

# **PPG Investor Overview**

April, 2022



We protect and beautify the world™

# Forward-looking statements

This presentation contains forward-looking statements that reflect the Company's current views with respect to future events and financial performance. You can identify forward-looking statements by the fact that they do not relate strictly to current or historic facts. Forward-looking statements are identified by the use of the words "aim," "believe," "expect," "anticipate," "intend," "estimate," "project," "outlook," "forecast" and other expressions that indicate future events and trends.

Any forward-looking statement speaks only as of the date on which such statement is made, and the Company undertakes no obligation to update any forward-looking statement, whether as a result of new information, future events or otherwise. You are advised, however, to consult any further disclosures we make on related subjects in our reports to the Securities and Exchange Commission. Also, note the following cautionary statements:

Many factors could cause actual results to differ materially from the Company's forwardlooking statements.

factors include Such global economic conditions, increasing price and product competition by our competitors, fluctuations in cost and availability of raw materials, the ability to achieve selling price increases, the ability to recover margins, customer inventory levels, our ability to maintain favorable supplier relationships and arrangements, the timing of and the realization of anticipated cost savings from restructuring and other initiatives, the ability to identify additional cost savings opportunities, difficulties in integrating acquired businesses and achieving expected synergies therefrom, economic and political conditions in the markets we serve, the ability to penetrate existing, developing and emerging foreign and domestic markets, foreign exchange rates and fluctuations in such rates, fluctuations in tax rates, the impact of future legislation, the environmental impact of regulations, unexpected business disruptions, the effects on our business resulting from the COVID-19 of the results virus, governmental investigations and the unpredictability of existing and possible future litigation.

However, it is not possible to predict or identify all such factors. Consequently, while the list of factors presented here and under Item 1A of PPG's 2021 Form 10-K is considered representative, no such list should be considered to be a complete statement of all potential risks and uncertainties. Unlisted factors may present significant additional obstacles to the realization of forward-looking Consequences material statements. of differences in the results compared with those anticipated in the forward-looking statements could include, among other things, lower sales or income, business disruption, operational problems, financial loss, legal liability to third parties, other factors set forth in Item 1A of PPG's 2021 Form 10-K and similar risks, any of which could have a material adverse effect on the Company's consolidated financial condition, results of operations or liquidity.



### **Content Overview**

- > PPG Overview and Competitive Advantages
- > Innovation and Growth Opportunities
- > PPG Segment, Business Unit, and Other Information
- > Appendix



# PPG: industry-leading, global maker of paints, coatings and specialty materials

#### **Diverse Portfolio**



Aerospace



Architectural



Auto Refinish



Protective & Marine



**Auto OEM** 



Industrial



**Packaging** 



**Traffic Solutions** 

### \*Sales



\$1.7B of acquired annual sales since Dec '20

**Acquisitive Growth** 



Cash Deployment

\*Adj. EPS



\*Cash Flow





Continuing to lead in new product technology

Innovation



Strong cash generation: deployed ~\$24B in 10 yrs

**Cash Generation** 



~38% of sales from sustainable products and processes

Sustainability



Operations in 75+ countries

**Global Footprint** 

\*Financials are full year 2021, Adjusted EPS excludes amortization expense related to acquisitions. Cash flow is cash from continuing operations. See appendix for reconciliation of PPG reported to adjusted EPS

# Many levers for profitable growth













**Specialty** 

Consolidating

Successful

acquirer of coatings assets: industry



products and solutions with key functional value

Highly **Diversified** global coatings company

Growing portfolio of Sustainable products

High percentage of sales to **Aftermarket** end-use markets

Strong pipeline of **Innovative** products

Well positioned to deliver growth



## PPG provides attractive investment fundamentals

- Attractive positioning (specialty chemicals)
  - High functional value products
  - Stable earnings/cash flow
  - Vast growth potential

Epoxy electrocoat with low-temp cure

- 2 Global footprint and capabilities
- Customer reach across every major region
- Opportunities to expand in Asia and growth markets
- Diverse participation in all key coatings end-use markets
- Shared service centers support lower cost



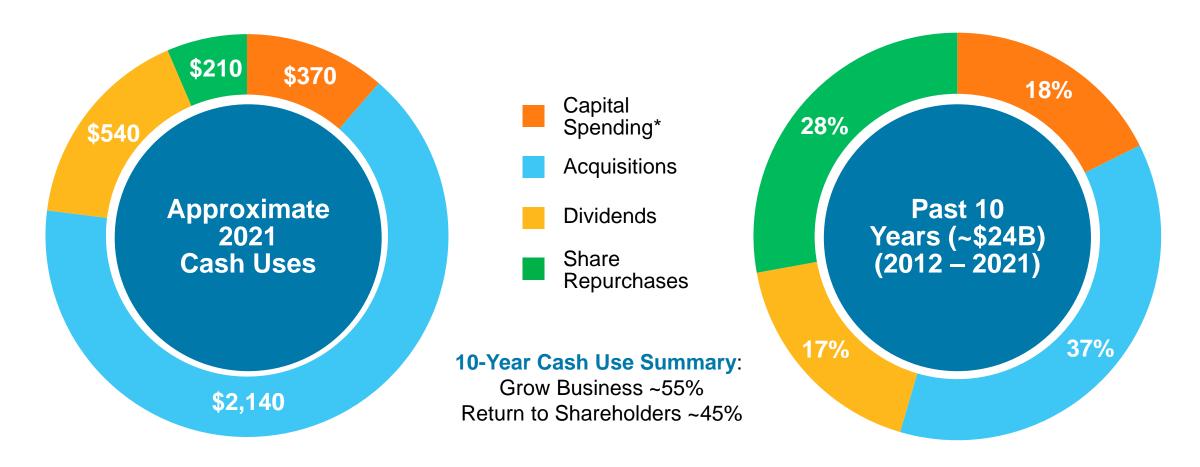
Auto refinish automated painting system

- 3 Innovative
- Commitment to investment; R&D spend ~3% of sales
- New product sales are approximately 24% of total sales
- On the frontier with products for electric vehicles



