

## Todd Fister

President, Insulation



## Insulation is a Long-term Sustainable Solutions Growth Play

What you will hear today



## Improved margin performance

500bps\* since 2019



# Repositioned the business for higher earnings potential

resulting from operational improvements and a diversified product offering



# Can consistently grow above the construction market

through our leadership in creating a net-zero future



## **Market-Leading Global Portfolio**

## OC Insulation holds #1 or #2 market position in global markets we serve



North American Residential Fiberglass



**Global Mineral Wool** 



Global Technical Fiberglass



North American Extruded Polystyrene (XPS)



**Global Cellular Glass** 

#### **Leading Brands**

- PINK Next Gen<sup>™</sup> Fiberglas<sup>™</sup>
- PAROC® stonewool
- Foamglas® cellular glass
- Foamular® extruded polystyrene
- Thermafiber® mineral wool

#### **Leading Market Positions**

- Long-standing customer relationships
- High-performing products

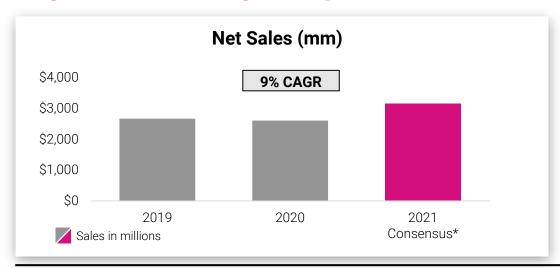
#### **Leading Solutions**

- Solving specific customer needs in multiple end markets
- Solutions for long-term trends



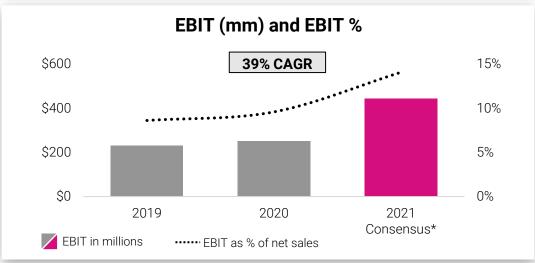
## **Strong Financial Performance**

### Significant margin expansion since 2019



#### **Key Drivers for Business Growth**

- OC Insulation growth 9% versus Building and Construction industry growth of 4%<sup>1</sup>
- Share capture in most markets served
- Product innovation
- Insulation growing in value as decarbonization becomes more important

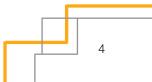


#### **Key Drivers for Improved Performance**

- Strong pricing/mix execution
- Flexible and optimized network, with 2.0% 2.5% productivity annually
- Process innovations increased furnace life 25%+, extending time between rebuilds
- Growth in attractive markets, channels and products



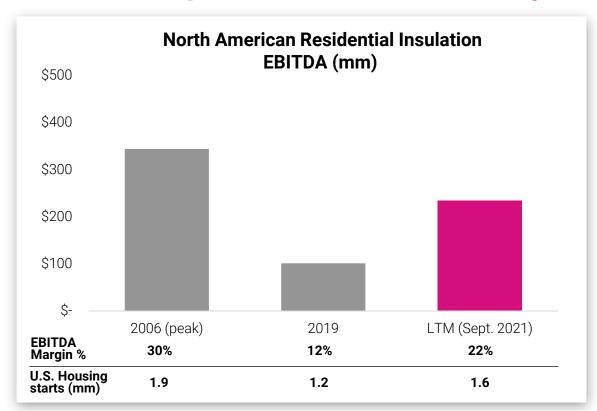
<sup>\* 2021</sup> Consensus Revenue, EBIT and EBIT Margin reflect Bloomberg consensus estimates Source: Bloomberg and Owens Corning SEC filings

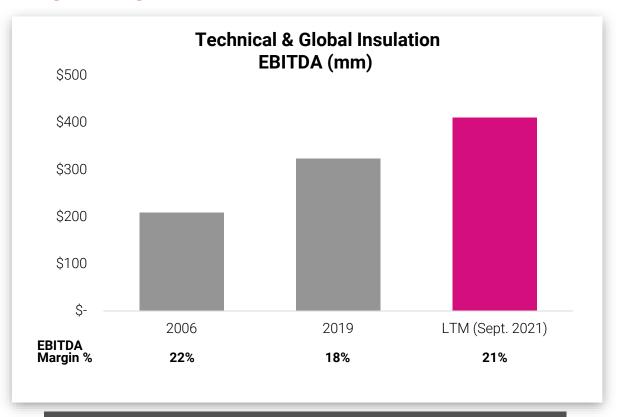


<sup>&</sup>lt;sup>1</sup> IHSMarkit and Bluechip housing starts consensus – U.S. market

