



Forterra Investor Presentation

August 2019

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Disclaimer

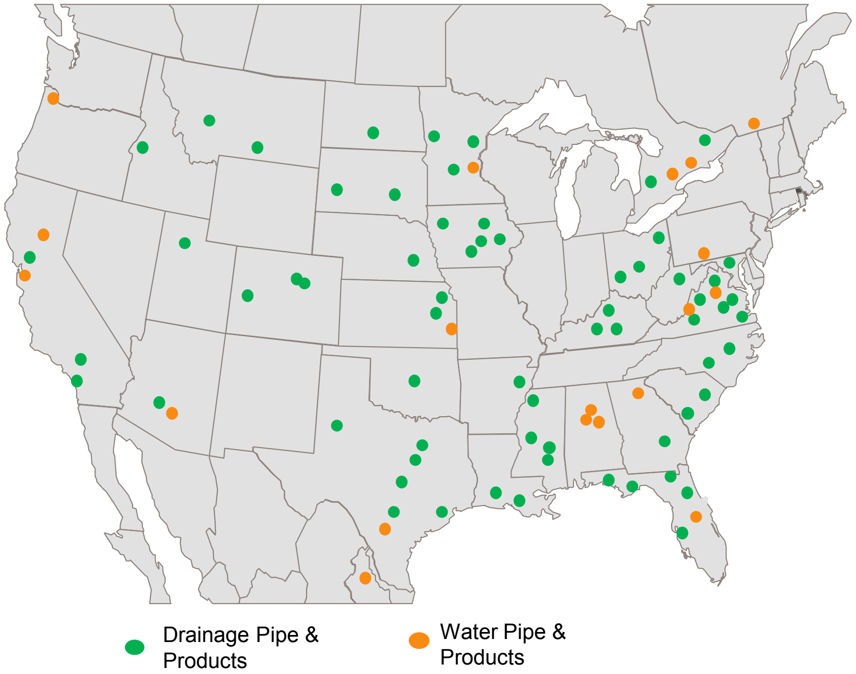
Forward-Looking Statements

This presentation contains 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. Forward-looking statements may be identified by the use of words such as "anticipate", "believe", "expect", "estimate", "plan", "outlook", and "project" and other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved. Forward- looking statements are based on historical information available at the time the statements are made and are based on management's reasonable belief or expectations with respect to future events, and are subject to risks and uncertainties, many of which are beyond the Company's control, that could cause actual performance or results to differ materially from the belief or expectations expressed in or suggested by the forward-looking statements. Forward-looking statements speak only as of the date on which they are made and the Company undertakes no obligation to update any forward-looking statement to reflect future events, developments or otherwise, except as may be required by applicable law. Investors are referred to the Company's filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K, as updated by any quarterly reporting on Form 10-Q, for additional information regarding the risks and uncertainties that may cause actual results to differ materially from those expressed in any forward-looking statement.