Electric vehicle battery pack

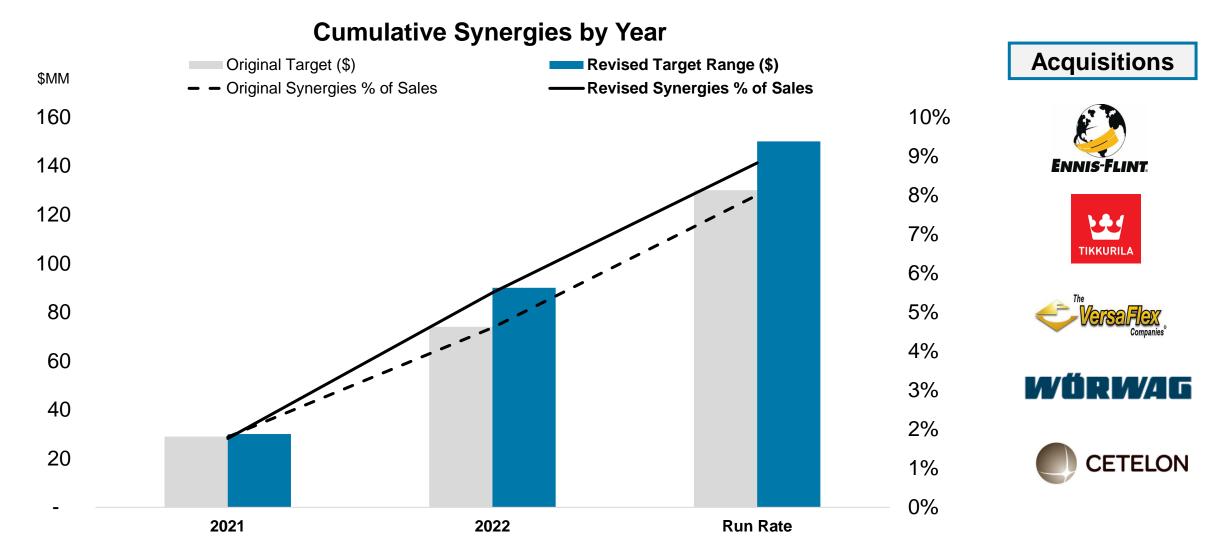
# **Balanced cash deployment**



Legacy of consistent and prudent cash deployment



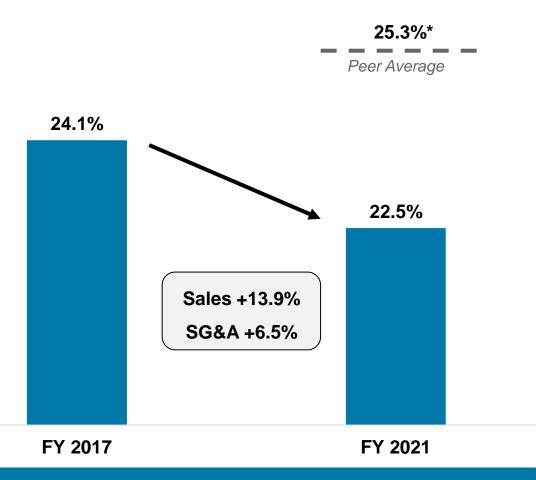
# Increasing acquisition synergy earnings targets, +margin growth





## PPG has delivered significant cost savings

### SG&A % of Sales



### **Restructuring Programs**

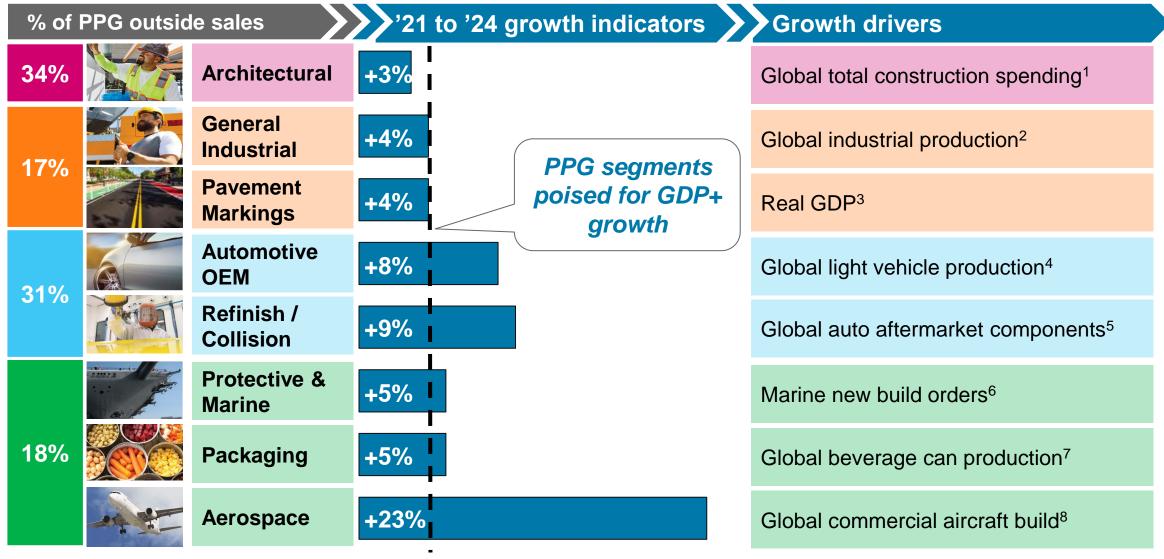
Cumulative expected savings of ~\$380MM Included in both SG&A and Cost of Sales

