SHERWIN-WILLIAMS®

COMPANY OVERVIEW

DAVID SEWELL

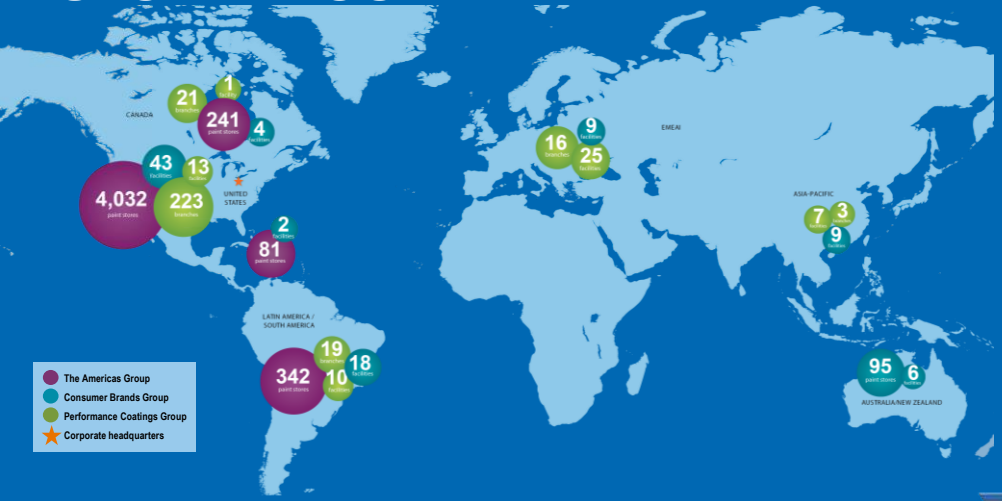
PRESIDENT &
CHIEF OPERATING OFFICER



SHERWIN-WILLIAMS®

OVERVIEW

GLOBAL FOOTPRINT



2018 REVENUES

$17.5 billion

60,000+

EMPLOYEES

120+

COUNTRIES

~4,700

STORES



Reportable Segments

SHERWIN-WILLIAMS



55%
of FY18 Sales

The Americas Group



valspar
HGTV HOME SHERWIN WILLIAMS
MINWAX
KRYLON
Cabot
Purdy
Thompson's WaterSeal

16%
of FY18 Sales

Consumer Brands Group





29%
of FY18 Sales

Performance Coatings Group



Global Supply Chain

Introductions…



Al Mistysyn
Chief Financial Officer



Pete Ippolito
President, The Americas Group



Rob Lynch
President, Consumer Brands Group



Aaron Erter
President, Performance Coatings Group



Joel Baxter
President & GM, Global Supply Chain

SHERWIN-WILLIAMS®

CORE COMMITMENT



Finding Solutions For Our Customers

SHERWIN-WILLIAMS®

UNIQUELY POSITIONED TO DELIVER CUSTOMER VALUE



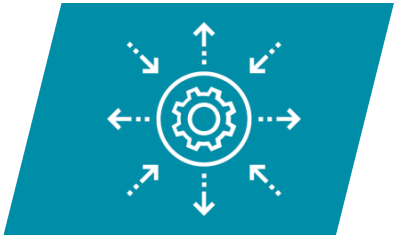
IMPROVING CUSTOMER PRODUCTIVITY



SOLUTION DRIVEN SERVICE



INDUSTRY LEADING INNOVATION



DIFFERENTIATED PRODUCT DISTRIBUTION

Providing Unique and Differentiated Solutions for Our Customers

Core Commitment to Providing Customer Solutions

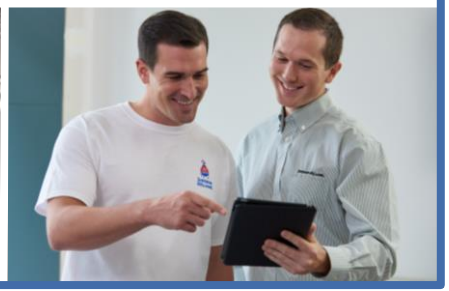
SHERWIN-WILLIAMS

IMPROVING CUSTOMER PRODUCTIVITY









Relentless Customer Focus Through:

