



BUILDING A BETTER WORLD

Sustainable Growth  
Balanced Portfolio of Leading Brands  
47 Consecutive Years of Increased Dividends



# FISCAL 2020 FACT SHEET

RPM International Inc.

A world leader in specialty coatings, sealants, building materials and related services

# COMPANY OVERVIEW

RPM International Inc. is a \$5.5 billion, multinational company with subsidiaries that are world leaders in specialty coatings, sealants, building materials and related services. The company has a diverse portfolio with hundreds of name-brand products, many of which are leaders in the markets they serve.

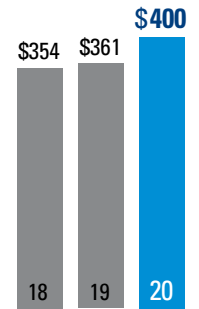
Founded	1947
Corporate Headquarters	Medina, Ohio
Operating Groups	4
Employees Worldwide	14,600
Manufacturing Facilities	124
Stockholders	739 Institutions (80% of total shares) 159,100 Individuals (20% of total shares)
Stock Listing	NYSE (Symbol: RPM)

RPM  
LISTED  
NYSE

## RPM CONSOLIDATED RESULTS



NET SALES  
\$ in billions



CONSOLIDATED NET INCOME<sup>2</sup>  
\$ in millions  
(as adjusted)



DILUTED EARNINGS PER SHARE<sup>2</sup>  
(as adjusted)

**47**  
consecutive years of  
**CASH DIVIDEND  
INCREASES**

**2.6**  
billion dollars in  
**CASH DIVIDENDS  
RETURNED TO  
SHAREHOLDERS**  
over past 4 decades

**44**  
percent by which  
**RPM's** 10-year  
total return  
has **OUTPERFORMED**  
the S&P 500

## CREATING VALUE THROUGH OUR 5-PILLAR GROWTH STRATEGY

With the vision of building a better world, RPM's 5-pillar growth strategy creates sustained value for its key stakeholders and drives long-term success for the business:



### STRATEGIC ACQUISITIONS

RPM conducts a strategic acquisition program that creates shareholder value by attracting successful entrepreneurial companies and product lines, while applying a disciplined approach to investing in their continued growth.



### PRODUCT INNOVATIONS

A major driving force behind its growth, RPM pioneers cutting-edge product innovations that are designed to penetrate new markets, drive incremental sales growth and solve problems for its customer base.



### CONNECTIONS CREATING VALUE

RPM promotes a culture of collaboration among its operating companies—a strategy that results in increased market penetration, improved efficiencies in manufacturing and distribution, and shared technological resources.



### GEOGRAPHIC EXPANSION

RPM continues to expand its global footprint through strategic acquisitions, joint ventures and partnerships between its operating companies. These initiatives have led to increased sales and market share gains.



### OPERATIONAL EXCELLENCE

RPM drives continuous improvement and operational excellence across its business segments—a long-term strategy that positions the company for sustained growth and profitability.



# BUILDING A BETTER WORLD

From homes and workplaces, to infrastructure and precious landmarks, RPM's brands are trusted by consumers and professionals worldwide to:



**BEAUTIFY**  
Structures



**PROTECT**  
Against Harsh  
Environments



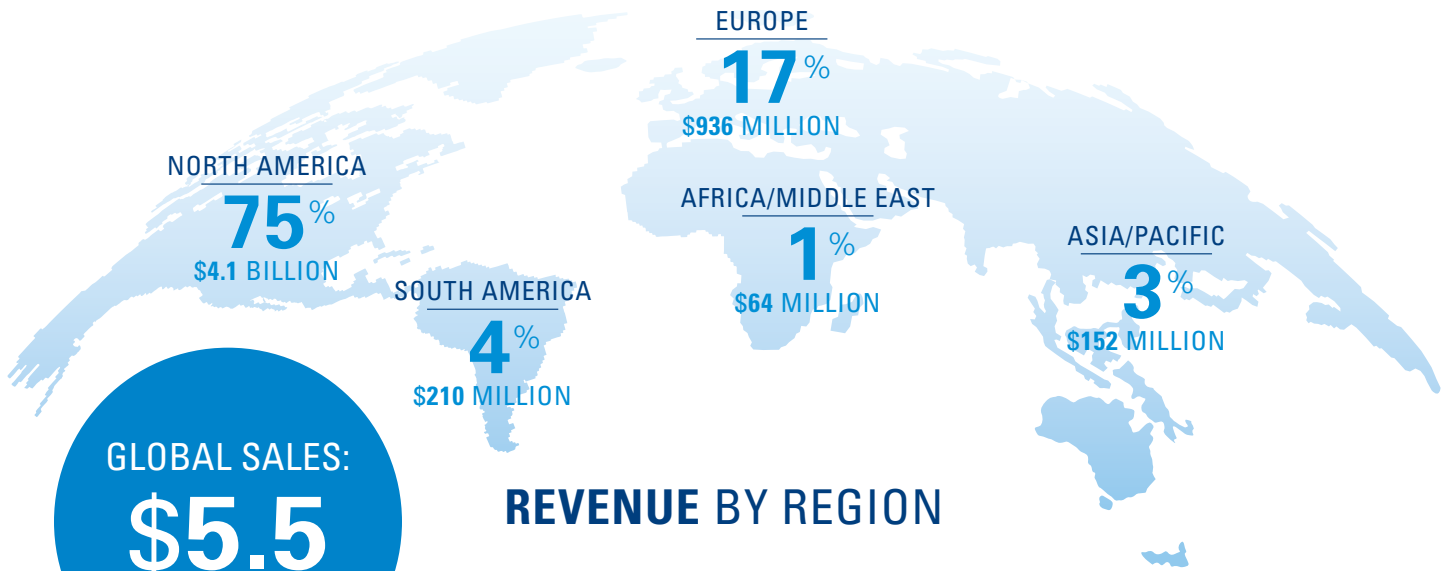
**PROLONG**  
Lifecycles



**ENHANCE**  
Sustainability

The Value of  
**168**<sup>®</sup>

The Value of 168 is a statement of the corporate philosophy of RPM. This figure, often cited by our founder, Frank C. Sullivan, literally represents the number of hours in a week. On a deeper level, it serves to remind us of his belief that we are born with two great gifts: life and the time to do something with it. The Value of 168 signifies RPM's enduring commitment to our fellow employees, customers and stockholders.



GLOBAL SALES:  
**\$5.5**  
BILLION

## REVENUE BY REGION



GROWTH STRATEGY



PROFIT MARGIN EXPANSION



STRATEGIC BALANCE



LONG-TERM PERFORMANCE



DIVIDEND RECORD

**5**  
REASONS TO  
**INVEST**

IN RPM INTERNATIONAL INC.

## RPM is a compelling, long-term investment.

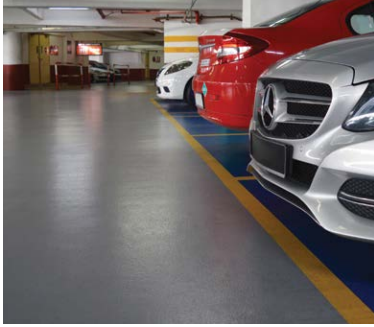
Shares of the company's common stock are traded on the New York Stock Exchange under the symbol RPM and are owned by nearly 740 institutional investors and 160,000 individuals. RPM's track record of 47 consecutive annual cash dividend increases places it in an elite category of less than half of one percent of all publicly traded U.S. companies. During this timeframe, the company has returned approximately \$2.6 billion in cash dividends to its shareholders.

Learn more at [www.rpminc.com/investor-information/why-invest](http://www.rpminc.com/investor-information/why-invest)





TREMCO



FLOWCRETE

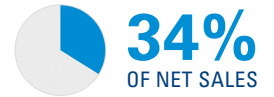


EUCLID CHEMICAL



NUDURA

# CONSTRUCTION PRODUCTS GROUP



## LEADING BRANDS

- **Tremco:** Leading manufacturer of roofing materials and services, construction sealants, waterproofing systems, air barriers and firestopping solutions
- **Euclid Chemical:** Global market leader in specialty chemicals for the concrete and masonry construction industry
- **Dryvit:** No. 1 North American supplier of exterior insulation and finish systems
- **Flowcrete:** Global market leader in high-performance resin, epoxy and decorative flooring systems
- **Nudura:** A leading manufacturer and distributor of insulated concrete forms (ICF)

## PRODUCT CATEGORIES

- Construction Sealants & Adhesives
- Coatings & Chemicals
- Roofing Systems
- Concrete Admixture & Repair Products
- Building Envelope Solutions
- Insulated Cladding & Concrete Forms
- Flooring Systems
- Waterproofing Solutions



RUST-OLEUM



DAP



VARATHANE



ZINSSER

# CONSUMER GROUP



## LEADING BRANDS

- **Rust-Oleum:** No. 1 brand recognition and market share position in the U.S. and Canada for the small-project paint category
- **DAP:** No. 1 brand recognition and market share position in the U.S. and Canada for the caulk and sealant residential market, and in the U.S. for wall and wood repair products
- **Varathane:** Leading market position in Canada and the U.S. for wood stains and finishes
- **Zinsser:** A leader in brand recognition and market share position in the U.S. for specialty primers and sealers and wallcovering sundries