- April '18 savings ~\$85MM: largely centered around the U.S. architectural coatings DIY business
- June '19 savings ~\$125MM: result of comprehensive internal operational assessment to identify further opportunities to improve the profitability of the overall business portfolio
- June '20 savings ~\$170MM: addresses weakened global economic conditions stemming from the COVID-19 pandemic and related pace of recovery in a few end-use markets along with further opportunities to optimize supply chain and functional costs

Significant cost savings to support strong operating leverage as volumes recover



# PPG is well positioned in attractive coatings segments





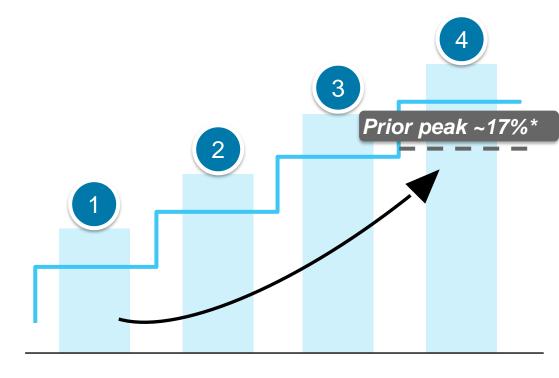


## PPG is positioned to drive margin expansion

#### **Drivers:**

- 1 Price / cost normalization
- 2 Acquisition synergies
- 3 Lower cost structure, enabling higher operating leverage
- 4 ~40% of the business portfolio poised for recovery higher margin businesses

# Opportunity to expand segment margins above prior peak levels



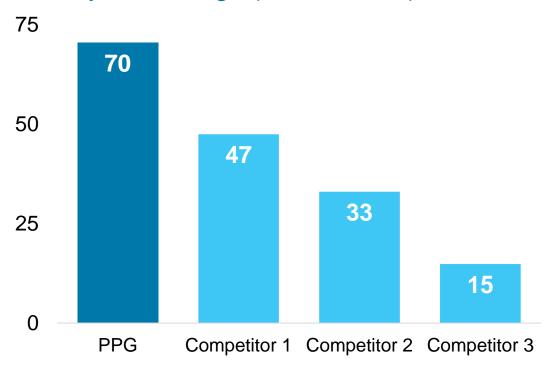
Many levers to return to and exceed prior peak margins



### PPG has demonstrated a history of innovation

### **United States Coatings Patents**

5 year average (2016 – 2020)



PPG has a foundation of scalable, innovative market-aligned products to build upon for growth

#### **PPG Innovation Awards**

Award	Year	Recognition
	Yearly	12 wins since 2016
2020ASC SANDER INNERVATION &	2020	PR-2930 High Strength Adhesive
HEROES of CHEMISTRY	2019	B1:B2™ Compact Paint System
Automotive News PACE A W A R D	2013	ANDARO tint dispersions
GREEN CHEMISTRY A U.S. EPA Program	2001	POWERCRON 8000 electrodeposition coatings



## Global LV Production Shift to EV Creates Growth Opportunity

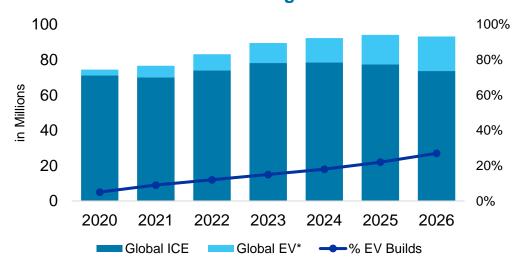
**Electric Vehicles (EV) poised to grow** 

**Stated 2025 Regional Electric Vehicle Targets** 

CHINA ~20% EUROPE ~25%

Sourced from IHS Markit & EV Volume Builds

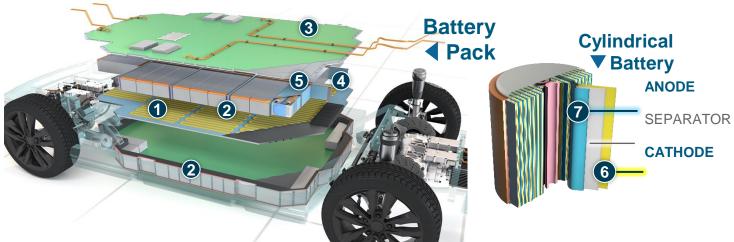
#### **Outlook for Global Light Vehicle Builds**



Global EV = Combined Global BEV and Global PHEV Source: IHS Markit & EV-Volumes.com

Expecting >10 million BEV's by 2025

### **PPG Solutions Create Mutual Sustainable Value**



SOLUTIONS	Benefits
1 Thermal Materials	Improves battery performance, reduces battery production costs
Adhesives & Sealants	Improves battery performance
3 Corrosion & Impact Protection	Provides protection to the battery enclosure
4 Dielectric Protection	Automated application and improves battery safety
5 Battery Fire Protection	Improves battery safety, scalability, more sustainable product
6 Cathode Binder Formulation	Improves battery performance, reduces usage of NMP
7 Anode Binder Formulation	Improves battery cell performance, more sustainable product

## **PPG ESG recent progress**







21% electricity from renewable sources

34% waste disposal intensity reduction

14.5% water intensity reduction

vs 2017 baseline

#### Over \$5B of sales (35% of total)

Generated from sustainable products & services

237,000 MT GHG emission reduction (24% lower)

12.5% GHG emission intensity reduction vs 2017 baseline

Appointed PPG's first global leader of DE&I and global VP of Sustainability

33% new hires are female

8 employee resource networks relaunched

\$10MM funding for Colorful Communities® projects over 10 years; 386 projects in 42 countries completed since 2015

Continue to achieve historically low injury and illness rate

2 independent directors appointed in 2021

5 years average director tenure; down from 10 years in 2015

2 of 4 Board Committees chaired by women





# **PPG ESG current priorities**







**TCFD** assessment and strategy

Completing sustainable product assessment methodology to align to UN Sustainable Development Goals

