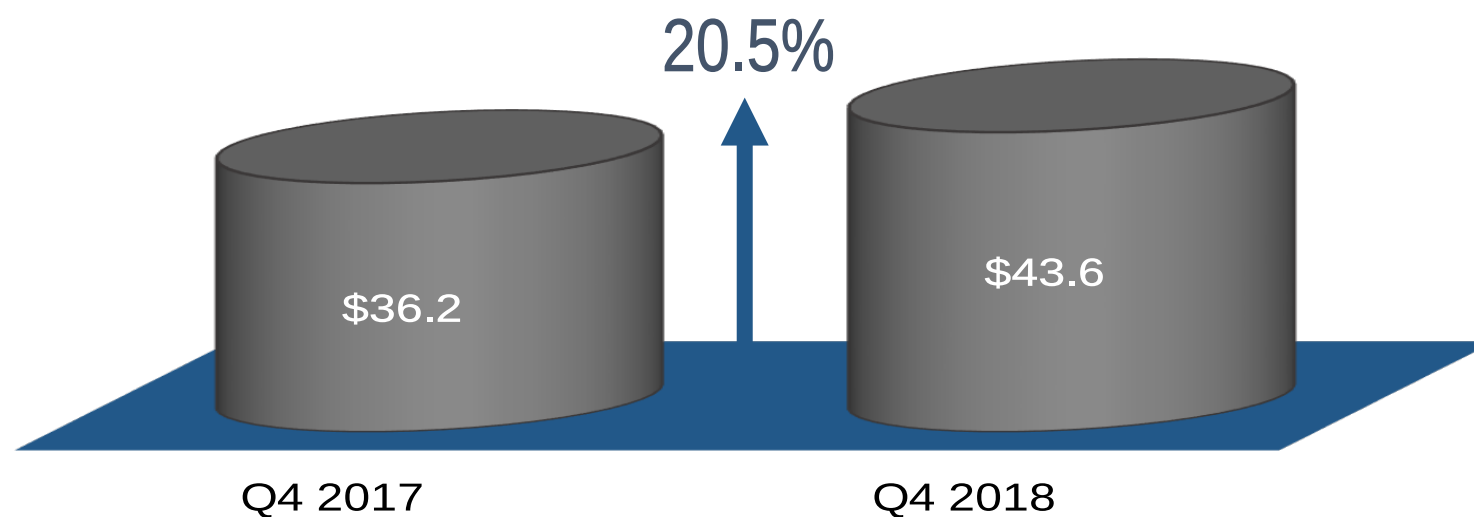
⁴ Working Capital excludes cash on hand (in thousands) of 2013 – \$4,065; 2014 – \$10,761; 2015 – \$6,818; 2016 – \$14,482; 2017 – \$62,510 and 2018 – \$90,442 and short-term investments of 2017- \$30,053 and 2018 – \$10,060.

Q4 2018 Performance

Net Revenue



Adjusted EBITDA ¹



- Solid Q4 2018 performance attributable to growth of 8.6% in single-family same branch sales
- Net revenue growth was predominantly attributable to acquisitions, organic growth in the volume of completed jobs, price and mix and Alpha
- Growth in Adjusted EBITDA due to higher net revenue and leverage of selling and administrative expense

¹ 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



EBITDA & Adjusted EBITDA Reconciliation

(in millions)	2014	2015	2016	2017	2018
Net income	\$ 13.9	\$ 26.5	\$ 38.4	\$ 41.1	\$ 54.7
Interest expense	3.2	3.7	6.2	17.4	20.5
Provision for income taxes ¹	8.6	15.4	21.2	14.7	17.4
Depreciation and amortization	15.0	23.2	34.8	55.1	58.7
Gain on bargain purchase	-	(1.1)	-	-	-
EBITDA	\$ 40.7	\$ 67.8	\$ 100.6	\$ 128.3	\$ 151.4
Legal settlement and reserves ²	1.8	0.1	-	-	1.0
Non-cash stock compensation	-	-	-	-	-
Gain from put option Redeemable Preferred Stock ³	(0.5)	-	-	-	-
Acquisition related expenses	0.1	1.1	2.3	3.2	2.7
IPO and follow-on cost expensed	1.3	-	-	-	-
Share-based compensation expense	0.3	2.1	1.9	6.6	7.8
Financial Wellness Program ⁴	-	-	-	2.2	0.6
Write-off of uncertain tax position ⁵	-	-	-	0.7	-
Branch start-up costs ⁶	-	-	-	-	0.8
Retirement expense	-	-	-	-	0.8
Gain on sale of assets	-	-	-	-	(0.8)
Adjusted EBITDA	\$ 44.0	\$ 71.2	\$ 104.8	\$ 141.0	\$ 164.4

¹ Excludes income taxes related to discontinued operations.

