

Fiscal 2022 Fourth-Quarter and Year-End Results

July 25, 2022



This presentation contains “forward-looking statements” relating to our business. These forward-looking statements, or other statements made by us, are made based on our expectations and beliefs concerning future events impacting us and are subject to uncertainties and factors (including those specified below), which are difficult to predict and, in many instances, are beyond our control. As a result, our actual results could differ materially from those expressed in or implied by any such forward-looking statements. These uncertainties and factors include (a) global markets and general economic conditions, including uncertainties surrounding the volatility in financial markets, the availability of capital and the effect of changes in interest rates, and the viability of banks and other financial institutions; (b) the prices, supply and availability of raw materials, including assorted pigments, resins, solvents, and other natural gas- and oil-based materials; packaging, including plastic and metal containers; and transportation services, including fuel surcharges; (c) continued growth in demand for our products; (d) legal, environmental and litigation risks inherent in our construction and chemicals businesses and risks related to the adequacy of our insurance coverage for such matters; (e) the effect of changes in interest rates; (f) the effect of fluctuations in currency exchange rates upon our foreign operations; (g) the effect of non-currency risks of investing in and conducting operations in foreign countries, including those relating to domestic and international political, social, economic and regulatory factors; (h) risks and uncertainties associated with our ongoing acquisition and divestiture activities; (i) the timing of and the realization of anticipated cost savings from restructuring initiatives and the ability to identify additional cost savings opportunities; (j) risks related to the adequacy of our contingent liability reserves; (k) risks relating to the Covid pandemic; (l) risks related to adverse weather conditions or the impacts of climate change and natural disasters; and (m) other risks detailed in our filings with the Securities and Exchange Commission, including the risk factors set forth in our Annual Report on Form 10-K for the year ended May 31, 2021, as the same may be updated from time to time. We do not undertake any obligation to publicly update or revise any forward-looking statements to reflect future events, information or circumstances that arise after the date of this presentation.

This presentation includes certain company data that do not directly conform to generally accepted accounting principles, or GAAP, and certain company data that has been restated for improved clarity, understanding and comparability, or pro forma. All non-GAAP data in this presentation are indicated by footnote. Tables reconciling such data with GAAP measures are available through our website, www.rpm.com under Investor Information/Presentations.

Momentum Accelerated in Fiscal 2022, Resulting in Record Fourth Quarter Results



FINANCIAL HIGHLIGHTS

\$1.98B

RECORD SALES
+13.7%

\$256.9M

RETURNED TO
SHAREHOLDERS
through Dividends and
Share Repurchases in
fiscal 2022.