Science Based Targets under development

Launch of **2021 ESG Report** in first half of 2022

Launched inaugural **Diversity Report** with 5-Year Strategy

Committed to investing **\$20M** by 2025 to advance racial equity

100% on 2022 Corporate
Equality Index. Recognized by
Newsweek as Most Responsible
Company

Maintain workforce health and operational capability through global application of robust COVID-19 protocols

8 new Directors since 2015

 4 out of last 5 diverse in gender, race or ethnicity

Strong Board oversight of ESG priorities, strategy, risk management and culture

**Board ESG Framework defined** 

Portion of Executive Compensation directly tied to ESG and DE&I metrics

ESG is core to PPG's business, strategy and customer value creation



# ESG Update: PPG Published Inaugural Diversity, Equity & Inclusion (DE&I) Report

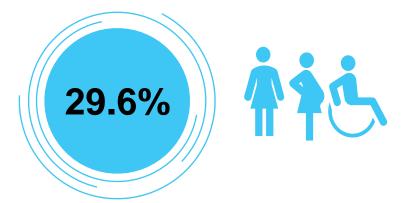
### **Key Goals & Progress**

Achieve 34% to 36% representation of non-frontline, global female professionals by 2025

Increase headcount of Black, Latinx and Asian employees by 45% to 55% across non-frontline, U.S.-based employee population by 2025 (using January 1, 2021, as our baseline)

Achieve total global employee resource network and DE&I capability-building participation of 50% by 2025

#### **Achieved:**



#### Increases achieved:



**Achieved:** 



As of December 31, 2021

As of December 31, 2021

As of December 31, 2021



# PPG ESG: framework for board oversight





# **Sustainability and Innovation Committee**

Employee health and safety

Environmental programs

Product stewardship

Remediation activities

Sustainability programs and performance

**Human Capital Management** 

and Compensation Committee

Climate change risks and opportunities

# **PPG Board** of Directors



**ESG** strategy

Succession planning

Diversity, equity and inclusion

Community engagement and charitable programs

# Nominating and Governance Committee



Corporate governance oversight
Government affairs and political activities

Shareholder engagement

ESG program governance

Recommending new directors and executive officers

### **Audit Committee**



Enterprise risk management

Cybersecurity

Data privacy

Culture and purpose

Employee engagement

Employee development

Pay equity



# Innovation levers at PPG link to sustainability advantages

Driving innovation across all aspects of coatings technology

**Useful Lifetime Waste Reduction Energy Reduction Toxicity Reduction Safety Innovation Levers PPG BFP-SE** Premium Powercron® 160 **PPG Clean Overspray Free Battery Fire Anodic Epoxy** Surface Compact **Paint Application Technology**™ Protection **Process Primer Electrocoat** 2021 2017 2019 2020 2020 HEROES of CHEMISTRY 2019

PPG is a recognized leader in Innovation

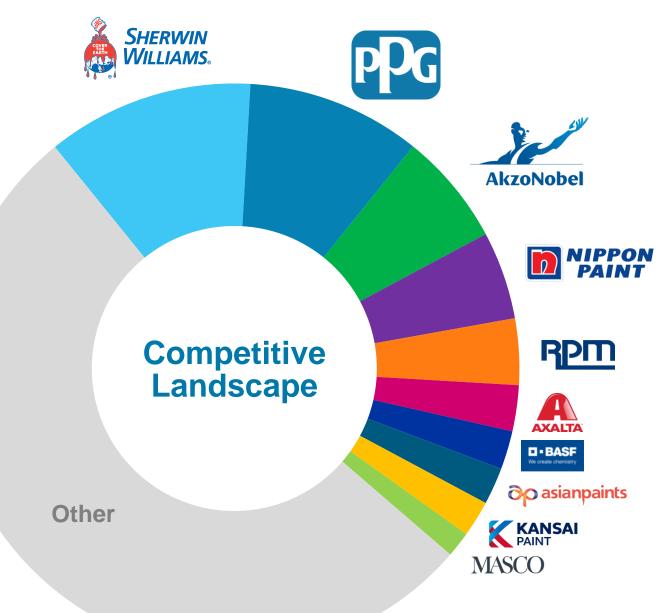


# Global paint and coatings industry (~\$170B)

### **Strong fundamentals**

- Stable earnings/cash
- Growth potential
- Low capital intensity
- Technology and service
- Consolidating industry

PPG has completed ~30 strategic acquisitions since the beginning of 2015





### Acquisitions contribute to sales growth **Notable Acquisitions: Acquisition Sales Comex** 2014/5: **Growth Versus Prior Year** (USD MM) Partial years \$1,600 \$1,400 2021: **ENNIS-FLINT** \$1,200 \$1,000 2021: \$800 **TIKKURILA** \$600 \$400 \$200 \$0

Acquisitions supplement organic growth/ ~4% average sales growth

2017

2018

2019

2020

2016



2021

2012

2013

2014

2015

## Overview of recently announced acquisitions











Date of Closing
Estimated Annual Revenue

December 2020 ~\$600MM

June 2021 ~\$700MM

February 2021 ~\$70MM

*May 2021* ~\$260*MM* 

April 2021 ~\$40MM

# Geographic Expansion Key Attributes

**Product Line Extension Complimentary Technology ESG** Benefits Strong regional Waterborne OEM Automotive / light truck Mobility / infrastructure Additional end-use Other key factors presence and specs and opportunities market opportunities wheel applications distribution qualifications



