



Fiscal 2023 Fourth-Quarter and Year-End Results

July 26, 2023

RPM
LISTED
NYSE

Forward-Looking Statements & Regulation G

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 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; (m) risks relating to the Russian invasion of Ukraine and other wars; (n) risks related to data breaches and data privacy violations; and (o) 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, 2022, 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.rpminc.com under Investor Information/Presentations.

Record Consolidated Q4-23 Sales, Adjusted EBIT and Cash Flow From Operations

FINANCIAL HIGHLIGHTS

\$2.02B

RECORD Q4 SALES
+1.6%

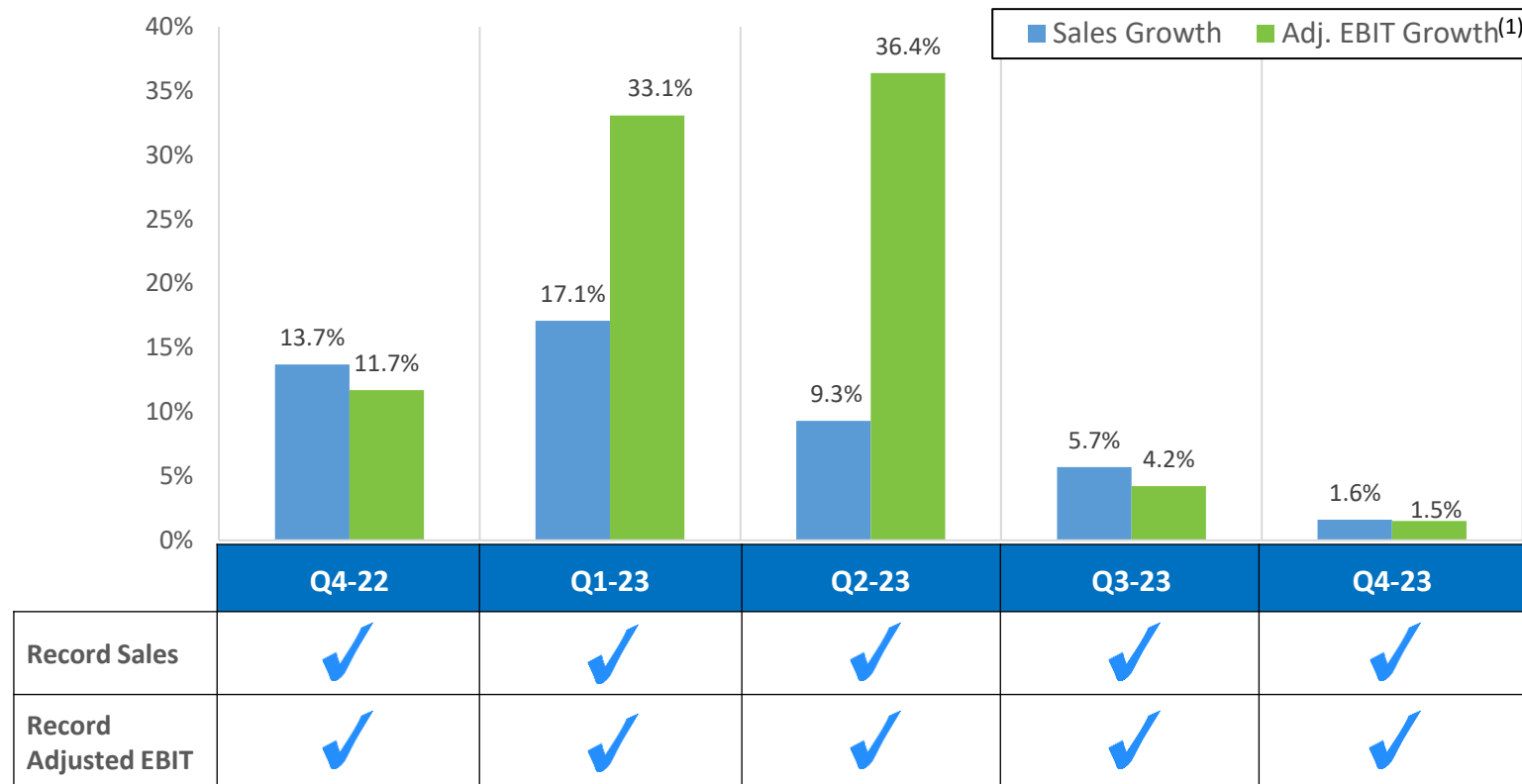
\$267.8M

RECORD Q4
ADJUSTED EBIT¹
+1.5%

\$314.1M

Q4 RECORD
CASH FLOW FROM
OPERATING ACTIVITIES

Consolidated Sales and Adjusted EBIT Growth