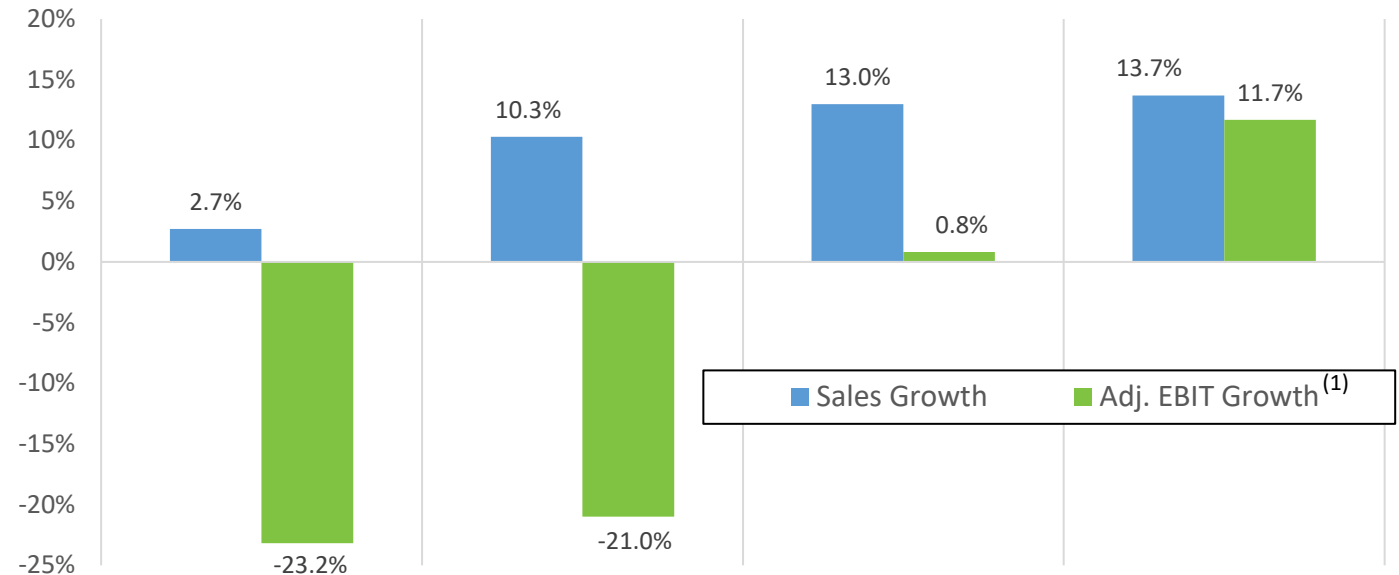
\$251.7M

RECORD EBIT
+17.1%

\$263.7M

RECORD ADJUSTED EBIT
+11.7%

Fiscal 2022 Consolidated Sales and Adjusted EBIT Growth



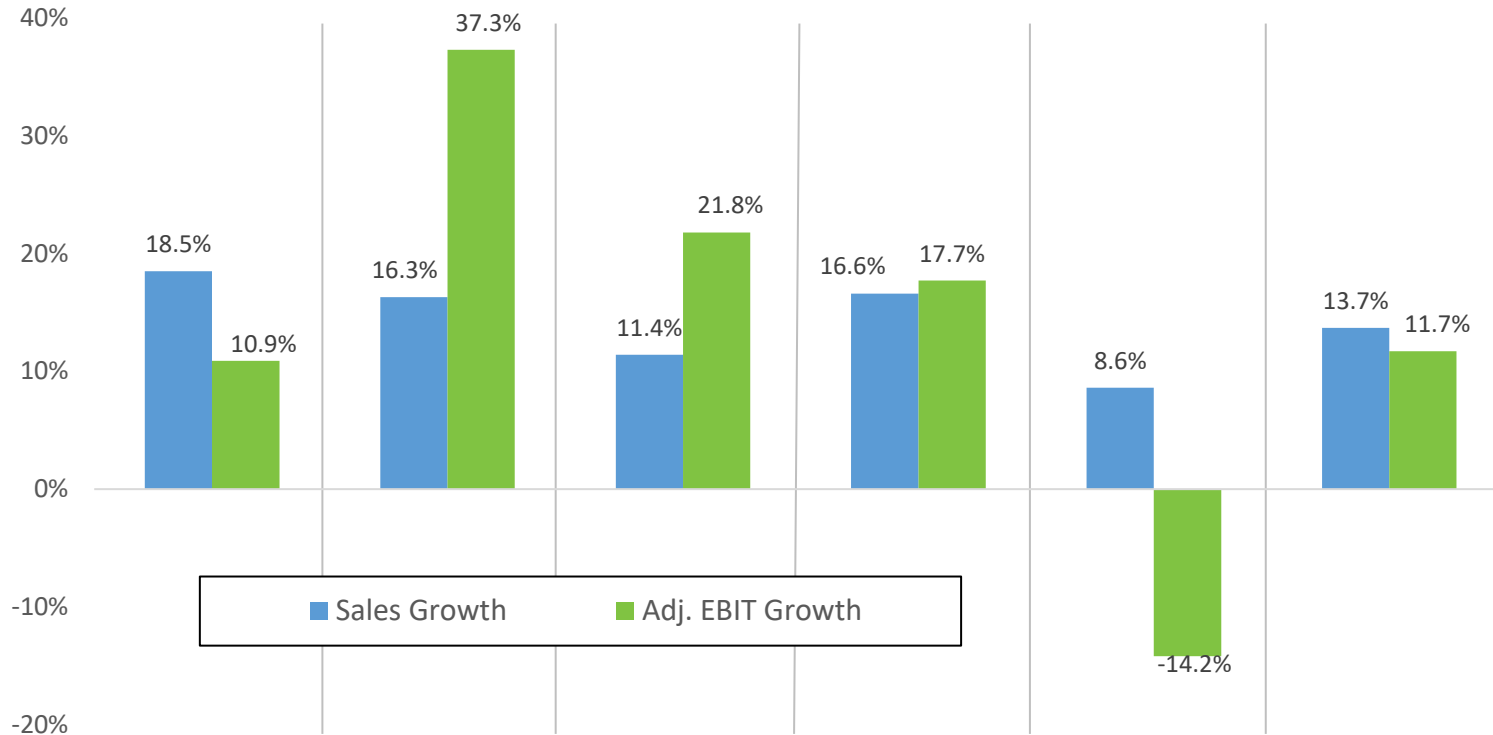
	1Q22	2Q22	3Q22	4Q22
Record Sales	✓	✓	✓	✓
Record Adjusted EBIT			✓	✓
Challenges and Responses	<ul style="list-style-type: none"> Key resin supplier plant explosion (4Q21) Chip shortage hinders restoration equipment production Reformulate products for material shortages 	<ul style="list-style-type: none"> Acquired production facility (Sep) Reconfigured products for new chips (Oct) Begin manufacturing alkyd resins (Nov) 	<ul style="list-style-type: none"> New chips arrive and products begin to ship (Jan/Feb) Reformulate products for material shortages 	<ul style="list-style-type: none"> Reformulate products for material shortages

(1) Adjusted EBIT Growth is a non-GAAP financial measure. Refer to Appendix for reconciliations between GAAP and non-GAAP measures.

4 Segments Achieved Record 4Q Sales; 3 Segments Generate Record 4Q Adjusted EBIT



Fourth-Quarter Ended May 31, 2022



	CPG	PCG	SPG	RPM, excluding Consumer	Consumer	Consolidated
Record Sales	✓	✓	✓	✓	✓	✓
Record Adjusted EBIT	✓	✓	✓	✓	-	✓

HIGHLIGHTS

- All 4 segments generated record fourth-quarter sales
- 3 of 4 segments produced record fourth-quarter adjusted EBIT driven by pricing adjustments and operational efficiencies
- Outlier was Consumer Group, which began to narrow the YOY gap in its adjusted EBIT results as the supply of raw materials improved
- Benefitted from \$17 million in incremental savings during the quarter from operating improvement program

(1) Adjusted EBIT Growth is a non-GAAP financial measure. Refer to Appendix for reconciliations between GAAP and non-GAAP measures.

Fiscal 2022 Fourth-Quarter Financial Results | Consolidated

Record sales and adjusted EBIT achieved despite supply disruption and inflation



<i>(\$ in millions, except per share amounts)</i>	4Q 2022	4Q 2021	% Change
Sales	\$1,984	\$1,744	+13.7%
EBIT ¹	\$252	\$215	+17.1%
Adjusted EBIT ¹	\$264	\$236	+11.7%
Adjusted EBIT Margin ¹	13.3%	13.5%	-20 bps
Net Income	\$199	\$156	+27.4%
Diluted EPS	\$1.54	\$1.20	+28.3%
Adjusted Diluted EPS ¹	\$1.42	\$1.28	+10.9%

HIGHLIGHTS

- Sales increased 13.7% to a Q4 record of \$1.98 billion
- Top-line growth driven by investments in the fastest-growing areas of the business, scaled up in-house resin production, rebounding energy markets, price increases and solid construction and industrial maintenance activity
- Record adjusted EBIT achieved despite continued supply chain challenges and inflation, which were offset by price increases and operational improvements

(1) EBIT, Adjusted EBIT, Adjusted EBIT Margin and Adjusted Diluted EPS are non-GAAP financial measures. Refer to Appendix for reconciliations between GAAP and non-GAAP measures.