# **Coatings geographic mix**





## **Coatings end-uses**

















Architectural

General Industrial

Pavement Markings

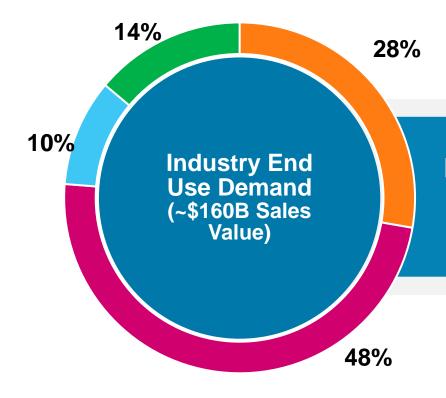
Automotive OEM

Refinish / Collision

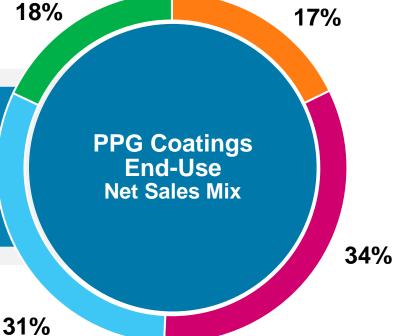
Protective & Marine

Packaging

Aerospace



PPG is in line with the global coatings industry end-use mix





# PPG global end-use positions

Position by Coatings Vertical

















	Global Position	Architectural	General Industrial	Protective & Marine	Automotive OEM	Refinish / Collision	Packaging	Aerospace	Pavement Markings
PPG	#2	#2	#3	#3	#1	#2	#2	#1	#1
Sherwin- Williams	#1								
AkzoNobel	#3								
Nippon	#4								
RPM	#5								
Axalta	#6								
BASF	#7								

Meaningful Presence

No Current Meaningful Presence

PPG well-positioned in end-use markets; volume expected to recover in 2022 – 2023



### PPG's portfolio reporting through two segments











**Traffic Solutions** 



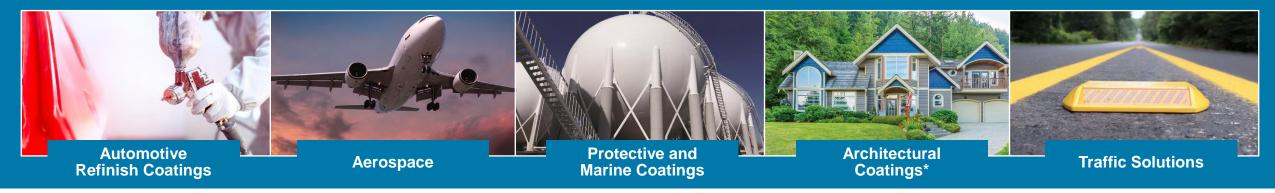




PPG's business portfolio is diverse and well positioned for growth



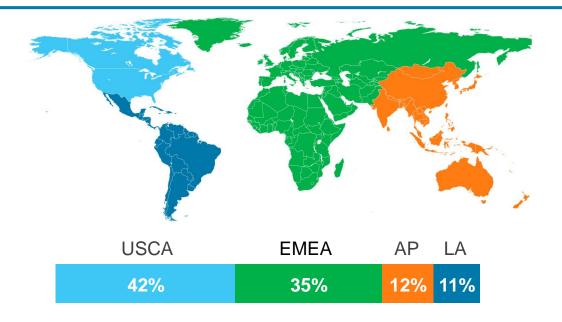
# Performance Coatings segment



#### **Segment Traits**

- Distribution focus
- After-market and maintenance component
- Consistent cash generation
- Stable industries
- Entered Traffic Solutions market

#### **2021 Net Sales by Geography**





## **Automotive Refinish Coatings**

### **Industry trends**

- 1) Value-added programs and training
- 2) Emerging region growth growing car-park
- 3) Continuing technology shift to waterborne
- 4) Color complexity

### **PPG competitive advantages and ESG highlights**

PPG's Platinum program and training offerings

Leading products and positions in China and India

Advantaged waterborne product technology and global reach

Leading color match products and processes

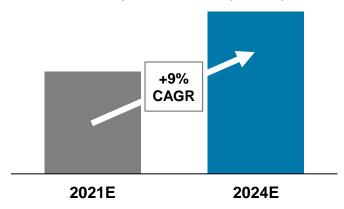
#### Industry at a glance





#### **Key Industry Metric**<sup>2</sup>

Global Auto Aftermarket Components Value (billions)













### Aerospace

#### **Industry trends**

- 1) Recovery continues leisure travel to recover first
- Single-aisle aircraft driving near-term growth
- Military demand remains robust
- 4) Faster manufacturing cycle times and sustainable products

### **PPG competitive advantages and ESG highlights**

Ability to develop products to meet complex technical and sustainability requirements (e.g., light-weighting)

Industry leader in tailoring products to optimize customer application and throughput

Ability to support high-rate production in product platforms

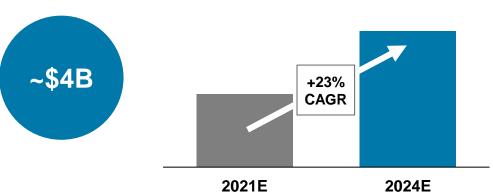
Leader in transitioning products from design phase to full-rate production / commercialization

#### Industry at a glance



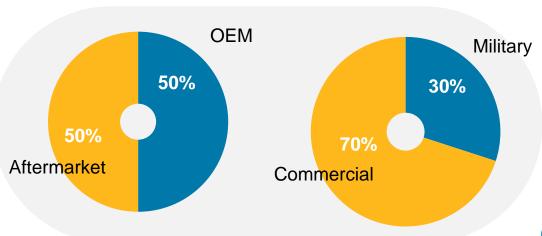
# **Key Industry Metric**<sup>2</sup>

Global Commercial Aircraft Build



#### **PPG** net sales mix

(2019: pre-COVID)





# **Architectural Coatings\***

#### **Industry trends**

- 1) Increasing adoption of digital tools / e-commerce
- 2) Strong focus on sustainability and governmental regulations
- 3) Professional segment outpacing DIY growth
- 4) Painters seeking efficiencies and productivity offerings