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

Agility and MAP 2025 Drive Record Fourth-Quarter Consolidated Results

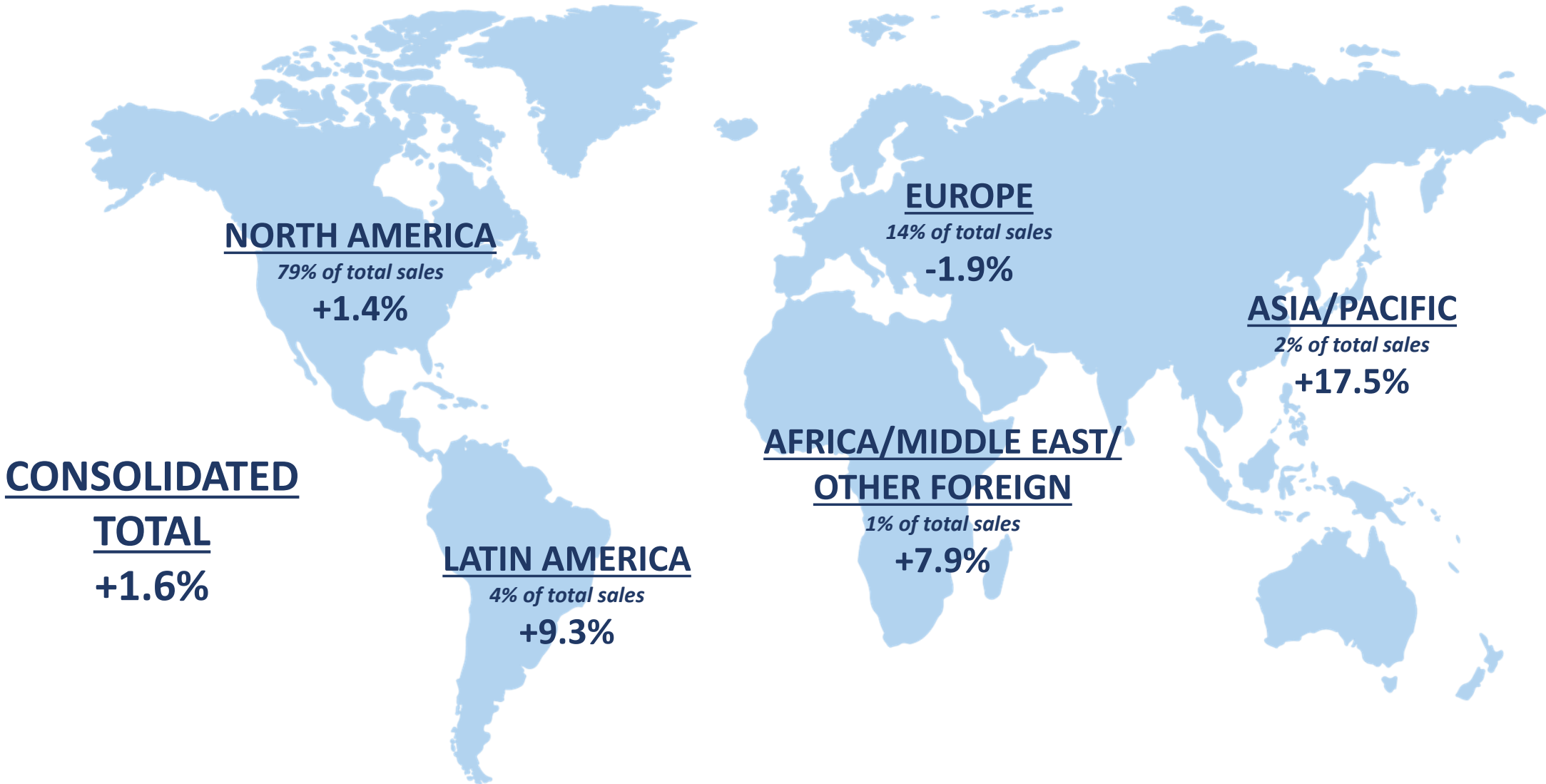
	CPG	PCG	SPG	Consumer	Consolidated
Record Sales	✓	✓		✓	✓
Record Adjusted EBIT ¹	✓	✓			✓

HIGHLIGHTS

- Record consolidated sales and adjusted EBIT, despite prioritizing cash flow over profitability
- Strong demand from infrastructure and reshoring capital projects
- MAP 2025 process improvements provided agility in responding to demand changes
- Strategic focus on maintenance and repair provided resilience to CPG results
- Weakness, largely due to destocking, in certain new build construction sectors and OEM
- Record Q4 adjusted EBIT driven by sales growth, MAP 2025 benefits, and Consumer margin recovery toward historical averages, partially offset by lower fixed-cost utilization, FX and continued cost inflation