CONSTRUCTION PRODUCTS GROUP



(\$ in millions, except per share amounts)	4Q 2022	4Q 2021	% Change
Sales	\$746	\$629	+18.5%
EBIT ¹	\$122	\$109	+11.8%
Adjusted EBIT ¹	\$122	\$110	+10.9%
Adjusted EBIT Margin ¹	16.4%	17.5%	-110 bps

- Record top-line growth propelled by CPG’s differentiated service model, price increases, as well as its unique building envelope and restoration solutions
- Strongest sales growth was from roofing systems, insulated concrete forms, as well as admixtures and repair products for concrete
- Nudura ICF sales continued to be strong due to the product’s superior wall construction benefits
- Earnings increased to a record due to selling prices to recover increased costs and operational improvements, which offset significant material inflation

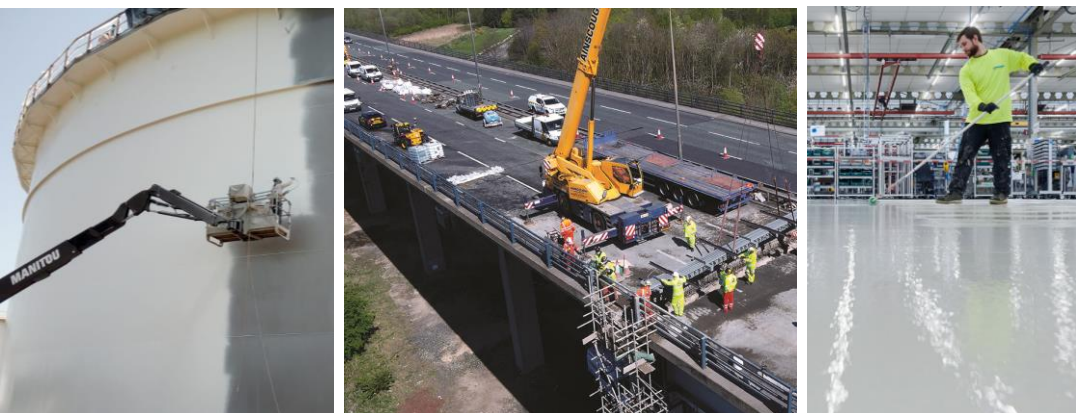
(1) EBIT, Adjusted EBIT, and Adjusted EBIT Margin are non-GAAP financial measures. Refer to Appendix for reconciliations between GAAP and non-GAAP measures.

Fiscal 2022 Fourth-Quarter Financial Results

PCG revenue and adjusted EBIT increased to fourth-quarter record levels



PERFORMANCE COATINGS GROUP



(\$ in millions, except per share amounts)	4Q 2022	4Q 2021	% Change
Sales	\$329	\$283	+16.3%
EBIT ¹	\$41	\$26	+58.5%
Adjusted EBIT ¹	\$43	\$31	+37.3%
Adjusted EBIT Margin ¹	12.9%	11.0%	+190 bps

- PCG's businesses providing flooring systems, protective coatings, and FRP grating all generated double-digit sales growth
- Factors in the segment's record top-line results included a rebound in international markets, continued success in vertical end markets (energy, technology, and food and beverage), as well as improved sales management systems and price increases
- Adjusted EBIT increased to a record driven by volume growth, selling price increases, revenue growth leveraging, good product mix and operational improvements

(1) EBIT, Adjusted EBIT, and Adjusted EBIT Margin are non-GAAP financial measures. Refer to Appendix for reconciliations between GAAP and non-GAAP measures.

Fiscal 2022 Fourth-Quarter Financial Results

SPG generated record fourth-quarter sales and adjusted EBIT



SPECIALTY PRODUCTS GROUP



(\$ in millions, except per share amounts)	4Q 2022	4Q 2021	% Change
Sales	\$226	\$203	+11.4%
EBIT ¹	\$51	\$35	+45.9%
Adjusted EBIT ¹	\$44	\$36	+21.8%
Adjusted EBIT Margin ¹	19.6%	17.9%	+170 bps

- Most of SPG’s businesses experienced double-digit sales growth, led by the OEM coatings businesses and its food coatings and additives business, which has improved performance under new management
- SPG’s disaster restoration equipment business continued to rebound as it cleared backlogs caused by semiconductor chip shortages and grew sales in the teens despite a difficult comparison to the prior year
- The increase in adjusted EBIT was bolstered by the favorable impact of higher sales, which were leveraged to the bottom line, as well as selling price increases, which began catching up with prior cost inflation

(1) EBIT, Adjusted EBIT, and Adjusted EBIT Margin are non-GAAP financial measures. Refer to Appendix for reconciliations between GAAP and non-GAAP measures.



Fiscal 2022 Fourth-Quarter Financial Results

Record sales achieved, while raw material shortages and inflation impacted bottom line