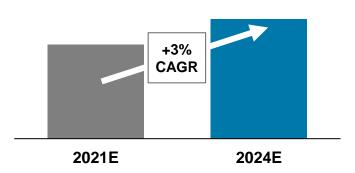
#### Industry at a glance





#### **Key Industry Metric**<sup>2</sup>

Global Total Construction Spend (billions)



### > PPG competitive advantages and ESG highlights

Employing digital solutions; rapidly increasing omni-channel engagement

Strong water-based product portfolio with adoption of recycled packaging & material; proprietary anti-viral products launched

Robust multi-channel distribution approach and product offering provides convenience to Professional segment

Leading productivity with painters via paint innovation, state of the art applicators, and convenience offerings





# Architectural Coatings is diversified globally and well positioned

Region		Strength / Focus	Brands
	U.S. and Canada	<ul><li>Services / Delivery</li><li>Digitalization</li><li>Optimized Pro offering &amp; distribution</li></ul>	PPG PAINTS Glidden 5 1
	EMEA	<ul><li>Strong local brands</li><li>Leading positions in many countries</li><li>Optimize footprint</li></ul>	JOHNSTONE'S Seigneurie®
	Latin America	<ul><li>Leading brand recognition</li><li>Concessionaire model</li><li>Expansion in B2B segment</li></ul>	Comex
	Asia-Pacific	<ul><li>Strong brand in ANZ</li><li>Regional participation in China</li></ul>	** TAUBMANS**



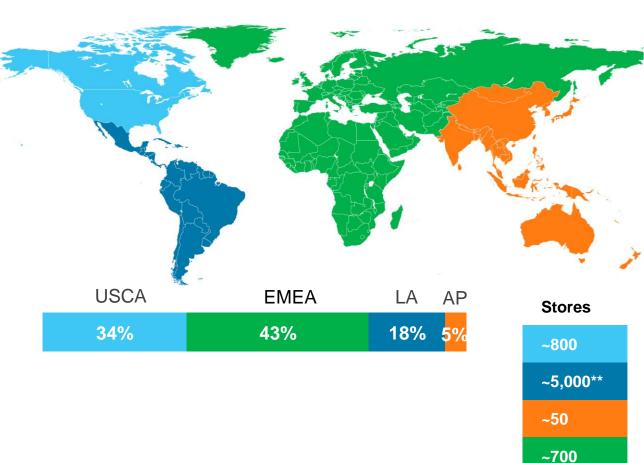


# **Architectural Coatings**\*

### **PPG** approximate sales mix

Region	Company Stores	Independent Dealers	National Retailers
USCA	45%	15%	40%
LA	~1%	90%	10%
AP	10%	40%	50%
EMEA	45%	30%	25%
Worldwide	35%	35%	30%

### 2021 net sales by geography



<sup>\*</sup> Architectural Americas & Asia-Pacific and Architectural EMEA strategic business units

<sup>\*\*</sup> Latin America "stores" are mostly concessionaire locations in Mexico and Central America

### **Traffic Solutions**

### **Industry trends**

PPG competitive advantages and ESG highlights

- 1) Increasing road safety concerns
- 2) Government initiatives supporting infrastructure
- 3) Safety for non-vehicular road users, e.g. bicyclists
- 4) Desire for sustainable options

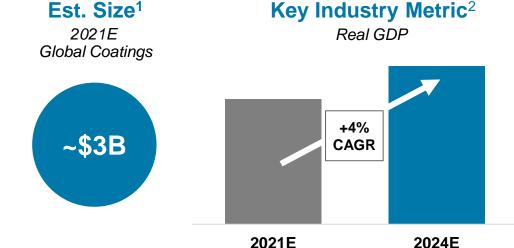
R&D capabilities

Access to/understanding of autonomous vehicle value chain

U.S. geographic presence

Product portfolio breadth with sustainable solutions

#### Industry at a glance







### **Protective and Marine Coatings**

#### **Industry trends**

- 1) Significant infrastructure investments in many countries
- 2) Investment shifting to renewable energy
- 3) New Marine industry targets established to reduce emissions
- 4) Marine new build vessel orders showing strong recovery

### PPG competitive advantages and ESG highlights

Comprehensive portfolio to address infrastructure segment enhanced by VersaFlex acquisition

Leverage longstanding PPG experience in the energy segment

Innovative PPG fouling release coatings support customer emission reductions

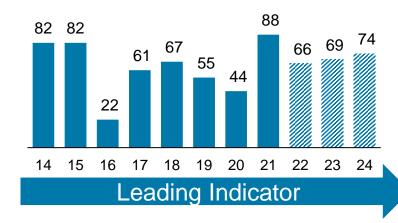
Utilize global footprint, products, and customer relationships to capitalize on growth opportunity

#### Industry at a glance

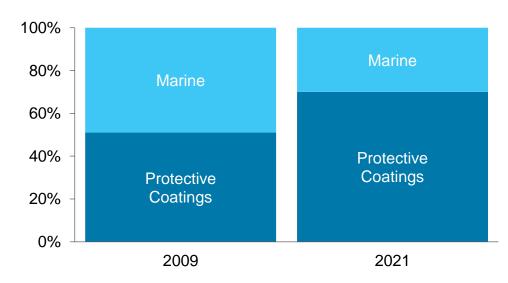




# **Key Industry Metric Marine New Build Orders, m.GT<sup>2</sup>**



#### **PPG** net sales mix



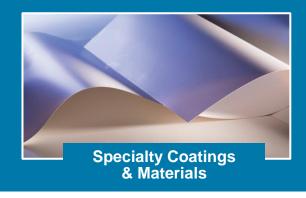


### **Industrial Coatings segment**





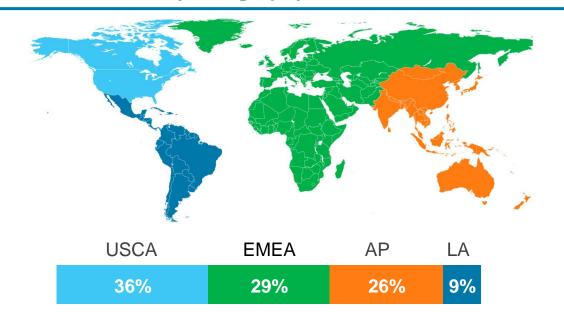




#### **Segment traits**

- Technology-advantaged products
- Mix of global and local customers
- High quality product performance
- Global customer footprint
- Customers seeking sustainable solutions
- Increased focus on electrification