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

Sales Growth in USD by Region | Q4-23



Fiscal 2023 Fourth-Quarter Financial Results | Consolidated

Record Q4 sales and adjusted EBIT

(\$ in millions, except per share amounts)	Q4 2023	Q4 2022	% Change
Sales	\$2,016	\$1,984	+1.6%
EBIT ¹	\$236	\$252	-6.0%
Adjusted EBIT ¹	\$268	\$264	+1.5%
Adjusted EBIT Margin ¹	13.3%	13.3%	No change
Net Income	\$151	\$199	-23.9%
Diluted EPS	\$1.18	\$1.54	-23.4%
Adjusted Diluted EPS ¹	\$1.36	\$1.42	-4.2%

(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.

KEY POINTS

- Record Q4 sales of \$2.02 billion include FX headwinds of 1.4%
- Sales driven by increased pricing in response to continued inflation and volume increases at business serving infrastructure and reshoring capital projects
- Record Q4 adjusted EBIT driven by sales growth, MAP 2025 initiatives, and Consumer margin recovery toward historical averages
- Headwinds to profitability from lower fixed-cost utilization due to lower volumes and internal initiatives to normalize inventories
- Additional cost reduction actions at certain businesses with declining volumes
- Higher interest expense drove adjusted EPS decline

Fiscal 2023 Fourth-Quarter Financial Results

CPG record Q4 sales and adjusted EBIT

CONSTRUCTION PRODUCTS GROUP



(\$ in millions, except margins)	Q4 2023	Q4 2022	% Change
Sales	748	746	+0.3%
EBIT ¹	117	122	-3.6%
Adjusted EBIT ¹	124	122	+1.7%
Adjusted EBIT Margin ¹	16.6%	16.4%	+20 bps

- Record sales led by price increases and strength in concrete admixtures, which benefited from increased demand from capital spending on infrastructure and reshoring projects
- Sales achieved despite challenging prior-year comparison when sales increased 18.5%
- Restoration systems for roofing, facades and parking structures also contributed to growth and benefited from strategic focus on repair and maintenance and service model
- Weak demand, including destocking, in new residential and certain commercial construction
- Record adjusted EBIT from price increases and MAP 2025 benefits, offset by reduced fixed-cost leverage from lower volumes and internal initiatives to reduce inventories
- Cost reduction actions taken in Q4-23

(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 2023 Fourth-Quarter Financial Results

Continued strong results with record Q4 sales and adjusted EBIT

PERFORMANCE COATINGS GROUP



(\$ in millions, except margins)	Q4 2023	Q4 2022	% Change
Sales	358	329	+8.8%
EBIT ¹	49	41	+20.2%
Adjusted EBIT ¹	52	43	+21.5%
Adjusted EBIT Margin ¹	14.4%	12.9%	+150 bps

- Record Q4 sales from growth in fiberglass grating, protective coatings and flooring systems which serve infrastructure, reshoring and energy capital projects with engineered solutions
- Pricing also contributed to growth
- FX reduced sales by 2.5% and negatively impacted adjusted EBIT
- Record Q4 adjusted EBIT driven by strong sales growth and MAP 2025 benefits
- Adjusted EBIT growth achieved in addition to strong prior-year results, which increased 37.3%

(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 2023 Fourth-Quarter Financial Results

Sales and adjusted EBIT negatively impacted by OEM slowdown and destocking

SPECIALTY PRODUCTS GROUP



(\$ in millions, except margins)	Q4 2023	Q4 2022	% Change
Sales	193	226	-14.3%
EBIT ¹	8	51	-83.4%
Adjusted EBIT ¹	16	44	-63.1%
Adjusted EBIT Margin ¹	8.4%	19.6%	-1120 bps

- Lower volumes at businesses supplying OEM customers, compounded by destocking
- Challenging comparisons to Q4-22, when disaster restoration business had strong sales as it made progress in resolving microchip supply chain issues and from divestiture of non-core furniture warranty business in Q3-23
- Adjusted EBIT decline driven by reduced fixed-cost leverage and unfavorable product mix
- Adjusted EBIT disproportionately impacted by RPM inventory normalization initiatives since SPG has highest concentration of intercompany sales
- \$3.4 million expense related to the resolution of a legal matter
- Cost reduction actions taken in Q4-23

(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 2023 Fourth-Quarter Financial Results