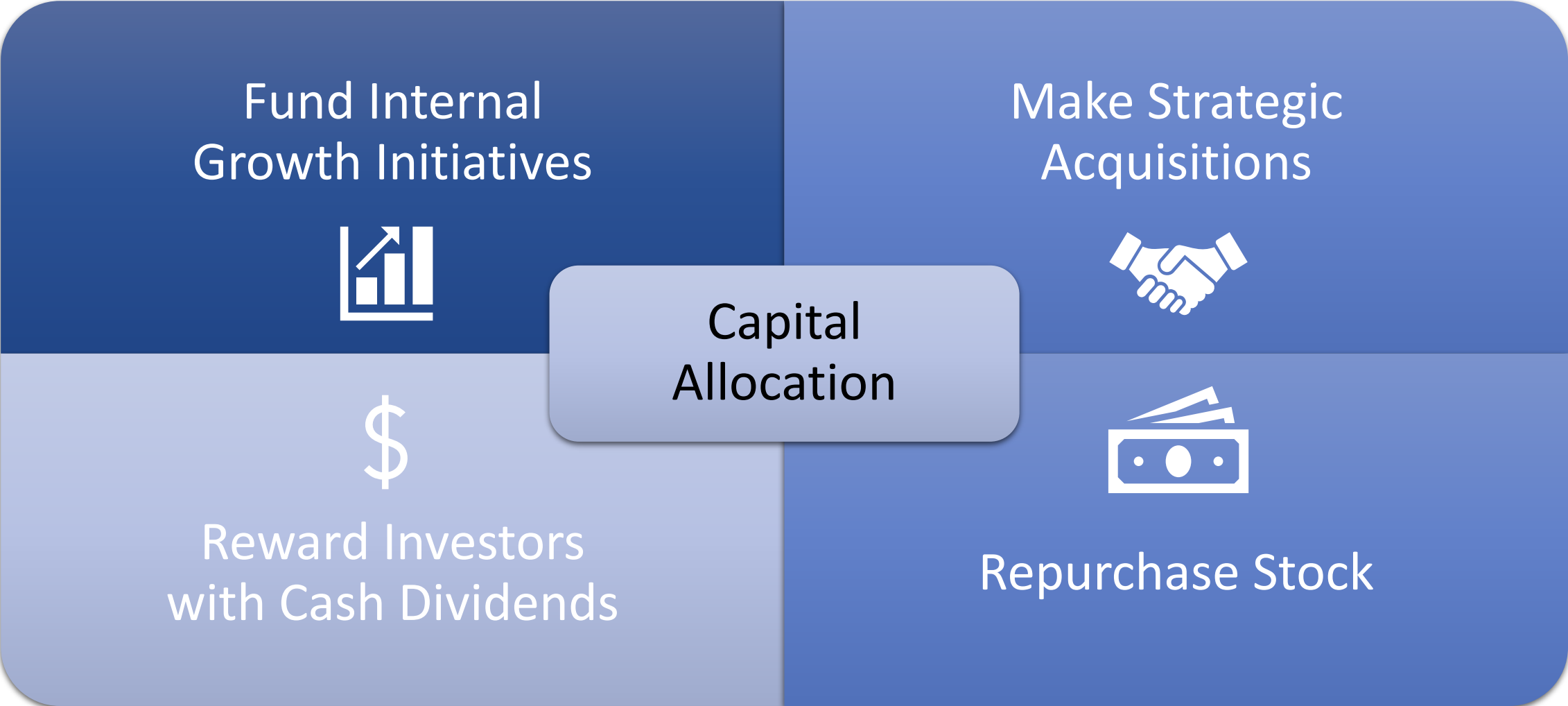
CONSUMER GROUP



(\$ in millions, except per share amounts)	4Q 2022	4Q 2021	% Change
Sales	\$683	\$629	+8.6%
EBIT ¹	\$79	\$91	-13.1%
Adjusted EBIT ¹	\$80	\$94	-14.2%
Adjusted EBIT Margin ¹	11.8%	14.9%	-310 bps

- Top-line growth driven by improved supply of key alkyd resins produced by manufacturing plant acquired in September, price increases and success with caulks and sealants, which are popular among professional remodelers
- North American markets grew; European markets remained challenged due to macroeconomic headwinds in the region
- Adjusted EBIT impacted by continued raw material cost inflation and higher costs from ongoing shipping challenges and industry labor shortages
- In response, the Consumer Group has been instituting price increases to catch up with inflation, building resilience in its supply chain, and investing in capacity and process improvements to better respond to customer demand

(1) EBIT, Adjusted EBIT, and Adjusted EBIT Margin are non-GAAP financial measures. Refer to Appendix for reconciliations between GAAP and non-GAAP measures.





Recession-resistant
maintenance business



Return of
the professional
remodeler



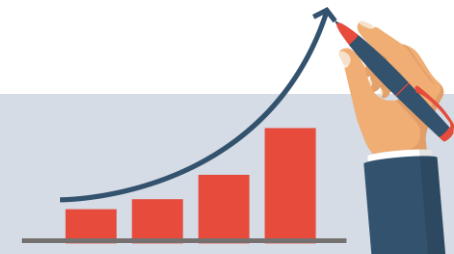
Government spending
programs on infrastructure
and energy efficiency



Reshoring of manufacturing
Focus upon pharmaceutical,
food, technology (semiconductors)
and energy security