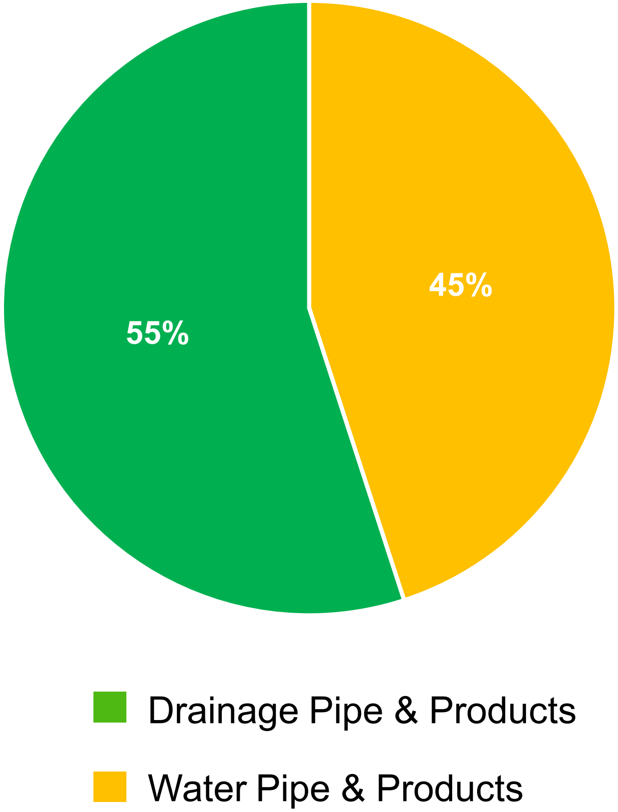
Industry Data

We use market data and industry forecasts throughout this presentation. Unless otherwise indicated, statements in this presentation concerning our industries and the markets in which we operate, including our general expectations, competitive position, business opportunity and market size, growth and share, are based on publicly available information, periodic industry publications and surveys, government surveys and reports, and reports by market research firms. We have not independently verified market data and industry forecasts provided by any of these third-party sources, although we believe such market data and industry forecasts included in this presentation are reliable. This information cannot always be verified with complete certainty due to the limits on the availability and reliability of raw data, the voluntary nature of the data gathering process and other limitations and uncertainties inherent in surveys of market size. Management estimates are derived from the information and data referred to above, as well as our internal research, calculations and assumptions made by us based on our analysis of such information and data and our knowledge of our industries and markets, which we believe to be reasonable, although they have not been independently verified. While we believe that the market position information included in this presentation is generally reliable, such information is inherently imprecise. Assumptions, expectations and estimates of our future performance and the future performance of the industries and markets in which we operate are necessarily subject to a high degree of uncertainty and risk due to a variety of factors, including those described in our filings with the Securities and Exchange Commission. These and other factors could cause results to differ materially from those expressed in the estimates made by the independent parties and by us.

- A leading pure play water infrastructure manufacturer
- Two complementary businesses: Drainage Pipe & Products and Water Pipe & Products
- Production facilities strategically located to serve the U.S. and Eastern Canadian markets
- Diversified exposure across products and end markets
- Significant product breadth and innovation serving broad end market and customer needs



2018 Net Sales by Business Segment



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Drainage Pipe & Products Platform is a One-Stop Shop

Bio Clean
- Stormwater bio filtration systems provide a wide range of customized solutions to address municipal stormwater separation and filtration needs
- Highly engineered and designed to meet a wide range of applications

Bridge products
- Precast concrete bridges used for roadways, pedestrian walkways, small tunnels and crossings
- Highly engineered, custom designed and manufactured for each location

Inlet structures
- Provides inlet into a storm drain pipeline

Box culverts
- Primarily used for high stormwater applications
- Rectangular pipe allows for shallow cover and easy paving

Utility structures
- Used by utility companies for access and inspection points, as well as installation of critical equipment
- Each utility company typically has its own design

Manholes
- Used as access / inspection points and to change direction in pipelines
- Stormwater drainage and sanitary sewer applications

End treatments
- Finishes and secures the ends of drainage pipe, box culverts and bridge sections
- Designed to function together with conduit to provide a sound, functional and permanent structure

Concrete pipe
- High volume product used primarily for stormwater drainage
- Standardized engineering designs used for various installation depths and traffic loads

