



**SHERWIN-WILLIAMS®**



2020 FINANCIAL COMMUNITY PRESENTATION

## PERFORMANCE COATINGS GROUP

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PRESIDENT, PERFORMANCE COATINGS GROUP

This presentation may contain certain "forward-looking statements," as defined under U.S. federal securities laws. These forward-looking statements are based upon management's current expectations, estimates, assumptions and beliefs concerning future events and conditions. Readers are cautioned not to place undue reliance on any forward-looking statements. Forward-looking statements are necessarily subject to risks, uncertainties and other factors, many of which are outside the control of the Company that could cause actual results to differ materially from such statements and from the Company's historical results and experience. These risks, uncertainties and other factors include such things as: general business and economic conditions; the Company's ability to successfully integrate past and future acquisitions into its existing operations, as well as the performance of the businesses acquired; strengths of retail and manufacturing economies and the growth in the coatings industry; changes in the Company's relationships with customers and suppliers; changes in raw material availability and pricing; adverse weather conditions or impacts of climate change, natural disasters and public health crises, including the COVID-19 pandemic; the duration, severity and scope of the COVID-19 pandemic and the actions implemented by international, federal, state and local public health and governmental authorities to contain and combat the outbreak and spread of COVID-19, which may exacerbate one or more of the aforementioned and/or other risks, uncertainties and factors more fully described in the Company's reports filed with the Securities and Exchange Commission (SEC); and other risks, uncertainties and factors described from time to time in the Company's reports filed with the SEC. Since it is not possible to predict or identify all of the risks, uncertainties and other factors that may affect future results, the above list should not be considered a complete list. Any forward-looking statement speaks only as of the date on which such statement is made, and the Company undertakes no obligation to update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.



## CUSTOMER-FIRST CULTURE



***Innovative Products  
& Technology***



***Flexible Service  
Model***



***Segment  
Expertise***

***Solutions Developed for Our Customers' Dynamic and Changing Needs***

# PERFORMANCE COATINGS GROUP Core Competencies

SHERWIN-WILLIAMS®



**CUSTOMER-DRIVEN INNOVATION**



**CONNECTED GLOBAL EXPERTISE**



**SUPPLY CHAIN EXECUTION**



**RESPONSIVENESS**



**COLOR & DESIGN ECOSYSTEM**



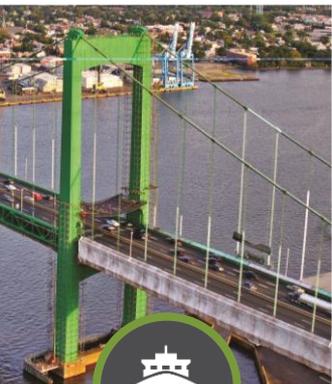
**COATINGS TECHNOLOGY**

*Depth of Experience and Global Footprint Form the Foundation for New Solutions*

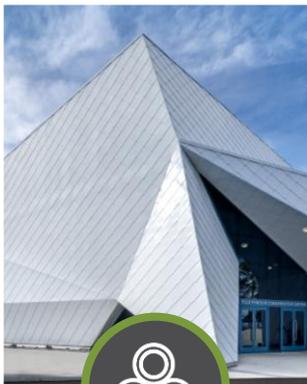
# PERFORMANCE COATINGS GROUP

## The Right Industrial Segments

SHERWIN-WILLIAMS®



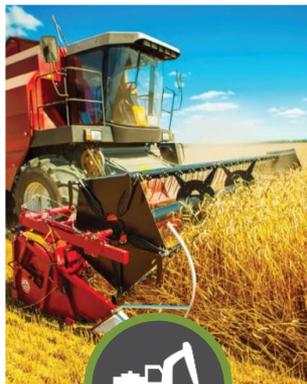
**PROTECTIVE  
& MARINE**



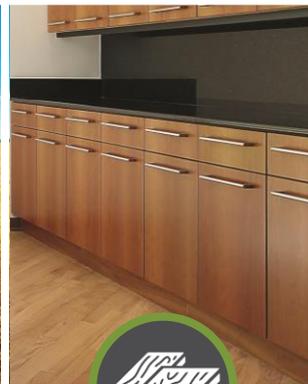
**COIL  
& EXTRUSION**



**AUTOMOTIVE  
REFINISH**



**GENERAL  
INDUSTRIAL**



**INDUSTRIAL  
WOOD**



**PACKAGING  
COATINGS**

*Solutions that Provide Valued Differentiation in Dynamic, Complementary Segments*