Operational improvements to
expand margins and improve
cash flow

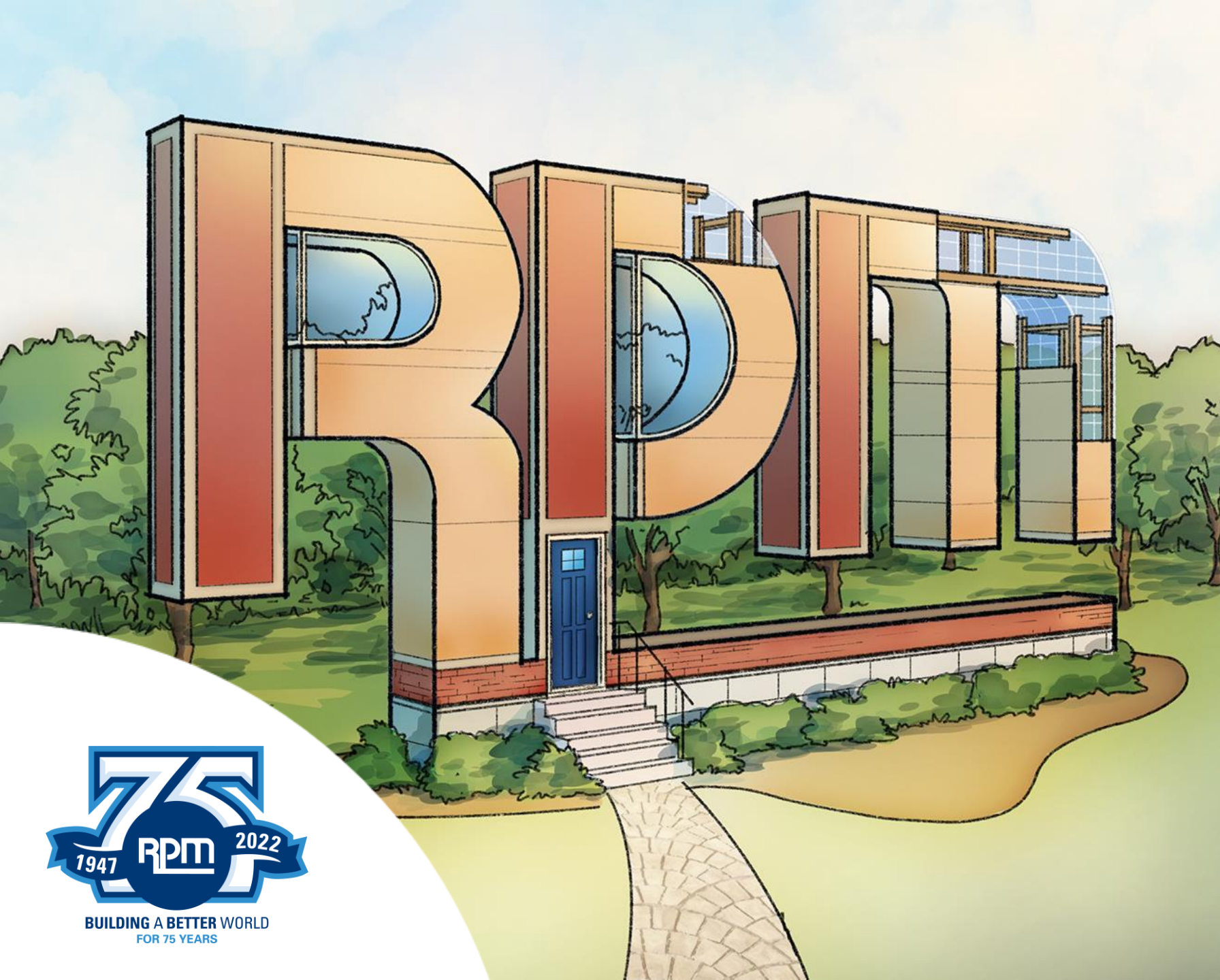


Margin recovery and
normalizing supply

CATEGORY	OUTLOOK (YOY)
SALES Consolidated	Increase in the mid-teens
Construction Products Group	Increase in the teens
Performance Coatings Group	Increase in the teens
Specialty Products Group	Increase in the teens
Consumer Group	Increase in the teens
ADJUSTED EBIT Consolidated	Increase 20% to 25%

Factors Expected to Impact 1Q23 Results

- (+) Capitalizing on market opportunities and industry trends (restoration, energy efficiency)
- (+) Investing in growth initiatives and manufacturing capacity
- (+) Continuous improvement culture creating greater efficiencies
- (+) Continuing to implement price increases
- (+) Consumer Group turnaround
- (-) Continued raw material, freight & wage inflation
- (-) Continued impact of supply chain disruption (unreliable bulk transportation, fuel surcharges)
- (-) Rising interest rates
- (-) Strengthening U.S. dollar
- (-) Uncertainty resulting from war in Ukraine
- (-) Macroeconomic undercurrents suggesting potential recession



APPENDIX

Reconciliations of Non-GAAP to GAAP Measures

July 25, 2022



Consolidated Statements of Income: Three Months



(\$ in thousands, except per share and percent data)
(Unaudited)

	Three Months Ended May 31,				
	2022	%	2021	%	% Change
Net Sales	\$ 1,983,890		\$ 1,744,307		13.7
Cost of Sales	1,245,388	62.8	1,050,916	60.2	
Gross Profit	738,502	37.2	693,391	39.8	
SG&A	498,039	25.0	466,471	26.8	
Restructuring Expense	1,148	0.1	5,826	0.3	
(Gain) on Sales of Assets, Net	(9,492)	(0.5)	-	-	
Other (Income) Expense, Net	(2,845)	(0.1)	6,132	0.4	
EBIT** (non-GAAP measure)	251,652	12.7	214,962	12.3	17.1
Interest Expense	23,801	1.2	21,425	1.2	
Investment Expense (Income), Net	6,174	0.3	(10,716)	(0.6)	
Income Before Taxes	221,677	11.2	204,253	11.7	
Provision for Income Taxes	22,371	1.2	47,889	2.7	
Net Income	199,306	10.0	156,364	9.0	27.5
Less: Net Income Attributable to Noncontrolling Interests	301	0.0	217	0.0	
Net Income Attributable to RPM Stockholders	\$ 199,005	10.0	\$ 156,147	9.0	27.4
Diluted EPS	\$ 1.54		\$ 1.20		28.3

NOTE – Refer to “Non-GAAP Financial Measures” slide for definition of EBIT.

Consolidated Statements of Income: Fiscal Year



(\$ in thousands, except per share and percent data)
(Unaudited)

	Fiscal Year Ended May 31,				
	2022	%	2021	%	% Change
Net Sales	\$ 6,707,728		\$ 6,106,288		9.8
Cost of Sales	4,274,675	63.7	3,701,129	60.6	
Gross Profit	2,433,053	36.3	2,405,159	39.4	
SG&A	1,788,284	26.7	1,664,026	27.3	
Restructuring Expense	6,276	0.1	18,106	0.3	
(Gain) on Sales of Assets, Net	(51,983)	(0.8)	-	-	
Other (Income) Expense, Net	(11,846)	(0.2)	13,639	0.2	
EBIT** (non-GAAP measure)	702,322	10.5	709,388	11.6	(1.0)
Interest Expense	87,928	1.3	85,400	1.4	
Investment Expense (Income), Net	7,595	0.2	(44,450)	(0.7)	
Income Before Taxes	606,799	9.0	668,438	10.9	
Provision for Income Taxes	114,333	1.7	164,938	2.7	
Net Income	492,466	7.3	503,500	8.2	(2.2)
Less: Net Income Attributable to Noncontrolling Interests	985	0.0	857	0.0	
Net Income Attributable to RPM Stockholders	\$ 491,481	7.3	\$ 502,643	8.2	(2.2)
Diluted EPS	\$ 3.79		\$ 3.87		(2.1)

NOTE – Refer to “Non-GAAP Financial Measures” slide for definition of EBIT.

The following are the non-GAAP financial measures used in this presentation:

***Interest (Income) Expense, Net** includes the combination of interest (income) expense and investment (income) expense, net.

