SHERWIN-WILLIAMS®

PERFORMANCE COATINGS GROUP

AARON ERTER

PRESIDENT & GENERAL MANAGER,
PERFORMANCE COATINGS GROUP



Performance Coatings Group
Financial Highlights Pro forma Results

SHERWIN-WILLIAMS®

	FY17	FY18	% Chg.
Net Sales	$4,808	$5,166	+7.5%
Segment Profit	$653	$668	+2.3%
% Sales	13.6%	12.9%	-0.7pts.

	1Q18*	1Q19*	% Chg.
Net Sales	$1,228	$1,231	+0.2%
Segment Profit	$148	$153	+3.1%
% Sales	12.1%	12.4%	+0.3pts.

**EXCLUDING ACQUISTION RELATED COSTS*
Refer to Financial Appendix 5: Group Financials

Performance Coatings Group
Customer Focus & Centricity

SHERWIN-WILLIAMS®



Providing Customer Solutions



The Right Industrial Segments

Local Service Model

Global Expertise

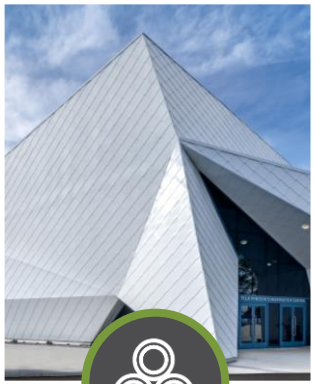
Performance Coatings Group

The Right Industrial Segments

SHERWIN-WILLIAMS®



PROTECTIVE & MARINE



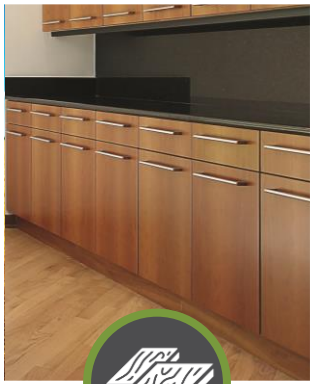
COIL COATINGS



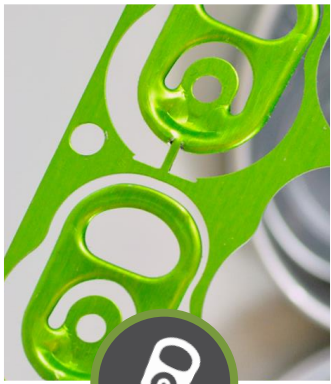
AUTOMOTIVE



GENERAL INDUSTRIAL



INDUSTRIAL WOOD



PACKAGING

Provide solutions that customers use to differentiate in their industries

Performance Coatings Group
Local Service Model

SHERWIN-WILLIAMS®



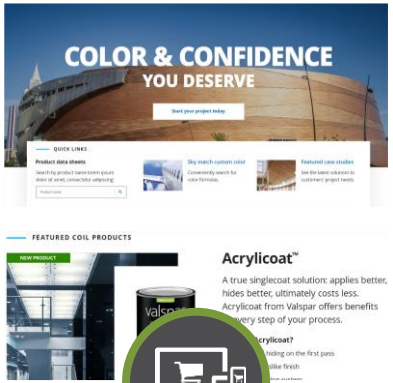
BRANCHES



TECH SUPPORT



VENDOR MANAGED INVENTORY



E-BUSINESS



DROP-SHIP

Provide a local service model that makes it easy to do business

Performance Coatings Group
Global Expertise

SHERWIN-WILLIAMS®











APPLICATION CENTERS | **SPECS** | **CERTIFICATIONS** | **INNOVATION** | **120 COUNTRIES**

Provide global expertise that helps our customers make smarter decisions

Performance Coatings Group
Addressing Customer Challenges

SHERWIN-WILLIAMS®

Identifying Customer Challenges





- ***Product Performance***
- ***Color***
- ***Sustainability***
- ***Flexible Service Model***

Performance Coatings Group
Product Performance Solutions

SHERWIN-WILLIAMS®

Customers need durability that gives them…

PERFORMANCE	PROTECTION	PEACE OF MIND
		
FIRETEX FX 6002 120 MINUTES OF FIRE PROTECTION	**CARC** CHEMICAL-AGENT RESISTANCE ZERO INFRARED SIGNATURE	**DURAPLATE 6000** IMMERSION-READY IN A SINGLE COAT