Strong adjusted EBIT growth driven by MAP 2025 benefits and improved pricing

CONSUMER GROUP



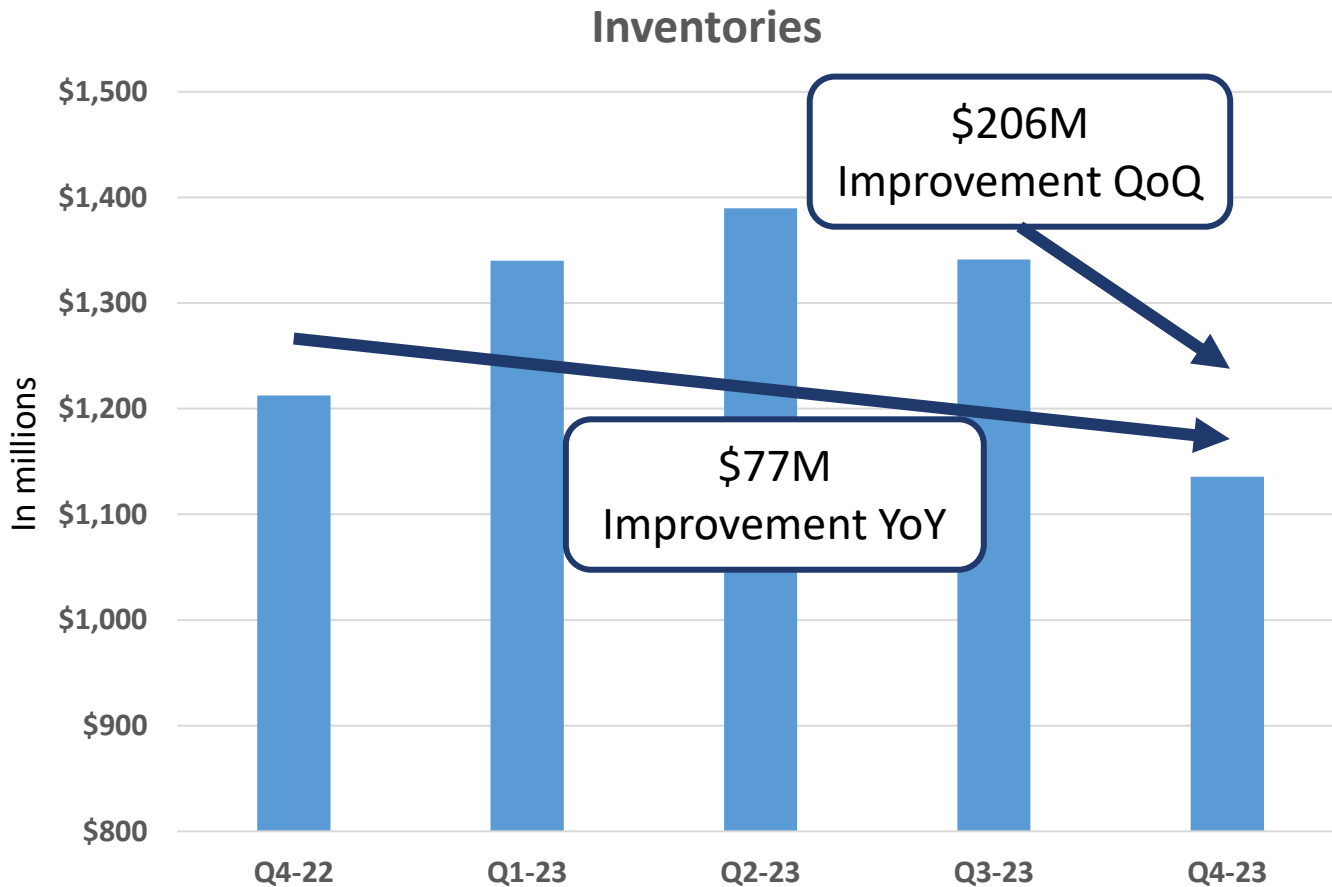
(\$ in millions, except margins)	Q4 2023	Q4 2022	% Change
Sales	716	683	+4.9%
EBIT ¹	103	79	+30.0%
Adjusted EBIT ¹	105	80	+30.4%
Adjusted EBIT Margin ¹	14.6%	11.8%	+280 bps

- Record sales driven by price increases in response to continued cost inflation
- Volumes declined due to a slowdown in consumer takeaway, including destocking
- MAP 2025 initiatives allowed businesses to quickly respond to typical seasonal demand increase late in quarter
- Share gains helped limit the volume decline
- MAP 2025 benefits and solid sales increases resulted in margins approaching historical averages following supply chain disruptions in prior-year period

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



Inventory Management Drives Q4 Cash Flow From Operations



Q4-23 Update

- Paid \$213.9 million in dividends and repurchased \$50.0 million of shares in FY23
- Reduced inventories by \$205.8 million from Q3-23 and \$77.1 million from Q4-22
- Record Q4-23 cash flow from operations +\$314.1 million compared to +\$22.8 million in Q4-22
- Strong liquidity of \$1.03 billion
- \$138.8 million debt reduction from Q3-23