****EBIT** is defined as earnings (loss) before interest and taxes. Management uses EBIT, as defined, as a measure of operating performance, since interest (income) expense, net, essentially relates to corporate functions, as opposed to segment operations.

*****Adjusted EBIT** is defined as earnings (loss) before interest and taxes, adjusted for items that management does not consider to be indicative of ongoing operations. Management uses Adjusted EBIT, as defined, as a measure of operating performance, since interest expense, net, essentially relates to corporate functions, as opposed to segment operations. Tables reconciling this non-GAAP data with GAAP measures are available in the appendix of this presentation.

- a) Charges recorded in Cost of Goods Sold related to inventory write-offs in connection with restructuring activities, partially offset by subsequent recoveries and revisions of accrual estimates.
- b) Reflects restructuring charges, including headcount reductions, closures of facilities and related costs, and accelerated vesting of equity awards, all in relation to our Margin Acceleration Plan (“MAP to Growth”) and other cost-savings related initiatives.
- c) Accelerated costs, including depreciation and amortization expense related to the shortened useful lives of facilities, equipment, and ERP systems that are currently in use, but are in the process of being retired associated with various MAP to Growth initiatives including facility closures, exiting a business, and ERP consolidation.
- d) Reflects write-offs and subsequent collections of amounts previously written off to our allowance for doubtful accounts as a result of a change in market and leadership strategy.
- e) Includes implementation costs associated with our ERP consolidation plan and decision support tools.
- f) Comprises professional fees incurred in connection with our MAP to Growth and other strategic initiatives.
- g) Acquisition costs reflect amounts included in gross profit for inventory step-ups and reserve adjustments associated with completed acquisitions and third-party consulting fees incurred in evaluating potential acquisition targets.
- h) Reflects unusual compensation costs that resulted from executive departures related to our MAP to Growth, including stock and deferred compensation plan arrangements, offset by subsequent revisions of accrual estimates.
- i) Reflects unusual compensation costs, net of insurance proceeds that resulted from executive departures unrelated to our MAP to Growth.
- j) Reflects gains upon divestiture of a business.
- k) Reflects prepaid asset and inventory write-off related to the discontinuation of a product line targeting OEM markets and subsequent recoveries of previously recorded charges related to the discontinuation of a product line. This resulted from ongoing product line rationalization efforts in connection with our MAP to Growth.
- l) Reflects the favorable adjustment as a result of the resolution of a contingent liability related to a FY18 charge to exit our Flowcrete business in China.
- m) Reflects charges related to the Final Judgement entered by the court, resolving our legacy “SEC Investigation & Enforcement Action.”
- n) Reflects the net gain associated with the sale and leaseback of certain real property assets within our CPG and SPG segments during 2022.
- o) Foreign exchange loss on early payment of the \$100 million term loan in Q4 of fiscal 2022.
- p) Investment returns include realized net gains and losses on sales of investments and unrealized net gains and losses on equity securities, which are adjusted due to their inherent volatility. Management does not consider these gains and losses, which cannot be predicted with any level of certainty, to be reflective of the company's core business operations.
- q) FY22 includes income tax benefits associated with a reduction of the deferred income tax liability for unremitted foreign earnings and the reversal of valuation allowance against foreign tax credits. FY21 includes income tax charges for an increase to our deferred income tax liability for withholding taxes on additional unremitted foreign earnings not considered permanently reinvested and for income tax charges related to certain foreign legal entity restructurings.

Reconciliation of "Reported" to "Adjusted" EPS: Three Months



(Unaudited)

<u>Reconciliation of Reported Earnings per Diluted Share to Adjusted Earnings per Diluted Share (All amounts presented after-tax):</u>	Three Months Ended May 31,	
	2022	2021
Reported Earnings per Diluted Share	\$ 1.54	\$ 1.20
Restructuring expense (b)	-	0.04
Accelerated expense - other (c)	-	0.01
Receivable write-offs (d)	-	0.01
ERP consolidation plan (e)	0.01	0.01
Professional fees (f)	0.09	0.07
Divestitures (j)	-	(0.01)
(Gain) on Sales of Assets, Net (n)	(0.06)	-
Foreign exchange loss on settlement of debt (o)	0.01	-
Investment loss (returns) (p)	0.07	(0.09)
Discrete tax adjustments (q)	(0.24)	0.04
Adjusted Earnings per Diluted Share****	\$ 1.42	\$ 1.28

****Adjusted EPS is provided for the purpose of adjusting diluted earnings per share for items impacting earnings that are not considered by management to be indicative of ongoing operations.

NOTE – Refer to “Adjustments Detail” slide for further information on adjustments outlined above.

Reconciliation of "Reported" to "Adjusted" EPS: Fiscal Year



(Unaudited)

Reconciliation of Reported Earnings per Diluted Share to Adjusted Earnings per Diluted Share (All amounts presented after-tax):

	Fiscal Year Ended May 31,	
	2022	2021
Reported Earnings per Diluted Share	\$ 3.79	\$ 3.87
Inventory-related charges (a)	-	0.01
Restructuring expense (b)	0.04	0.15
Accelerated expense - other (c)	0.01	0.04
Receivable write-offs (d)	-	0.01
ERP consolidation plan (e)	0.02	0.03
Professional fees (f)	0.20	0.20
Acquisition-related costs (g)	0.02	0.01
Unusual costs triggered by executive departures (h)	-	0.02
Unusual executive costs, net of insurance proceeds (i)	0.03	(0.01)
Divestitures (j)	-	(0.01)
SEC Settlement (m)	-	0.01
(Gain) on Sales of Assets, Net (n)	(0.34)	-
Foreign exchange loss on settlement of debt (o)	0.01	-
Investment loss (returns) (p)	0.12	(0.25)
Discrete tax adjustments (q)	(0.24)	0.08
Adjusted Earnings per Diluted Share****	\$ 3.66	\$ 4.16

****Adjusted EPS is provided for the purpose of adjusting diluted earnings per share for items impacting earnings that are not considered by management to be indicative of ongoing operations.

NOTE – Refer to “Adjustments Detail” slide for further information on adjustments outlined above.