² Impact of adverse change in workers' compensation experience included in other costs of sales in 4Q 2014.

³ Represents non-cash gain recorded to accelerate the maturity of the Redeemable Preferred Stock, redeemed in full with IPO proceeds in February 2014.

⁴ Represents employer match upon completion of program, net of waived executive bonuses.

⁵ Represents tax impacts on deferred tax and uncertain tax positions recorded as a result of the 2017 tax reform.

⁶ Addback of costs related to organic branch expansion for Alpha locations.

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.

Adjusted Net Income Reconciliation

	Three months ended December 31,		Twelve months ended December 31,	
	2018	2017	2018	2017
<i>(in millions except for share and per share data)</i>				
Net income, as reported	\$ 16.5	\$ 10.8	\$ 54.7	\$ 41.1
Adjustments for adjusted net income:				
Writeoff of capitalized loan costs	-	1.8	1.2	2.1
Share based compensation expense	1.8	1.8	7.8	6.6
Acquisition related expenses	0.8	0.9	2.7	3.2
Financial Wellness Program ¹	-	2.2	0.6	2.2
Branch start-up costs ²	0.2	-	0.8	-
Retirement expense	-	-	0.8	-
Legal settlement	0.2	-	1.0	-
Gain on sale of assets	(0.5)	-	(0.8)	-
Amortization expense ³	5.7	7.1	25.4	26.9
Tax impact of adjusted items at normalized tax rate ⁴	(2.1)	(4.6)	(10.0)	(13.8)
2017 Tax Cuts and Jobs Act - Release of deferred tax liability ⁵	(0.8)	(3.4)	(0.8)	(3.4)
Adjusted net income	\$ 21.8	\$ 16.6	\$ 83.5	\$ 65.0
Weighted average shares outstanding (diluted)	30,396,412	31,860,978	31,229,558	31,756,363
Diluted net income per share, as reported	\$ 0.54	\$ 0.34	\$ 1.75	\$ 1.30
Adjustments for adjusted net income, net of tax impact, per diluted share ⁶	0.18	0.18	0.92	0.75
Diluted adjusted net income per share	\$ 0.72	\$ 0.52	\$ 2.67	\$ 2.05

¹ Employer match upon completion of the program, net of waived bonuses

² Addback of costs related to organic branch expansion for Alpha locations

³ Addback of all non-cash amortization resulting from business combinations

⁴ Estimated tax rate of 25.3% applied to 2018 period, normalized rate of 33.6% applied to 2017 period

⁵ Tax impacts on deferred tax and uncertain tax positions recorded as a result of the 2017 Tax Cuts and Jobs Act

⁶ Includes adjustments related to the items noted above, net of tax

Adjusted S&A

<i>(in millions)</i>	2014	2015	2016	2017	2018
S&A	\$ 111.6	\$ 137.1	\$ 175.1	\$ 222.9	\$ 253.0
Legal settlement and reserves	-	0.1	-	-	1.0
Acquisition related expenses	-	1.1	2.3	3.2	2.7
Share-based compensation expense	-	2.1	1.9	5.6	7.0
Financial Wellness Program ¹	-	-	-	(0.2)	(0.1)
Retirement expense	-	-	-	-	0.8
IPO Costs	1.3	-	-	-	-
SOX Implementation	0.3	-	-	-	-
Gain on Redeemable Preferred Stock	(0.5)	-	-	-	-
Adjusted S&A	\$ 110.5	\$ 133.8	\$ 170.9	\$ 214.3	\$ 241.6

¹ Employer match upon completion of the program, net of waived executive bonuses.

Gross Profit & Adjusted Gross Profit Reconciliation

<i>(in millions)</i>	2014	2015	2016	2017	2018
Gross Profit	\$ 140.0	\$ 188.3	\$ 252.4	\$ 324.0	\$ 371.6
Reserve for workers' compensation ¹	1.8	-	-	-	-
Share-based compensation expense ²	-	-	-	1.0	0.8
Financial Wellness Program ³	-	-	-	2.4	0.7
Branch start-up costs	-	-	-	-	0.8
Gain on sale of assets	-	-	-	-	(0.8)
Adjusted Gross Profit	\$ 141.8	\$ 188.3	\$ 252.4	\$ 327.4	\$ 373.2

¹ Gross profit adjustment for adverse development in workers' compensation expense in 2014.

² Gross profit adjustment for stock compensation expense relating to issuance of restricted stock units.

³ Employer match upon completion of the program, partially offset by waived executive bonuses.

Thank You

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