## PRODUCT CATEGORIES

- Small-Project Paints & Coatings
- Primers, Caulks & Sealants
- Hobby & Craft Products
- Specialty Coatings
- Wood Stains & Finishes
- Wall & Wood Repair Products
- Household Cleaners & Stain Removers
- Floor Finishing Systems
- Plumbing & Water Cleanup Solutions



CARBOLINE



STONHARD



USL



FIBERGRATE

# PERFORMANCE COATINGS GROUP



## LEADING BRANDS

- **Carboline:** Leading manufacturer of corrosion control and fireproofing coatings in the U.S.
- **Stonhard:** Leading manufacturer of high-performance floor, wall and lining systems
- **Fibergrate:** Leading manufacturer of fiberglass reinforced plastic solutions
- **USL:** Leading distributor of coatings and construction products for infrastructure repair

## PRODUCT CATEGORIES

- High-Performance Flooring Solutions
- Corrosion Control & Fireproofing Coatings
- Infrastructure Repair Systems
- Fiberglass Reinforced Plastic Gratings
- Drainage Systems



DAY-GLO



LEGEND



MOHAWK



PETTIT

# SPECIALTY PRODUCTS GROUP



## LEADING BRANDS

- **Day-Glo:** No. 1 supplier of daylight fluorescent colorants worldwide
- **Legend Brands:** World's leading manufacturer of professional restoration and cleaning solutions
- **Mohawk:** No. 1 market share position in North America for professional touch-up and repair products for furniture and cabinetry
- **Pettit:** Global market leader in water-based, antifouling paints for the marine industry

## PRODUCT CATEGORIES

- Fluorescent Pigments
- Wood Stains, Finishes & Treatments
- Powder Coatings
- Marine Coatings
- Restoration & Cleaning Solutions
- Specialty OEM Coatings
- Edible Coatings



## SELECTED FINANCIAL DATA

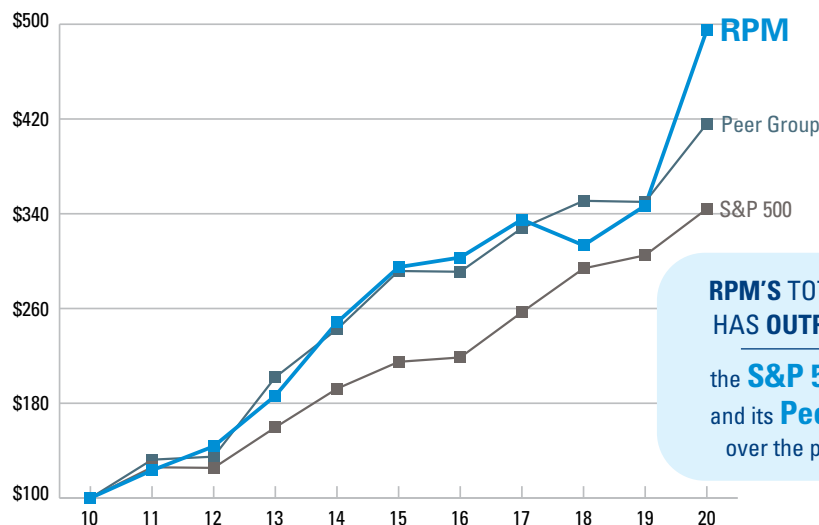
(In thousands, except per share and percent data)

All financial data based on fiscal years ended May 31

		2020 <sup>1</sup>	2019 <sup>1</sup>	2018 <sup>1</sup>
<b>RESULTS FROM OPERATIONS</b>	Net sales	\$ 5,506,994	\$ 5,564,551	\$ 5,321,643
	Income before income taxes	407,764	339,845	417,048
	Net income attributable to RPM International Inc. stockholders	304,385	266,558	337,770
<b>PERFORMANCE MEASURES</b>	Return on sales % <sup>3</sup>	5.5	4.8	6.3
	Return on total RPM International Inc. stockholders' equity % <sup>3</sup>	22.8	17.6	22.0
<b>PER SHARE DATA</b>	Basic earnings per common share attributable to RPM International Inc. stockholders	\$ 2.35	\$ 2.03	\$ 2.55
	Diluted earnings per common share attributable to RPM International Inc. stockholders	2.34	2.01	2.50
	Cash dividends declared per share	1.43	1.37	1.26
	Total RPM International Inc. stockholders' equity per share	9.83	10.77	12.43
<b>BALANCE SHEET HIGHLIGHTS</b>	Total RPM International Inc. stockholders' equity	\$ 1,262,445	\$ 1,405,952	\$ 1,630,773
	Retained earnings	1,544,336	1,425,052	1,342,736
	Working capital	1,329,849	978,687	1,464,205
	Total assets	5,630,954	5,441,355	5,271,822
	Long-term debt	2,458,290	1,973,462	2,170,643
<b>OTHER DATA</b>	Cash from operating activities	\$ 549,919	\$ 292,941	\$ 390,383
	Depreciation and amortization	156,842	141,742	128,499
	Average shares outstanding	128,468	130,552	131,179