- Identifying Unmet Customer Needs
- Partnerships
- Listening to Customer Insights
- Improving Customers Profitability

IMPROVING CUSTOMER PRODUCTIVITY | **SOLUTION DRIVEN SERVICE** | **INDUSTRY LEADING INNOVATION** | **DIFFERENTIATED PRODUCT DISTRIBUTION**

Core Commitment to Providing Customer Solutions

SHERWIN-WILLIAMS

SOLUTION DRIVEN SERVICE









Responsiveness, Agility & Speed

- Local Stores & Reps
- Field & Tech Support
- Targeted Training
- Customization
- Flexible Service Model

IMPROVING CUSTOMER PRODUCTIVITY | **SOLUTION DRIVEN SERVICE** | INDUSTRY LEADING INNOVATION | DIFFERENTIATED PRODUCT DISTRIBUTION

Core Commitment to Providing Customer Solutions

SHERWIN-WILLIAMS

INDUSTRY LEADING INNOVATION



Innovative Industry Technologies

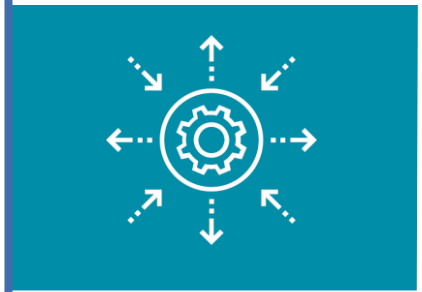
- Industry Knowledge & Expertise
- Leveraging Best Practices
- Innovative Technologies & Platforms
- Game Changing Solutions
- Sustainability

IMPROVING CUSTOMER PRODUCTIVITY | SOLUTION DRIVEN SERVICE | **INDUSTRY LEADING INNOVATION** | DIFFERENTIATED PRODUCT DISTRIBUTION

Core Commitment to Providing Customer Solutions

SHERWIN-WILLIAMS®

DIFFERENTIATED PRODUCT DISTRIBUTION









Global Scale with Local Support

- Direct Relationship with Customer & End User
- Controlled Distribution & Transportation
- Effective & Efficient Delivery Capabilities
- End-to-End Global Supply Chain

IMPROVING CUSTOMER PRODUCTIVITY | SOLUTION DRIVEN SERVICE | INDUSTRY LEADING INNOVATION | DIFFERENTIATED PRODUCT DISTRIBUTION

Driving Shareholder Value

SHERWIN-WILLIAMS.



DRIVE GROWTH

- U.S. Paint Stores Growth 1.5x – 2x the Market
- PCG/CBG Customer Solutions
- Product Innovation



DRIVE ROS

- Volume Growth
- PCG/CBG Profit Improvement
- Pricing Actions



DRIVE CASH GENERATION

- Earnings Growth
- Working Capital
- Consistent Capital Allocation Policy



DRIVE RONAE

- Asset Utilization
- Working Capital Management
- Capital Expenditure Discipline

Providing Solutions to Increase Customer Satisfaction & Driving Shareholder Value

Our Mission & Guiding Values

SHERWIN-WILLIAMS®

It is the Mission of The Sherwin-Williams Company to be the Supplier of the Highest Value Coatings Solutions in the World by Developing and Acquiring the Appropriate Resources to Continuously Improve the Performance of our Products, Services and People.



INTEGRITY **PEOPLE** **SERVICE** **QUALITY**



INNOVATION **PERFORMANCE** **GROWTH**

A Mission that keeps us Focused and Values that Guide us in our Work.

Innovation & Sustainability

SHERWIN-WILLIAMS®

The Employer

PROVIDING A SAFE & INCLUSIVE WORK ENVIRONMENT

The Citizen

MAKING A DIFFERENCE IN OUR COMMUNITIES

The Steward

GROWING OUR BUSINESS WITH CARE