## **Increased Earnings Performance in Insulation**

## A balanced portfolio with an industry-leading margin structure





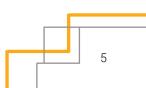
#### North American Residential Insulation

- Streamlined business through network optimization
- Price and productivity driving margin expansion

#### **Technical and Global Insulation**

- Balanced focus on growth and margin
- 2X larger business versus 2006





## Insulation can Consistently Grow Above Overall Building & Construction Industry Driven by Secular Trends

## **Higher Demand for Sustainable Solutions**

## **Changes in Construction Practices**

Resulting in Higher Demand for Net-Zero & Low Carbon Buildings

- 90% of buildings in US and 75%+ of buildings in the EU are under insulated<sup>1</sup>,<sup>2</sup>
- Properly insulated homes payback in less than 90 days for energy saved<sup>3</sup>
- Saves 12X the energy used to make it (in one year)<sup>4</sup>

- Stricter codes for thermal, moisture, air/ vapor barrier, fire and acoustics; Trends toward integration and verification of functionalities in design and construction
- Additional 270mm lbs./year of insulation needed if all US states adopted the 2021 IECC<sup>5</sup>
- EU Commission estimates 35mm buildings renovated by 2030<sup>2</sup>

- Reinsulating existing, and insulating and air sealing new buildings better is a key component to achieving decarbonization and net-zero goals
- Reinsulating provides highest ROI in remodel with a 100%+ return<sup>6</sup>

<sup>1.</sup> When compared to the minimum prescriptive wall and ceiling insulation R-values found in the 2006 International Energy Conservation Code (IECC), Boston University School of Public Health.
2. European Commission, Energy, Climate Change, Environment

<sup>3.</sup> Methodology used for the energy analysis is ASHRAE Standard 90.2 applied to a two-story 2400 square foot home located in Chicago, Illinois.

<sup>4.</sup> For PINK Next Gen™ Fiberglas: <a href="https://insulationinstitute.org/wp-content/uploads/2016/02/NAIMA024.pdf">https://insulationinstitute.org/wp-content/uploads/2016/02/NAIMA024.pdf</a>
5. Owens Corning management estimates, Estimates for fiberglass

Times Herald October 3, 2015: https://www.thetimesherald.com/story/life/2015/10/03/insulating-home-great-return-investment/73241112/ and Cost vs. Value 2017.

### Positioned to Win in a More Sustainable Future

#### **FIBERGLASS**



- Highest recycled content<sup>1</sup>
- Made with 100% wind electricity<sup>2</sup>
- Saves 12X the energy used to make it (in one year)<sup>3</sup>

#### **MINERAL WOOL**



- High recycled content in U.S.
- Long service life
- Our first carbon neutral insulation slab
- Applications in sustainable horticulture

#### **XPS**



- Low GWP formulation (NGX™)
- Made with 100% wind electricity (NGX™)²
- Product guaranteed for building lifetime

#### **CELLULAR GLASS**



- Long service life
- 80+ years of exceptional performance
- No VOC
- Recyclable
- Non-combustible and moisture impermeable

#### **NEW SOLUTIONS**



- Aerogel used in electric vehicle applications
- Multimaterial solutions
- Offsite construction



<sup>1.</sup> Total recycled content for unfaced fiberglass insulation products in North America based on current third-party certified recycled content certifications for Owens Corning, Knauf, Certain Teed, and Johns Manville

<sup>2.</sup> Via Renewable Energy Credits in accordance with SCS Global Services' certification protocol. <u>www.scsglobalservices.com</u>

For PINK Next Gen™ Fiberglas: https://insulationinstitute.org/wp-content/uploads/2016/02/NAIMA024.pdf

### **Growth in a Net Zero Future**

## Owens Corning Insulation is a long-term sustainable solutions growth play

## Improved margin performance

- Productivity 2.0% 2.5% annually
- Optimized and efficient network
- Strong price and mix execution

# Less cyclical with improved earnings potential

- Attractive and diverse global business with market-leading positions
- Proactively pricing over inflation
- Flexible optimized network
- Balanced and sustainable product portfolio

# Can grow above construction market and enable net zero

- Capitalize on homeowner reinsulation opportunities
- Execute innovation agenda
- New business generated by new & evolving standards
- Grow take per unit via drive to Net Zero buildings globally