# Our Mission

## Protecting Assets



Innovation



Consistency



Service



Sustainability



Safety



**SHERWIN-WILLIAMS®**  
Performance Coatings Group

**Protecting Assets.  
Sealing Reputations.**

## Sealing Reputations



Product Availability



First Impressions



Performance



Trust

**Protecting Customers' Products and Brands, and Helping Them  
Keep Their Promises – Sealing Their Reputations**



**DESIGNHOUSE<sup>SM</sup>**  
FROM TREND-TO-STORE



**CARCLAD<sup>®</sup> 4200**  
REDEFINING A CUSTOMER  
PROBLEM



**COLLISION CORE<sup>™</sup>**  
COMPREHENSIVE  
BUSINESS SUPPORT



**HIGH-PERFORMANCE  
FLOORING**  
SUSTAINABLE, DURABLE,  
& BEAUTIFUL

*Innovation from Niche & Customized to Forward-Looking & Industry-Wide*



**APPLICATION  
CENTERS**  
PEACE OF MIND WITH  
ZERO DOWNTIME



**WEB-BASED COLOR**  
COLOR HARMONY ACROSS  
SITES AND BORDERS



**VIRTUAL TECH  
SERVICE**  
GLOBAL EXPERTISE  
SOLVING LOCAL PROBLEMS



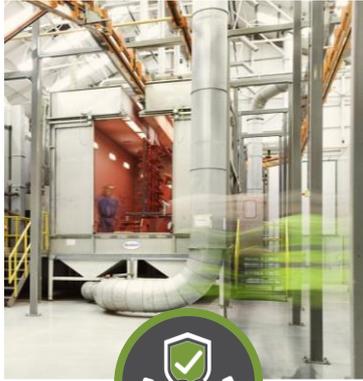
**VALPURE® NON-BPA  
TECHNOLOGIES**  
SCALING PRODUCTION TO  
MEET NEW CONSUMER  
DEMANDS

*Consistent Service and Support Provides Peace of Mind*

# PERFORMANCE COATINGS GROUP

## Flexible Service Models

SHERWIN-WILLIAMS



GLOBAL

CUSTOM SOLUTIONS FOR  
LARGE OEMS...



LOCAL

...WITH IN-STOCK  
SOLUTIONS & VMI



GLOBAL

COMPANY-CONTROLLED  
DISTRIBUTION...



LOCAL

...RESPONSIVE SERVICE &  
TRUSTED 3<sup>RD</sup> PARTY  
DISTRIBUTORS

*Differentiated Distribution that Aligns with Our Customers and Our Mission*

# PERFORMANCE COATINGS GROUP

## Sustainability

SHERWIN-WILLIAMS®



**RECYCLABLE METAL  
PACKAGING**  
MEETING NEEDS OF A  
CHANGING WORLD



**POWDURA®  
ECO**  
RECYCLING 16  
BOTTLES/LB



**SOLAR-REFLECTIVE  
COATINGS**  
REDUCING ENERGY  
CONSUMPTION



**SHER-WOOD  
GUARDIAN™**  
ZERO-FORMALDEHYDE,  
NON-ISOCYANATE



**ULTRA 9K®**  
LEADING SHOP  
CONVERSIONS TO  
WATERBORNE

*Sustainability that Delivers Performance and Reduced Environmental Impact*



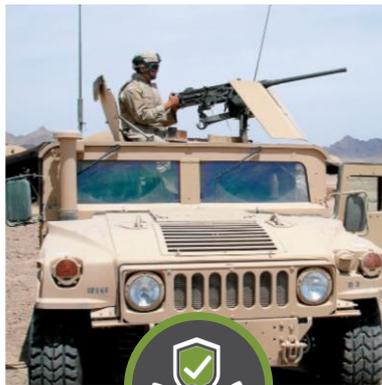
**CLEANABILITY**  
DURABILITY FOR NEW  
RIGOROUS STANDARDS



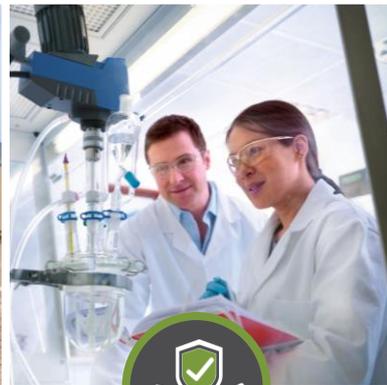
**FIRETEX® M90/03**  
UP TO 150 MINUTES OF  
PASSIVE PROTECTION



**SLIP-RESISTANT  
FLOORING**  
SEAMLESS APPLICATION  
AIDS CLEANING



**MILITARY COATINGS**  
TYPE IV PRIMERS MEET NEW  
DOD SPECS



**SAFETY BY  
DESIGN™**  
FUNDAMENTAL TO OUR  
INNOVATION PROCESS

*Safety and Protection for the Most Valuable Asset - People*

PERFORMANCE COATINGS GROUP  
Our Value Proposition

*SHERWIN-WILLIAMS®*