EBIT** (Non-GAAP Measure): RPM Consolidated: Three Months



(\$ in thousands, except per share and percent data)
(Unaudited)

	Three Months Ended May 31,	
	2022	2021
Net Income	\$ 199,306	\$ 156,364
Provision for Income Taxes	22,371	47,889
Income Before Income Taxes	221,677	204,253
Interest Expense	23,801	21,425
Investment Expense (Income), Net	6,174	(10,716)
EBIT** (non-GAAP measure)	251,652	214,962
Inventory-related charges (a)	-	577
Restructuring (credit) expense (b)	(346)	6,821
Accelerated expense - other (c)	134	1,151
Receivable (recoveries) write-offs (d)	(47)	1,945
ERP consolidation plan (e)	1,049	1,333
Professional fees (f)	15,293	11,105
Acquisition-related costs (g)	419	546
Unusual executive costs, net of insurance proceeds (i)	912	262
Divestitures (j)	-	(2,506)
Discontinued product line (k)	558	-
(Gain) on Sales of Assets, Net (n)	(7,257)	-
Foreign exchange loss on settlement of debt (o)	1,357	-
Adjusted EBIT*** (non-GAAP measure)	\$ 263,724	\$ 236,196
Net Sales	\$ 1,983,890	\$ 1,744,307
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	13.3%	13.5%

NOTE – Refer to “Non-GAAP Financial Measures” slide for definitions of non-GAAP measures identified (*) in the table above and “Adjustments Detail” slide for further information on adjustments outlined above.

EBIT** (Non-GAAP Measure): RPM Consolidated: Fiscal Year



(\$ in thousands, except per share and percent data)
(Unaudited)

	Fiscal Year Ended May 31,	
	2022	2021
Net Income	\$ 492,466	\$ 503,500
Provision for Income Taxes	114,333	164,938
Income Before Income Taxes	606,799	668,438
Interest Expense	87,928	85,400
Investment Expense (Income), Net	7,595	(44,450)
EBIT** (non-GAAP measure)	702,322	709,388
Inventory-related charges (a)	43	1,967
Restructuring expense (b)	5,863	23,954
Accelerated expense - other (c)	1,209	5,966
Receivable (recoveries) write-offs (d)	(227)	1,553
ERP consolidation plan (e)	3,873	4,711
Professional fees (f)	34,244	33,888
Acquisition-related costs (g)	2,776	1,724
Unusual (credits) costs triggered by executive departures (h)	(8)	2,832
Unusual executive costs, net of insurance proceeds (i)	5,590	(1,006)
Divestitures (j)	-	(1,715)
Discontinued product line (k)	558	(384)
Adjustment to exit Flowcrete China (l)	-	(305)
SEC Settlement (m)	-	2,000
(Gain) on Sales of Assets, Net (n)	(49,163)	-
Foreign exchange loss on settlement of debt (o)	1,357	-
Adjusted EBIT*** (non-GAAP measure)	\$ 708,437	\$ 784,573
Net Sales	\$ 6,707,728	\$ 6,106,288
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	10.6%	12.8%

NOTE – Refer to “Non-GAAP Financial Measures” slide for definitions of non-GAAP measures identified (*) in the table above and “Adjustments Detail” slide for further information on adjustments outlined above.

EBIT** (Non-GAAP Measure): Construction Products Segment: Three Months



(\$ in thousands, except per share and percent data)
(Unaudited)

	Three Months Ended May 31,	
	2022	2021
Income Before Income Taxes	\$ 120,286	\$ 107,160
Add: Interest Expense, Net*	1,419	1,705
EBIT** (non-GAAP measure)	121,705	108,865
Inventory-related charges (a)	-	114
Restructuring (credit) expense (b)	(510)	2,510
Accelerated expense - other (c)	87	403
ERP consolidation plan (e)	70	731
Professional fees (f)	1,062	77
Divestitures (j)	-	(2,323)
Adjusted EBIT*** (non-GAAP measure)	\$ 122,414	\$ 110,377
Net Sales	\$ 745,908	\$ 629,386
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	16.4%	17.5%

NOTE – Refer to “Non-GAAP Financial Measures” slide for definitions of non-GAAP measures identified (*) in the table above and “Adjustments Detail” slide for further information on adjustments outlined above.

EBIT** (Non-GAAP Measure): Construction Products Segment: Fiscal Year



(\$ in thousands, except per share and percent data)
(Unaudited)

	Fiscal Year Ended May 31,	
	2022	2021
Income Before Income Taxes	\$ 396,509	\$ 291,773
Add: Interest Expense, Net*	6,673	8,030
EBIT** (non-GAAP measure)	403,182	299,803
Inventory-related (recoveries) charges (a)	(59)	63
Restructuring expense (b)	978	7,717
Accelerated expense - other (c)	657	2,876
ERP consolidation plan (e)	667	1,243
Professional fees (f)	1,724	433
Unusual executive costs, net of insurance proceeds (i)	805	-
Divestitures (j)	-	(2,174)
Adjustment to exit Flowcrete China (l)	-	(305)
(Gain) on Sales of Assets, Net (n)	(41,906)	-
Adjusted EBIT*** (non-GAAP measure)	\$ 366,048	\$ 309,656
Net Sales	\$ 2,486,486	\$ 2,076,565
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	14.7%	14.9%

NOTE – Refer to “Non-GAAP Financial Measures” slide for definitions of non-GAAP measures identified (*) in the table above and “Adjustments Detail” slide for further information on adjustments outlined above.

EBIT** (Non-GAAP Measure): Performance Coatings Segment: Three Months



(\$ in thousands, except per share and percent data)
(Unaudited)

	Three Months Ended May 31,	
	2022	2021
Income Before Income Taxes	\$ 41,219	\$ 25,968
Add: Interest (Income), Net*	(168)	(76)
EBIT** (non-GAAP measure)	41,051	25,892
Restructuring (credit) expense (b)	(55)	1,417
Accelerated expense - other (c)	3	168
Receivable (recoveries) write-offs (d)	(47)	1,945
ERP consolidation plan (e)	895	283
Professional fees (f)	738	956
Acquisition-related costs (g)	-	546
Divestitures (j)	-	(183)
Adjusted EBIT*** (non-GAAP measure)	\$ 42,585	\$ 31,024
Net Sales	\$ 329,392	\$ 283,311
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	12.9%	11.0%

NOTE – Refer to “Non-GAAP Financial Measures” slide for definitions of non-GAAP measures identified (*) in the table above and “Adjustments Detail” slide for further information on adjustments outlined above.