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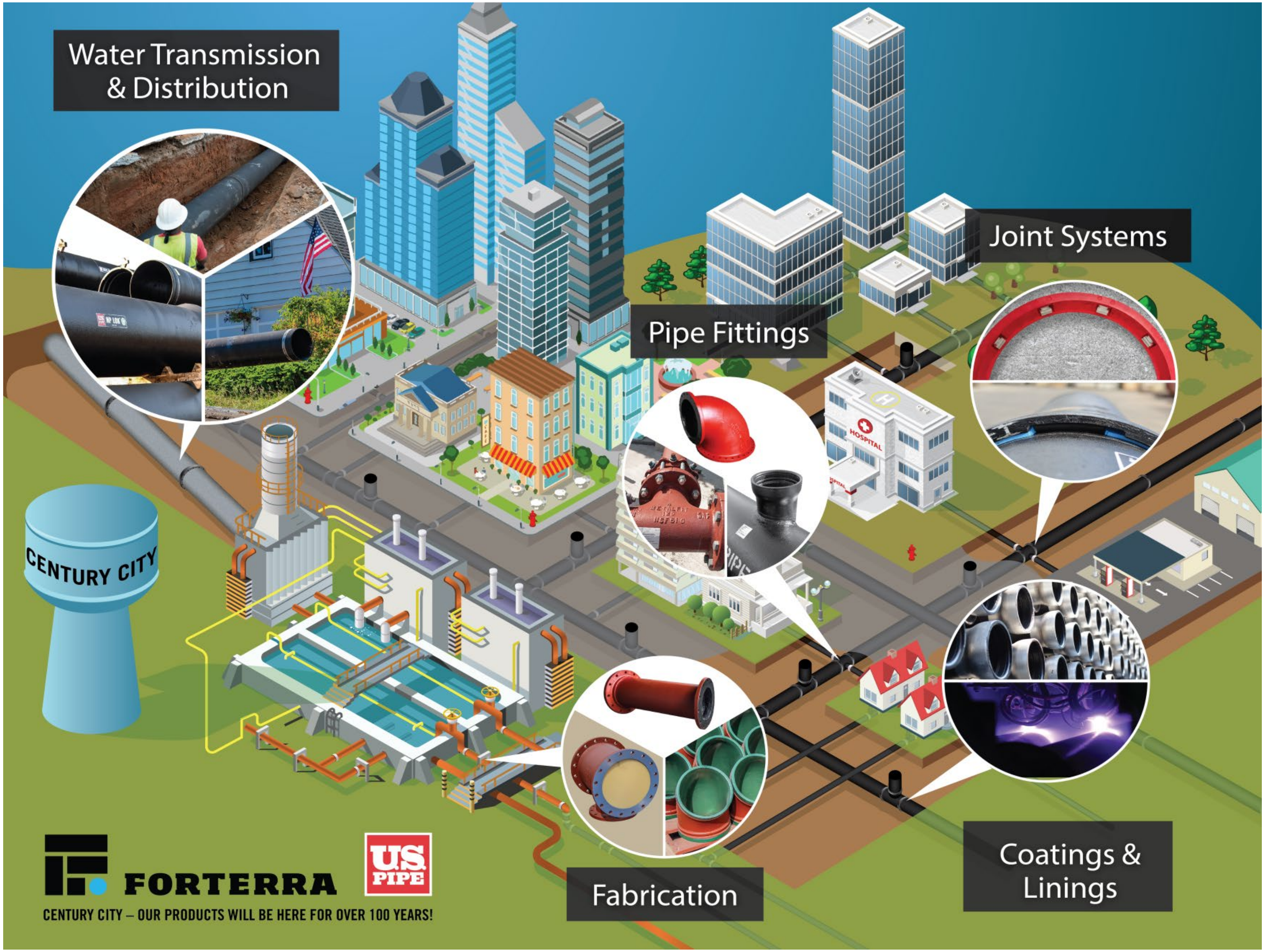
Water Pipe & Products



Key Segment Financial Metrics – Second Quarter

($ in millions)	DRAINAGE PIPE & PRODUCTS Q2 2019	DRAINAGE PIPE & PRODUCTS Q2 2018	DRAINAGE PIPE & PRODUCTS YTD 2019	DRAINAGE PIPE & PRODUCTS YTD 2018	WATER PIPE & PRODUCTS Q2 2019	WATER PIPE & PRODUCTS Q2 2018	WATER PIPE & PRODUCTS YTD 2019	WATER PIPE & PRODUCTS YTD 2018
Net Sales	$241.7	$222.9	$405.4	$378.5	$168.5	$193.2	$296.7	$327.5
Gross Profit	57.7	49.9	89.2	76.3	28.1	25.6	38.9	33.7
EBITDA[1]	49.0	48.4	74.1	69.6	25.0	24.2	33.7	31.1
Adjusted EBITDA[2]	52.4	46.8	78.9	70.2	25.4	24.3	34.1	32.0
Gross Profit Margin	**23.9%**	**22.4%**	**22.0%**	**20.1%**	**16.7%**	**13.3%**	**13.1%**	**10.3%**
Adjusted EBITDA Margin [2]	**21.7%**	**21.0%**	**19.5%**	**18.6%**	**15.1%**	**12.6%**	**11.5%**	**9.8%**

Key Factors Influencing Year over Year EBITDA and Adjusted EBITDA:

DRAINAGE
- Higher average selling prices drove the improvement in results
- Benefit of cost controls from the operational excellence and lower rent expense

WATER
- Decrease in volumes partially offset by higher average selling prices
- Increased manufacturing efficiency and lower input costs

[1] For purposes of evaluating segment profit, the Company's chief operating decision maker reviews EBITDA as a basis for making the decisions to allocate resources and assess performance
[2] Adjusted EBITDA and Adjusted EBITDA Margin are non-GAAP measures. See Appendix for additional information regarding these measures and for a reconciliation thereof to the most directly comparable GAAP measures

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Key Segment Financial Metrics – Second Quarter (continued)

	Drainage Pipe & Products		Water Pipe & Products	
	Q2 2019 vs. Q2 2018	YTD 2019 vs. YTD 2018	Q2 2019 vs. Q2 2018	YTD 2019 vs. YTD 2018
Net Sales	↑ 8.4%	↑ 7.1%	↓ -12.8%	↓ -9.4%
Gross Profit	↑ 15.8%	↑ 16.9%	↑ 10.0%	↑ 15.5%
Adjusted EBITDA	↑ 11.9%	↑ 12.3%	↑ 4.9%	↑ 6.6%
Volume	~	~	↓	↓
Pricing per Unit	↑	↑	↑	↑
Cost of Goods Sold per Unit	↑	↑	~	~

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Full Year Outlook and Expectations

- We continue to expect 2019 Adjusted EBITDA[1] to be in the range of $170 to $200 million as compared to 2018 Adjusted EBITDA[1] of $168.7 million

  - We anticipate further strengthening in public infrastructure spending, continued positive pricing trends and stabilizing input costs

  - We will pursue further improvements in strategic and tactical pricing discipline as well as plant-level production efficiencies

  - In the second half of 2019 we expect to pay down our asset-based revolving credit facility, rebuild our cash position and make the expected $30 million to $85 million voluntary repayments on our term loan

[1] Adjusted EBITDA is a non-GAAP measure. See Appendix for additional information regarding this measure and for a reconciliation thereof to the most directly comparable GAAP measure.

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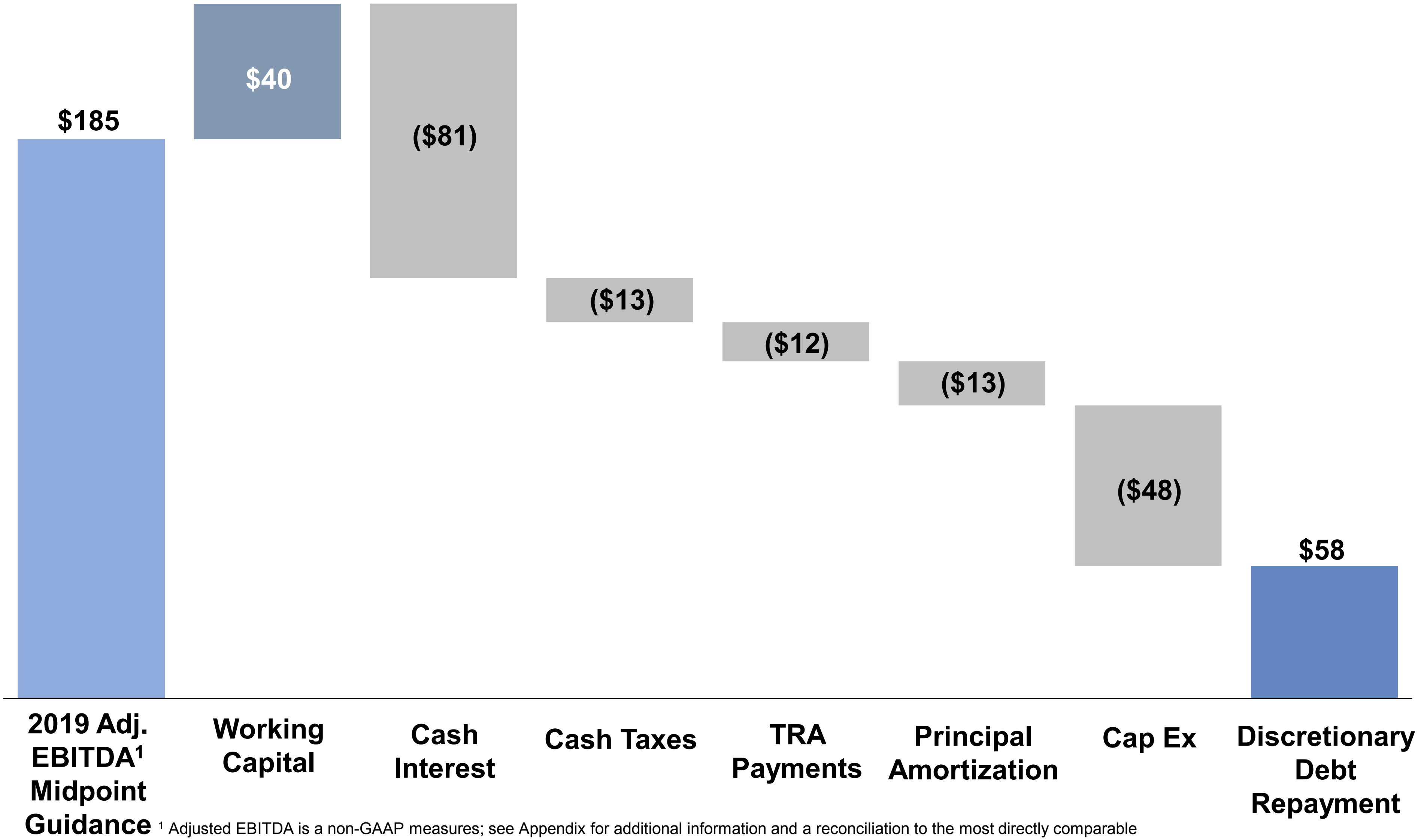
2019 Discretionary Debt Repayment Illustration