#### **2021 Net Sales by Geography**





## **Automotive OEM Coatings**

### **Industry trends**

- 1) Transition to electric vehicles / mobility
- 2) Sustainable solutions
- Automated manufacturing
- 4) Digital transformation

### PPG competitive advantages and ESG highlights

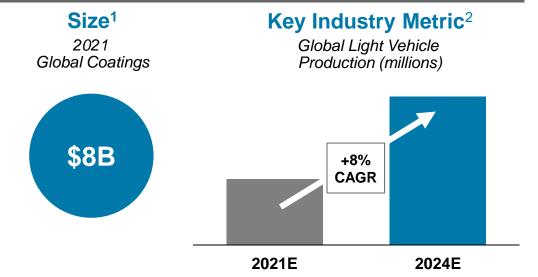
Largest breadth of coatings products for battery pack and cell

Low-temperature cure / lower water and energy utilization

Innovative production processes & digital color

Al and machine learning to reduce waste

#### Industry at a glance







## **Industrial Coatings**

### **Industry trends**

- 1) Large fragmented global industry
- 2) Shift toward waterborne liquid and powder technologies
- 3) Growth driven by product innovation and service capabilities
- 4) Customers investing in emerging economies

### PPG competitive advantages and ESG highlights

Broad geographic coverage and strong service capabilities

Global leader in waterborne coatings; investing in powder

Focus on faster growing segments (e.g., consumer products)

Successful acquisition integration track record

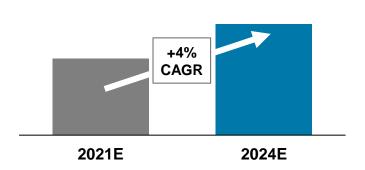
#### Industry at a glance

Est. Size<sup>1</sup>
2021E
Global Coatings



### **Key Industry Metric**<sup>2</sup>

Global Industrial Production – Indexed to 2015















## **Packaging Coatings**

#### **Industry trends**

- 1) Consumer preference for metal packaging driven by sustainability, portability, performance, and safety
- Record demand translates to record customer investment in metal can-making capacity
- Continued and increased attention to food-contact materials (ingredients) of concern

### PPG competitive advantages and ESG highlights

Continued new product introduction for sustainably and advantaged solutions

Trusted products, local production, and industry-leading technical service and applications expertise in all regions to support customers

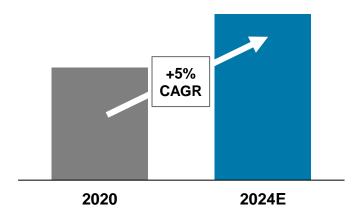
PPG SafeAssure<sup>™</sup> product development program to support consumer safety

#### Industry at a glance



















# **Specialty Coatings & Materials**

### **Industry trends**



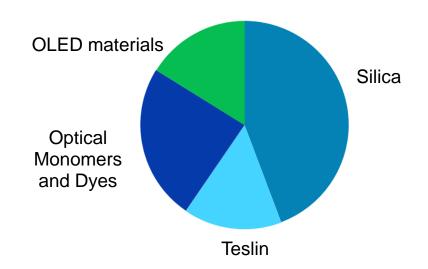
- Increased fuel efficiency requirements and increased durability **Silica** enables a fuel efficient and durable tire for EV's
- 2) LCD to OLED shift in mobile, TV and Automotive
- Increasing requirements for secure / tamper evident security documents
- 4) Two billion people in need of vision correction

Unmatched high purity / small-scale manufacturing of OLED materials

PPG Teslin microporous / tamper evident

Unique Optical resin + dye + display technology product portfolio

#### **Net sales mix**







# **Coatings cost comparison**

Raw material basket and manufacturing/distribution costs are different



Average Architectural Coatings

**Distribution - Final** 

Distribution - Intermediate

**Packaging** 

Manufacturing

**Additives** 

**Solvents and Pigments** 

**Resins and Latex** 

**Titanium Dioxide** 

Average Industrial Coatings

Distribution - Final Packaging Manufacturing

**Additives** 

**Solvents and Pigments** 

**Resins and Latex** 

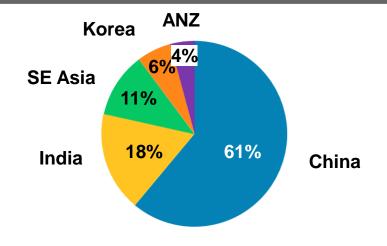
**Titanium Dioxide** 





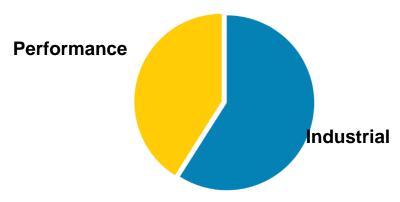
# Strong and growing Asia-Pacific presence (excl. Japan)