Engineered Solutions to Serve Global Infrastructure Market



**Hydroelectric Plant
Fire Protection
Manitoba, Canada**



**Hartsfield Airport
Wall System
Georgia, USA**



**Gare du Nord Station
Floor System
Paris, France**



**Maharashtra Tunnel
Fire Protection
Maharashtra, India**



**Tacoma Narrows Bridge
Protective FRP
Washington, USA**



**Water Treatment Plant
Concrete Admixtures
& Sealants
Antioquia, Colombia**



**UHE Tibagi Dam
Concrete Admixtures
& Waterproofing
Parana, Brazil**



**Sydney Harbor Bridge
Concrete Repair &
Waterproofing
Sydney, Australia**



Fiscal 2024 First-Quarter Guidance

CATEGORY	Q1-24 OUTLOOK (YOY)	PRIOR-YEAR RESULTS	PRIOR-YEAR RECORD
SALES Consolidated	+LSD %	+17.1%	✓
Construction Products Group	+LSD %	+13.2%	✓
Performance Coatings Group	+MSD %	+19.2%	✓
Specialty Products Group	-HSD %	+11.3%	✓
Consumer Group	+LSD %	+22.5%	✓
ADJUSTED EBIT Consolidated	+HSD %	+33.1%	✓

LSD = Low Single Digit | MSD = Mid Single Digit | HSD = High Single Digit

Expected Trends in Q1

- | | |
|---|--------------------------------------|
| (+) MAP 2025 improvements | (-) OEM softness |
| (+) Infrastructure / reshoring spending | (-) Slowdown in certain construction |
| (+) Moderating inflation | (-) Reduced benefit from pricing |
| (+) Improved destocking trends | (-) Record prior-year comparisons |

Fiscal Year 2024 Guidance

CATEGORY	FY24 OUTLOOK (YOY)	PRIOR-YEAR RESULTS	PRIOR-YEAR RECORD
SALES Consolidated	+MSD %	+8.2%	✓
ADJUSTED EBIT Consolidated	+LDD to +Mid-Teen %	+18.8%	✓

MSD = Mid Single Digit | LDD = Low Double Digit

Expected FY24 Trends

- Modest economic growth
- Continued MAP 2025 benefits
- Strength in infrastructure / reshoring
- Moderating headwinds from inflation, destocking and FX
- Continuing uncertainty around commercial construction
- Stronger growth in 2H-24, including less challenging comparisons

Expected FY24 Trends by Segment

CPG

- (+) Concrete admixtures
- (+) Focus on repair and maintenance
- (+) Reshoring
- (+) Infrastructure
- (+) Residential stabilization
- (-) Uncertain commercial construction

PCG

- (+) Reshoring
- (+) Infrastructure
- (+) Energy
- (-) Challenging comparisons

SPG

- (+) Easier 2H-24 comparisons
- (+) Reduced destocking headwinds

Consumer

- (+) Stabilizing volumes in 2H-24
- (-) Annualization of price increases implemented last year



Appendix

Reconciliation of Non-GAAP to GAAP Measures

July 26, 2023

Consolidated Statements of Income: Three Months

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

	Three Months Ended May 31,				
	2023	%	2022	%	% Change
Net Sales	\$ 2,016,210		\$ 1,983,890		1.6
Cost of Sales	1,241,062	61.6	1,245,388	62.8	
Gross Profit	775,148	38.4	738,502	37.2	
SG&A	530,071	26.3	498,039	25.0	
Restructuring Expense	8,685	0.4	1,148	0.1	
(Gain) on Sales of Assets, Net	(2,751)	(0.1)	(9,492)	(0.5)	
Other Expense (Income), Net	2,712	0.1	(2,845)	(0.1)	
EBIT** (non-GAAP measure)	236,431	11.7	251,652	12.7	(6.0)
Interest Expense	33,630	1.7	23,801	1.2	
Investment (Income) Expense, Net	(3,838)	(0.2)	6,174	0.3	
Income Before Taxes	206,639	10.2	221,677	11.2	
Provision for Income Taxes	54,968	2.7	22,371	1.2	
Net Income	151,671	7.5	199,306	10.0	(23.9)
Less: Net Income Attributable to Noncontrolling Interests	311	0.0	301	0.0	
Net Income Attributable to RPM Stockholders	\$ 151,360	7.5	\$ 199,005	10.0	(23.9)
Diluted EPS	\$ 1.18		\$ 1.54		(23.4)