Full-Year 2019



[1] Adjusted EBITDA is a non-GAAP measures; see Appendix for additional information and a reconciliation to the most directly comparable GAAP measure.

- *All figures reflect the midpoint of 2019 guidance contained in Forterra's March 11, 2019 press release and reaffirmed in Forterra's August 5, 2019 press release.*
- *The figures shown above are for illustrative purposes only, and the illustration does not reflect all potential uses of or demands on cashflow that could impact this illustration. See slide 2 for a discussion of forward-looking statements.*

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Appendix: Non-GAAP Financial Measures

In addition to our results calculated under generally accepted accounting principles in the United States ("GAAP"), in this presentation we also present adjusted EBITDA and adjusted EBITDA margin. Adjusted EBITDA and adjusted EBITDA margin are non-GAAP measures and have been presented in this presentation as supplemental measures of financial performance that are not required by, or presented in accordance with GAAP. We calculate Adjusted EBITDA as the sum of net (loss), before interest expense, depreciation and amortization, income tax benefit and before (gains)/losses on the sale of property, plant and equipment, impairment and exit charges and certain other non-recurring income and expenses, such as transaction costs, inventory step-up impacting margin, non-cash compensation expense and pro-rate share of Adjusted EBITDA from equity method investee, minus earnings from equity method investee. Adjusted EBITDA margin represents Adjusted EBITDA as a percentage of net sales. Prior period amounts have been adjusted to reflect the current period calculation of Adjusted EBITDA.

Adjusted EBITDA and adjusted EBITDA margin are presented in this presentation because they are important metrics used by management as one of the means by which it assesses our financial performance. Adjusted EBITDA and adjusted EBITDA margin are also frequently used by analysts, investors and other interested parties to evaluate companies in our industry. We use Adjusted EBITDA and adjusted EBITDA margin as supplements to GAAP measures of performance to evaluate the effectiveness of our business strategies, to make budgeting decisions, to allocate resources and to compare our performance relative to our peers. Adjusted EBITDA and adjusted EBITDA margin are also important measures for assessing our operating results and evaluating each operating segment's performance on a consistent basis, by excluding the impacts of depreciation, amortization, income tax expense, interest expense and other items not indicative of ongoing operating performance. Additionally, these measures, when used in conjunction with related GAAP financial measures, provide investors with additional financial analytical framework which management uses, in addition to historical operating results, as the basis for financial, operational and planning decisions and present measurements that third parties have indicated are useful in assessing the Company and its results of operations.