### **Industry coatings demand in Asia\***

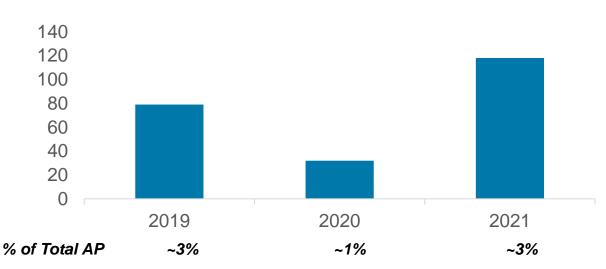


### PPG Asia Net Sales mix (2021)

Broad, full range coatings business portfolio



#### Sales from Acquisitions 2019 – 2021 (\$MM)



### Many leading Asian markets (excl. Japan)\*

Segment	PPG Market Position
Automotive OEM	#1
General Industrial	#2
Packaging	#1
Auto Refinish	#1
Aerospace	#1
Protective/Marine	#3
Architectural China/ANZ	#7
Total Coatings	#3



# **PPG** operating cash flow trends

#### **Cash From Operations\***

\$ Billions USD

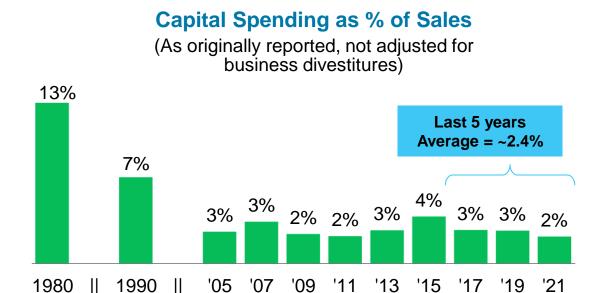


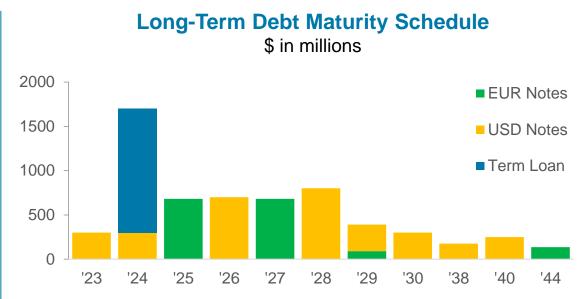
Robust cash generation over time; +2 billion per year capability



<sup>\*</sup> As originally reported, not adjusted for business divestitures

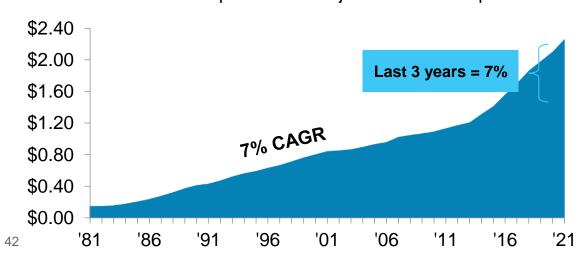
### **PPG financial hallmarks**



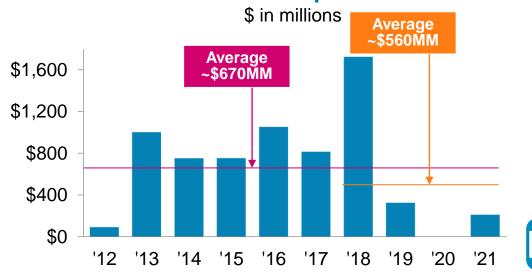


#### **50 Years of Increased Dividends**

Dividends per share – adjusted for stock splits



### **PPG Share Repurchases**





# Additional materials and appendix



## **Adjusted EPS Reconciliation**

\$ in millions, except EPS	Total F	PPG
Full Year 2021	Net Income	EPS(a)
Net Income from Continuing Operations, As Reported	\$ 1,420	\$ 5.93
Acquisition-related amortization expense	130	0.55
Acquisition-related costs, net <sup>(b)</sup>	69	0.29
Pension settlement charges	36	0.15
Environmental remediation charges	26	0.11
Net tax charge related to UK statutory rate change	22	0.09
Business restructuring-related costs, net(c)	20	0.08
Expenses incurred due to natural disasters <sup>(d)</sup>	13	0.06
Impairment charges <sup>(e)</sup>	12	0.05
Change to allowance for doubtful accounts related to COVID-19	(11)	(0.05)
Income from legal settlements	(17)	(0.07)
Asbestos-related claims reserve adjustment <sup>(f)</sup>	(101)	(0.42)
Adjusted Net Income Attributable to PPG	\$ 1,619	\$ 6.77

- (a) Earnings per diluted share is calculated based on unrounded numbers. Figures in the table may not recalculate due to rounding.
- (b) Acquisition-related costs, net include the impact for the step up to fair value of inventory acquired in certain acquisitions which are included in Cost of Sales, exclusive of depreciation and amortization in the condensed consolidated statement of income. Acquisition-related costs also include advisory, legal, accounting, valuation, other professional or consulting fees, and certain internal costs directly incurred to effect acquisitions. These costs are included in Selling, general and administrative expense in the condensed consolidated statement of income.
- (c) Included in business restructuring-related costs, net are business restructuring charges, accelerated depreciation of certain assets and other related costs, offset by releases to previously approved programs and a \$34 million gain on the sale of certain assets. This gain is included in Other income, net in the condensed consolidated statements of income. Business restructuring charges of \$52 million were recorded in the fourth quarter 2021 related to recent acquisitions.
- (d) In 2020, two hurricanes damaged a southern U.S. factory supporting the company's specialty coatings and materials business. In early 2021, a winter storm further damaged that factory as well as other company factories in the southern U.S. Incremental expenses incurred due to these storms included costs related to maintenance and repairs of damaged property, freight and utility premiums and other incremental expenses directly related to the impacted areas.
- (e) An impairment charge was recorded in the third quarter 2021 related to the previously planned sale of certain smaller entities in non-strategic regions.
- (f) In the fourth quarter 2021, the reserve for asbestos-related claims was reduced to reflect the Company's current estimate of potential liability for these claims.



# **Notes**





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