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,				
	2023	%	2022	%	% Change
Net Sales	\$ 7,256,414		\$ 6,707,728		8.2
Cost of Sales	4,508,370	62.1	4,274,675	63.7	
Gross Profit	2,748,044	37.9	2,433,053	36.3	
SG&A	1,956,040	27.0	1,788,284	26.7	
Restructuring Expense	15,465	0.2	6,276	0.1	
Goodwill Impairment	36,745	0.5	-	0.0	
(Gain) on Sales of Assets and Business, Net	(28,632)	(0.4)	(51,983)	(0.8)	
Other Expense (Income), Net	9,777	0.1	(11,846)	(0.2)	
EBIT** (non-GAAP measure)	758,649	10.5	702,322	10.5	8.0
Interest Expense	119,015	1.7	87,928	1.3	
Investment (Income) Expense, Net	(9,748)	(0.1)	7,595	0.2	
Income Before Taxes	649,382	8.9	606,799	9.0	
Provision for Income Taxes	169,651	2.3	114,333	1.7	
Net Income	479,731	6.6	492,466	7.3	(2.6)
Less: Net Income Attributable to Noncontrolling Interests	1,040	0.0	985	0.0	
Net Income Attributable to RPM Stockholders	\$ 478,691	6.6	\$ 491,481	7.3	(2.6)
Diluted EPS	\$ 3.72		\$ 3.79		(1.8)

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

Non-GAAP Financial Measures

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.

Adjustments Detail

- a) Charges recorded in Cost of Goods Sold related to inventory write-offs in connection with restructuring activities at our Consumer, Construction Products and Specialty Products segments, partially offset by subsequent recoveries and revisions of accrual estimates.
- b) Reflects restructuring charges, including headcount reductions, impairments, closures of facilities and related costs, all in relation to our Margin Acceleration Plan (“MAP to Growth”) and our Margin Achievement Plan (“MAP 2025”), together MAP initiatives. These charges were partially offset by the gain on the sale of one of our closed facilities in the Specialty Products Segment in Q4 of fiscal 2023.
- c) Goodwill impairment charge related to the Universal Sealants reporting unit.
- d) Accelerated costs, including depreciation and amortization expense related to the shortened useful lives of facilities, equipment, ERP systems, and other intangible assets that are currently in use, but are in the process of being retired associated with various MAP initiatives including facility closures, ERP consolidation, and SKU rationalization.
- e) Reflects subsequent collections of amounts previously written off to our allowance for doubtful accounts as a result of a change in market and leadership strategy.
- f) Includes implementation costs associated with our ERP consolidation plan and other decision support tools.
- g) Comprises professional fees incurred in connection with our MAP initiatives.
- h) 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.
- i) Accrual adjustment related to unusual compensation costs that resulted from executive departures related to our MAP to Growth.
- j) Reflects unusual compensation costs that resulted from executive departures unrelated to our MAP to Growth.
- k) The current year balance reflects the gains associated with the sale of the furniture warranty business and the sale and leaseback of a facility in the SPG segment. The prior year balance reflects the net gain associated with the sale and leaseback of certain real property assets within our CPG and SPG segments.
- l) Business interruption insurance recovery at our Consumer segment related to lost sales and incremental costs incurred during fiscal 2021 and 2022 as a result of an explosion at the plant of a significant alkyd resin supplier.
- m) Reflects prepaid asset and inventory write-offs related to the discontinuation of certain product lines within our Consumer, PCG and SPG segments. This resulted from ongoing product line rationalization efforts in connection with our MAP initiatives.
- n) Foreign exchange loss on early payment of the \$100 million term loan in Q4 of fiscal 2022
- o) 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.
- p) 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.

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>	<u>Three Months Ended May 31,</u>	
	<u>2023</u>	<u>2022</u>
Reported Earnings per Diluted Share	\$ 1.18	\$ 1.54
Restructuring expense (b)	0.04	-
Accelerated expense - other (d)	0.01	-
ERP consolidation plan (f)	0.01	0.01
Professional fees (g)	0.08	0.09
(Gain) on sales of assets, net (k)	-	(0.06)
Discontinued product line (m)	0.05	-
Foreign exchange loss on settlement of debt (n)	-	0.01
Investment returns (o)	(0.01)	0.07
Discrete tax adjustments (p)	-	(0.24)
Adjusted Earnings per Diluted Share****	\$ 1.36	\$ 1.42

**** 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)

<u>Reconciliation of Reported Earnings per Diluted Share to Adjusted Earnings per Diluted Share (All amounts presented after-tax):</u>	<u>Fiscal Year Ended May 31,</u>	
	<u>2023</u>	<u>2022</u>
Reported Earnings per Diluted Share	\$ 3.72	\$ 3.79
Restructuring expense (b)	0.09	0.04
Goodwill impairment (c)	0.28	-
Accelerated expense - other (d)	0.01	0.01
ERP consolidation plan (f)	0.04	0.02
Professional fees (g)	0.36	0.20
Acquisition-related costs (h)	-	0.02
Unusual executive costs (j)	-	0.03
(Gain) on sales of assets and business, net (k)	(0.14)	(0.34)
Business interruption insurance recovery (l)	(0.12)	-
Discontinued product line (m)	0.05	-
Foreign exchange loss on settlement of debt (n)	-	0.01
Investment returns (o)	0.01	0.12
Discrete tax adjustments (p)	-	(0.24)
Adjusted Earnings per Diluted Share****	\$ 4.30	\$ 3.66