Adjusted EBITDA and adjusted EBITDA margin have certain limitations. Adjusted EBITDA should not be considered as an alternative to consolidated net income (loss), and in the case of our segment results, Adjusted EBITDA should not be considered an alternative to EBITDA, which the chief operating decision maker reviews for purposes of evaluating segment profit, or in the case of any of the non-GAAP measures, as a substitute for any other measure of financial performance calculated in accordance with GAAP. Similarly, adjusted EBITDA margin should not be considered as an alternative to gross margin or any other margin calculated in accordance with GAAP. These measures also should not be construed as an inference that our future results will be unaffected by unusual or nonrecurring items for which these non-GAAP measures make adjustments. Additionally, adjusted EBITDA and adjusted EBITDA margin are not intended to be liquidity measures because of certain limitations such as: (i) they do not reflect our cash outlays for capital expenditures or future contractual commitments; (ii) they do not reflect changes in, or cash requirements for, working capital; (iii) they do not reflect interest expense, or the cash requirements necessary to service interest, or principal payments, on indebtedness; (iv) they do not reflect income tax expense or the cash necessary to pay income taxes; and (v) although depreciation and amortization are non-cash charges, the assets being depreciated and amortized will often have to be replaced in the future, and these non-GAAP measures do not reflect cash requirements for such replacements.

Other companies, including other companies in our industry, may not use such measures or may calculate one or more of the measures differently than as presented in this presentation, limiting their usefulness as a comparative measure. In evaluating adjusted EBITDA and adjusted EBITDA margin, you should be aware that in the future we will incur expenses that are the same as or similar to some of the adjustments made in the calculations below and the presentation of adjusted EBITDA and adjusted EBITDA margin should not be construed to mean that our future results will be unaffected by such adjustments. Management compensates for these limitations by using adjusted EBITDA and adjusted EBITDA margin as supplemental financial metrics and in conjunction with results prepared in accordance with GAAP.

Segment Adjusted EBITDA Reconciliation – Three Months Ended June 30, 2019 and June 30, 2018

($ in thousands)	DRAINAGE PIPE & PRODUCTS Q2 2019	DRAINAGE PIPE & PRODUCTS Q2 2018	WATER PIPE & PRODUCTS Q2 2019	WATER PIPE & PRODUCTS Q2 2018
EBITDA [1]	$48,997	$48,411	$24,973	$24,196
(Gain)/loss on sale of PP&E, net	915	(3,080)	171	456
Impairment & exit charges [2]	79	1	503	275
Transaction costs [3]	—	—	—	—
Inventory step-up impacting margin [4]	185	291	—	—
Non-cash compensation [5]	820	635	196	199
Other [6]	401	134	(401)	(869)
Earnings from equity method investee [7]	(3,402)	(3,672)	—	—
Pro-rate share of Adjusted EBITDA from equity method investee [8]	4,396	4,099	—	—
Adjusted EBITDA	**$52,391**	**$46,819**	**$25,442**	**$24,257**
% margin	21.7%	21.0%	15.1%	12.6%
Gross Profit	**57,717**	**49,851**	**28,147**	**25,585**
% margin	23.9%	22.4%	16.7%	13.2%

1. For purposes of evaluating segment profit, the Company's chief operating decision maker reviews EBITDA as a basis for making the decisions to allocate resources and assess performance.
2. Impairment or abandonment of long-lived assets and other exit charges.
3. Legal, valuation, accounting, advisory and other costs related to business combinations and other transactions.
4. Effect of the purchase accounting step-up in the value of inventory to fair value recognized in cost of goods sold as a result of business combinations.
5. Non-cash equity compensation expense.
6. Other one-time charges
7. Net income from Forterra's 50% ownership in the CP&P joint venture accounted for under the equity method of accounting. Prior period amounts have been adjusted to reflect the current period calculation of Adjusted EBITDA.
8. Adjusted EBITDA from Forterra's 50% ownership in the CP&P joint venture. Calculated as CP&P net income adjusted primarily to add back Forterra's pro-rata portion of CP&P's depreciation and amortization and interest expense. Prior period amounts have been adjusted to reflect the current period calculation of Adjusted EBITDA.