EBIT** (Non-GAAP Measure): Performance Coatings Segment: Fiscal Year



(\$ in thousands, except per share and percent data)
(Unaudited)

	Fiscal Year Ended May 31,	
	2022	2021
Income Before Income Taxes	\$ 139,068	\$ 90,687
Add: Interest (Income), Net*	(575)	(128)
EBIT** (non-GAAP measure)	138,493	90,559
Inventory-related charges (a)	-	37
Restructuring expense (b)	1,017	5,089
Accelerated expense - other (c)	17	1,885
Receivable (recoveries) write-offs (d)	(227)	1,553
ERP consolidation plan (e)	3,122	1,448
Professional fees (f)	3,313	3,120
Acquisition-related costs (g)	339	546
Unusual executive costs, net of insurance proceeds (i)	472	-
Divestitures (j)	-	(183)
Adjusted EBIT*** (non-GAAP measure)	\$ 146,546	\$ 104,054
Net Sales	\$ 1,188,379	\$ 1,028,456
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	12.3%	10.1%

NOTE – Refer to “Non-GAAP Financial Measures” slide for definitions of non-GAAP measures identified (*) in the table above and “Adjustments Detail” slide for further information on adjustments outlined above.

EBIT** (Non-GAAP Measure): Specialty Products Segment: Three Months



(\$ in thousands, except per share and percent data)
(Unaudited)

	Three Months Ended May 31,	
	2022	2021
Income Before Income Taxes	\$ 50,909	\$ 34,827
Add: Interest Expense, Net*	4	65
EBIT** (non-GAAP measure)	50,913	34,892
Restructuring (credit) expense (b)	(346)	1,087
Accelerated expense - other (c)	12	297
ERP consolidation plan (e)	-	7
Professional fees (f)	352	9
Unusual costs, net of insurance proceeds (i)	520	(10)
(Gain) on Sales of Assets, Net (n)	(7,257)	-
Adjusted EBIT*** (non-GAAP measure)	\$ 44,194	\$ 36,282
Net Sales	\$ 225,766	\$ 202,751
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	19.6%	17.9%

NOTE – Refer to “Non-GAAP Financial Measures” slide for definitions of non-GAAP measures identified (*) in the table above and “Adjustments Detail” slide for further information on adjustments outlined above.

EBIT** (Non-GAAP Measure): Specialty Products Segment: Fiscal Year



(\$ in thousands, except per share and percent data)
(Unaudited)

	Fiscal Year Ended May 31,	
	2022	2021
Income Before Income Taxes	\$ 121,937	\$ 108,242
Add: Interest Expense, Net*	86	284
EBIT** (non-GAAP measure)	122,023	108,526
Inventory-related charges (a)	101	-
Restructuring expense (b)	532	2,823
Accelerated expense - other (c)	463	701
ERP consolidation plan (e)	-	1,241
Professional fees (f)	352	1,921
Acquisition-related costs (g)	(45)	-
Unusual (credits) costs triggered by executive departures (h)	(8)	46
Unusual costs, net of insurance proceeds (i)	520	(10)
(Gain) on Sales of Assets, Net (n)	(7,257)	-
Adjusted EBIT*** (non-GAAP measure)	\$ 116,681	\$ 115,248
Net Sales	\$ 790,816	\$ 705,990
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	14.8%	16.3%

NOTE – Refer to “Non-GAAP Financial Measures” slide for definitions of non-GAAP measures identified (*) in the table above and “Adjustments Detail” slide for further information on adjustments outlined above.

EBIT** (Non-GAAP Measure): Consumer Segment: Three Months



(\$ in thousands, except per share and percent data)
(Unaudited)

	Three Months Ended May 31,	
	2022	2021
Income Before Income Taxes	\$ 79,172	\$ 90,976
Add: Interest (Income) Expense, Net*	(55)	56
EBIT** (non-GAAP measure)	79,117	91,032
Inventory-related charges (a)	-	463
Restructuring expense (b)	565	1,759
Accelerated expense - other (c)	32	283
Professional fees (f)	-	46
Discontinued product line (k)	558	-
Adjusted EBIT*** (non-GAAP measure)	\$ 80,272	\$ 93,583
Net Sales	\$ 682,824	\$ 628,859
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	11.8%	14.9%

NOTE – Refer to “Non-GAAP Financial Measures” slide for definitions of non-GAAP measures identified (*) in the table above and “Adjustments Detail” slide for further information on adjustments outlined above.

EBIT** (Non-GAAP Measure): Consumer Segment: Fiscal Year



(\$ in thousands, except per share and percent data)
(Unaudited)

	Fiscal Year Ended May 31,	
	2022	2021
Income Before Income Taxes	\$ 175,084	\$ 354,789
Add: Interest (Income) Expense, Net*	(266)	242
EBIT** (non-GAAP measure)	174,818	355,031
Inventory-related charges (a)	1	1,867
Restructuring expense (b)	1,762	8,134
Accelerated expense - other (c)	72	504
ERP consolidation plan (e)	-	84
Professional fees (f)	16	322
Acquisition-related costs (g)	-	1,178
Unusual costs triggered by executive departures (h)	-	2,000
Unusual executive costs, net of insurance proceeds (i)	776	-
Discontinued product line (k)	558	(384)
Adjusted EBIT*** (non-GAAP measure)	\$ 178,003	\$ 368,736
Net Sales	\$ 2,242,047	\$ 2,295,277
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	7.9%	16.1%

NOTE – Refer to “Non-GAAP Financial Measures” slide for definitions of non-GAAP measures identified (*) in the table above and “Adjustments Detail” slide for further information on adjustments outlined above.