****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 percent data)
(Unaudited)

	Three Months Ended May 31,	
	2023	2022
Net Income	\$ 151,671	\$ 199,306
Provision for Income Taxes	54,968	22,371
Income Before Income Taxes	206,639	221,677
Interest Expense	33,630	23,801
Investment (Income) Expense, Net	(3,838)	6,174
EBIT** (non-GAAP measure)	236,431	251,652
Restructuring expense (credit) (b)	5,825	(346)
Accelerated expense - other (d)	1,089	134
Receivable (recoveries) (e)	-	(47)
ERP consolidation plan (f)	2,536	1,049
Professional fees (g)	13,689	15,293
Acquisition-related costs (h)	-	419
Unusual executive costs (j)	-	912
(Gain) on sales of assets, net (k)	-	(7,257)
Discontinued product line (m)	8,217	558
Foreign exchange loss on settlement of debt (n)	-	1,357
Adjusted EBIT*** (non-GAAP measure)	\$ 267,787	\$ 263,724
Net Sales	\$ 2,016,210	\$ 1,983,890
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	13.3%	13.3%

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): RPM Consolidated: Fiscal Year

(\$ in thousands, except percent data)
(Unaudited)

	Fiscal Year Ended May 31,	
	2023	2022
Net Income	\$ 479,731	\$ 492,466
Provision for Income Taxes	169,651	114,333
Income Before Income Taxes	649,382	606,799
Interest Expense	119,015	87,928
Investment Expense (Income), Net	(9,748)	7,595
EBIT** (non-GAAP measure)	758,649	702,322
Inventory-related charges (a)	912	43
Restructuring expense (b)	13,063	5,863
Goodwill impairment (c)	36,745	-
Accelerated expense - other (d)	1,598	1,209
Receivable (recoveries) (e)	-	(227)
ERP consolidation plan (f)	7,021	3,873
Professional fees (g)	61,201	34,244
Acquisition-related costs (h)	-	2,776
Unusual (credits) triggered by executive departures (i)	-	(8)
Unusual executive costs (j)	-	5,590
(Gain) on sales of assets and business, net (k)	(25,774)	(49,163)
Business interruption insurance recovery (l)	(20,000)	-
Discontinued product line (m)	8,217	558
Foreign exchange loss on settlement of debt (n)	-	1,357
Adjusted EBIT*** (non-GAAP measure)	\$ 841,632	\$ 708,437
Net Sales	\$ 7,256,414	\$ 6,707,728
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	11.6%	10.6%

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 percent data)
(Unaudited)

	Three Months Ended May 31,	
	2023	2022
Income Before Income Taxes	\$ 116,847	\$ 120,286
Add: Interest Expense, Net*	437	1,419
EBIT** (non-GAAP measure)	117,284	121,705
Restructuring expense (credit) (b)	5,824	(510)
Accelerated expense - other (d)	14	87
ERP consolidation plan (f)	492	70
Professional fees (g)	850	1,062
Adjusted EBIT*** (non-GAAP measure)	\$ 124,464	\$ 122,414
Net Sales	\$ 748,047	\$ 745,908
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	16.6%	16.4%

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 percent data)
(Unaudited)

	Fiscal Year Ended May 31,	
	2023	2022
Income Before Income Taxes	\$ 309,683	\$ 396,509
Add: Interest Expense, Net*	8,416	6,673
EBIT** (non-GAAP measure)	318,099	403,182
Inventory-related charges (recoveries) (a)	24	(59)
Restructuring expense (b)	6,253	978
Accelerated expense - other (d)	178	657
ERP consolidation plan (f)	2,150	667
Professional fees (g)	2,631	1,724
Unusual executive costs (j)	-	805
(Gain) on sales of assets, net (k)	-	(41,906)
Adjusted EBIT*** (non-GAAP measure)	\$ 329,335	\$ 366,048
Net Sales	\$ 2,608,872	\$ 2,486,486
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	12.6%	14.7%

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 percent data)
(Unaudited)