Performance Coatings Group
Color Solutions

SHERWIN-WILLIAMS®

Customers need color that is…

CONSISTENT	FAST	FORWARD-LOOKING
		
AUTOMOTIVE: FAST, ACCURATE COLOR MATCHES	**COIL COLOR SAMPLES:** 15K ARCHITECT MATCHES	**MARKET & DESIGN TRENDS:** DESIGNHOUSE

Performance Coatings Group
DesignHouse Video



Performance Coatings Group
Sustainability Solutions

SHERWIN-WILLIAMS®

Customers need an industrial coating that can…

MEET SPECS	ADDRESS END-USERS	PERFORM
		
FLUROPON: LEED V4 CERTIFICATION FOR ARCHITECTS	**VALPURE V70** VALPURE V70 – STAYING AHEAD OF NON-BPA CONSUMER TREND	**ULTRA 9K** FASTER CYCLE TIME IN A WATERBASED SYSTEM

Performance Coatings Group
Flexible Service Model Solutions

SHERWIN-WILLIAMS®

Customers need a coatings provider who is…

NEARBY	RESPONSIVE	COMPREHENSIVE









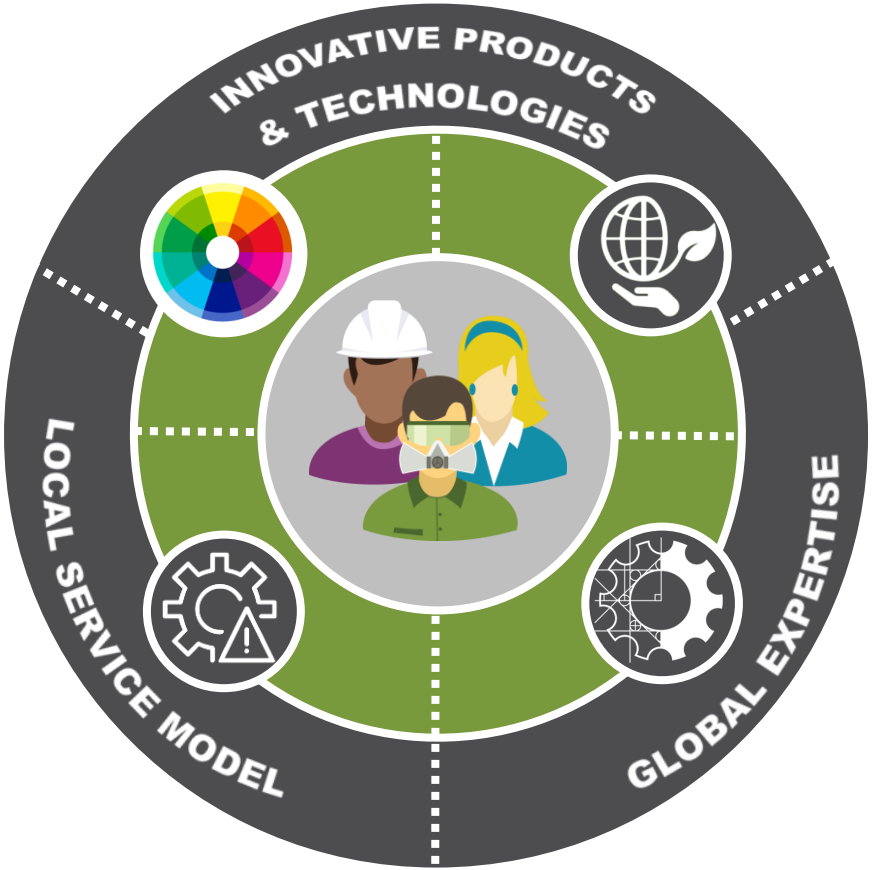
VALSPAR PRODUCTS
SMALL-BATCH THRU FACILITIES

COLOR EXPRESS
TINTABLE SOLUTIONS

AUTOMOTIVE BUSINESS
CONSULTING & TRAINING

Performance Coatings Group
Differentiated Solutions

SHERWIN-WILLIAMS®



OUR SOLUTIONS

- Innovative Products & Technologies
- Local Service Model
- Global Expertise

Performance Coatings Group
Divisional Leadership

SHERWIN-WILLIAMS®



Bruce Irussi
General Industrial
35 years experience



Justin Binns
Automotive
22 years experience



Karl Jorgenrud
Protective & Marine
25 years experience

Deep Coatings Industry Experience



Sam Shoemaker
Packaging
36 years experience



Mike Bourdeau
Coil Coatings
34 years experience



Colin Davie
Industrial Wood
24 years experience

Performance Coatings Group
Employee Video