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Segment Adjusted EBITDA Reconciliation – Six Months Ended June 30, 2019 and June 30, 2018

($ in thousands)	DRAINAGE PIPE & PRODUCTS YTD 2019	DRAINAGE PIPE & PRODUCTS YTD 2018	WATER PIPE & PRODUCTS YTD 2019	WATER PIPE & PRODUCTS YTD 2018
EBITDA [1]	$74,063	$69,570	$33,714	$31,105
(Gain)/loss on sale of PP&E, net	775	(3,405)	258	834
Impairment & exit charges [2]	102	1,162	711	567
Transaction costs [3]	—	—	—	—
Inventory step-up impacting margin [4]	278	464	—	—
Non-cash compensation [5]	892	875	245	363
Other [6]	802	118	(802)	(869)
Earnings from equity method investee [7]	(4,969)	(5,521)	—	—
Pro-rate share of Adjusted EBITDA from equity method investee [8]	6,932	6,977	—	—
Adjusted EBITDA	**$78,875**	**$70,240**	**$34,126**	**$32,000**
% margin	19.5%	18.6%	11.5%	9.8%
Gross Profit	**89,150**	**76,267**	**38,882**	**33,668**
% margin	22.0%	20.1%	13.1%	10.3%

1. For purposes of evaluating segment profit, the Company's chief operating decision maker reviews EBITDA as a basis for making the decisions to allocate resources and assess performance.
2. Impairment or abandonment of long-lived assets and other exit charges.
3. Legal, valuation, accounting, advisory and other costs related to business combinations and other transactions.
4. Effect of the purchase accounting step-up in the value of inventory to fair value recognized in cost of goods sold as a result of business combinations.
5. Non-cash equity compensation expense.
6. Other one-time charges
7. Net income from Forterra's 50% ownership in the CP&P joint venture accounted for under the equity method of accounting. Prior period amounts have been adjusted to reflect the current period calculation of Adjusted EBITDA.
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Adjusted EBITDA Reconciliation – Year ended December 31, 2018

($ in thousands)	Year ended December 31, 2018
Net loss	**($24,365)**
Interest expense	78,337
Depreciation & amortization	105,423
Income tax (benefit) expense	3,085
EBITDA [1]	162,480
(Gain)/loss on sale of property, plant & rquipment, net	(4,267)
Impairment & exit charges [2]	4,336
Transaction costs [3]	2,541
Inventory step-up impacting margin [4]	464
Non-cash compensation [5]	6,240
Other [6]	(6,688)
Earnings from equity method investee [7]	(10,162)
Pro-rate share of Adjusted EBITDA from equity method investee [8]	13,751
Adjusted EBITDA	**$168,695**

1. For purposes of evaluating segment profit, the Company's chief operating decision maker reviews EBITDA as a basis for making the decisions to allocate resources and assess performance.
2. Impairment or abandonment of long-lived assets and other exit charges.
3. Legal, valuation, accounting, advisory and other costs related to business combinations and other transactions.
4. Effect of the purchase accounting step-up in the value of inventory to fair value recognized in cost of goods sold as a result of business combinations.
5. Non-cash equity compensation expense.
6. Other (gains) losses, including a gain on a divestiture transaction completed in January 2018 and gains on insurance proceeds related to the destruction of property.
7. Net income from Forterra's 50% ownership in the CP&P joint venture accounted for under the equity method of accounting. Prior period amounts have been adjusted to reflect the current period calculation of Adjusted EBITDA.
8. Adjusted EBITDA from Forterra's 50% ownership in the CP&P joint venture. Calculated as CP&P net income adjusted primarily to add back Forterra's pro-rata portion of CP&P's depreciation and amortization and interest expense. Prior period amounts have been adjusted to reflect the current period calculation of Adjusted EBITDA.

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Reconciliation of Net Loss to Adjusted EBITDA Guidance for Full Year 2019

	FY 2019 Adjusted EBITDA Guidance	
	Low	High
Net Loss	$ (38)	$ (16)
Interest expense	90	92
Income tax expense	10	16
Depreciation and amortization	104	104
Other EBITDA adjustments	4	4
Adjusted EBITDA	$ 170	$ 200

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