	Three Months Ended May 31,	
	2023	2022
Income Before Income Taxes	\$ 49,861	\$ 41,219
Add: Interest (Income), Net*	(519)	(168)
EBIT** (non-GAAP measure)	49,342	41,051
Restructuring expense (credit) (b)	690	(55)
Accelerated expense - other (d)	491	3
Receivable (recoveries) (e)	-	(47)
ERP consolidation plan (f)	532	895
Professional fees (g)	30	738
Discontinued product line (m)	663	-
Adjusted EBIT*** (non-GAAP measure)	\$ 51,748	\$ 42,585
Net Sales	\$ 358,355	\$ 329,392
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	14.4%	12.9%

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: Fiscal Year

(\$ in thousands, except percent data)
(Unaudited)

	Fiscal Year Ended May 31,	
	2023	2022
Income Before Income Taxes	\$ 133,757	\$ 139,068
Add: Interest (Income), Net*	(1,466)	(575)
EBIT** (non-GAAP measure)	132,291	138,493
Restructuring expense (b)	3,811	1,017
Goodwill impairment (c)	36,745	-
Accelerated expense - other (d)	492	17
Receivable (recoveries) (e)	-	(227)
ERP consolidation plan (f)	1,674	3,122
Professional fees (g)	1,355	3,313
Acquisition-related costs (h)	-	339
Unusual executive costs (j)	-	472
Discontinued product line (m)	663	-
Adjusted EBIT*** (non-GAAP measure)	\$ 177,031	\$ 146,546
Net Sales	\$ 1,333,567	\$ 1,188,379
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	13.3%	12.3%

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): Specialty Products Segment: Three Months

(\$ in thousands, except percent data)
(Unaudited)

	Three Months Ended May 31,	
	2023	2022
Income Before Income Taxes	\$ 8,481	\$ 50,909
Add: Interest (Income) Expense, Net*	(45)	4
EBIT** (non-GAAP measure)	8,436	50,913
Restructuring (credit) (b)	(2,058)	(346)
Accelerated expense - other (d)	218	12
ERP consolidation plan (f)	798	-
Professional fees (g)	1,366	352
Unusual executive costs (j)	-	520
(Gain) on sales of assets, net (k)	-	(7,257)
Discontinued product line (m)	7,554	-
Adjusted EBIT*** (non-GAAP measure)	\$ 16,314	\$ 44,194
Net Sales	\$ 193,420	\$ 225,766
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	8.4%	19.6%

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 percent data)
(Unaudited)

	Fiscal Year Ended May 31,	
	2023	2022
Income Before Income Taxes	\$ 103,279	\$ 121,937
Add: Interest (Income) Expense, Net*	(68)	86
EBIT** (non-GAAP measure)	103,211	122,023
Inventory-related charges (a)	888	101
Restructuring expense (b)	716	532
Accelerated expense - other (d)	562	463
ERP consolidation plan (f)	1,674	-
Professional fees (g)	3,877	352
Acquisition-related (credits) (h)	-	(45)
Unusual (credits) triggered by executive departures (i)	-	(8)
Unusual executive costs (j)	-	520
(Gain) on sales of assets and business, net (k)	(25,774)	(7,257)
Discontinued product line (m)	7,554	-
Adjusted EBIT*** (non-GAAP measure)	\$ 92,708	\$ 116,681
Net Sales	\$ 799,205	\$ 790,816
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	11.6%	14.8%

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): Consumer Segment: Three Months

(\$ in thousands, except percent data)
(Unaudited)

	Three Months Ended May 31,	
	2023	2022
Income Before Income Taxes	\$ 99,449	\$ 79,172
Add: Interest Expense (Income), Net*	3,417	(55)
EBIT** (non-GAAP measure)	102,866	79,117
Restructuring expense (b)	1,419	565
Accelerated expense - other (d)	366	32
Discontinued product line (m)	-	558
Adjusted EBIT*** (non-GAAP measure)	\$ 104,651	\$ 80,272
Net Sales	\$ 716,388	\$ 682,824
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	14.6%	11.8%

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): Consumer Segment: Fiscal Year

(\$ in thousands, except percent data)
(Unaudited)

	Fiscal Year Ended May 31,	
	2023	2022
Income Before Income Taxes	\$ 378,157	\$ 175,084
Add: Interest Expense (Income), Net*	3,372	(266)
EBIT** (non-GAAP measure)	381,529	174,818
Inventory-related charges (a)	-	1
Restructuring expense (b)	2,333	1,762
Accelerated expense - other (d)	366	72
Professional fees (g)	-	16
Unusual executive costs (j)	-	776
Business interruption insurance recovery (l)	(20,000)	-
Discontinued product line (m)	-	558
Adjusted EBIT*** (non-GAAP measure)	\$ 364,228	\$ 178,003
Net Sales	\$ 2,514,770	\$ 2,242,047
Adj EBIT*** as a % of Net Sales (non-GAAP measure)	14.5%	7.9%

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.