## TEN-YEAR COMPARISON OF CUMULATIVE TOTAL RETURN

This graph compares the cumulative ten-year total return provided stockholders on RPM International Inc.'s common stock relative to the cumulative total returns of the S&P 500 Index and a customized peer group of companies that includes: AkzoNobel N.V., Axalta Coating Systems Ltd., Ferro Corporation, GCP Applied Technologies Inc., H.B. Fuller Company, Masco Corporation, PPG Industries, Inc. and The Sherwin-Williams Company. An investment of \$100 (with reinvestment of all dividends) is assumed to have been made in RPM common stock, the peer group, and the index on 5/31/2010, and their relative performance is tracked through 5/31/2020.



**RPM'S TOTAL RETURN HAS OUTPERFORMED**  
the **S&P 500** by **44%**  
and its **Peers** by **19%**  
over the past 10 years

(1) Consolidated figures presented in the table above reflect as-reported data. Refer to the accompanying adjusted data charts provided in conjunction with the explanatory footnotes below for a discussion of the impact of one-time items. • Acquisitions made by the company during the periods presented may impact comparability from year to year. • Certain reclassifications have been made to prior-year amounts to conform to the current-year presentation. • See Notes to Consolidated Financial Statements. • (2) The following description of adjustments to net income and diluted earnings per share by fiscal year are presented on an after-tax basis. • Fiscal 2018 excludes (i) \$4.2 million related to the decision to exit Flowcrete China with a \$0.03 impact on diluted EPS; (ii) \$12.1 million for restructuring expense, with a \$0.09 diluted EPS impact; (iii) \$25.8 million for inventory-related charges associated with product line and SKU rationalization and related obsolete inventory identification at our Consumer Segment and inventory write-offs in connection with restructuring activities at our Construction Products and Performance Coatings Segments, with a \$0.19 diluted EPS impact; (iv) \$1.0 million related to professional fees incurred in connection with the negotiation of a cooperation agreement, with a \$0.01 impact on diluted EPS; (v) \$1.0 million for implementation costs associated with an ERP consolidation plan by our Specialty Segment, with a \$0.01 diluted EPS impact; (vi) realized investment gains of \$10.0 million, with an (\$0.08) diluted EPS impact; and (vii) an adjustment to tax expense for \$18.1 million for a discrete tax adjustment related to a foreign legal entity realignment and corresponding tax planning strategy, with a (\$0.13) impact on diluted EPS. • Fiscal 2019 excludes (i) \$16.7 million resulting from more proactive management of inventory, partially offset by a true-up of prior year inventory write-offs at our Consumer Segment and charges related to restructuring activities at our Construction Products and Performance Coatings Segments, with a \$0.12 diluted EPS impact; (ii) \$32.5 million for restructuring expense, with a \$0.24 diluted EPS impact; (iii) \$4.3 million resulting from accelerated depreciation related to the shortened useful lives of facilities currently operating, but in the process of being prepared for closure, with a \$0.03 diluted EPS impact; (iv) \$6.3 million reflecting the net increase in allowance for doubtful accounts deemed uncollectible as a result of a change in market and leadership strategy, with a \$0.05 diluted EPS impact; (v) \$4.8 million associated with the implementation of an ERP consolidation plan, with a \$0.04 diluted EPS impact; (vi) \$19.9 million for professional fees in connection with our restructuring plan, with a \$0.15 diluted EPS impact; (vii) \$2.2 million related to fiscal 2019 acquisitions, including inventory disposals and step-ups recorded in gross profit and acquisition-related professional fees recorded in SG&A, with a \$0.02 diluted EPS impact; (viii) \$0.7 million for losses resulting from the redemption of our convertible notes, with no effect on diluted EPS; (ix) \$1.8 million for fair value adjustments to contingent earnout obligations, with a \$0.01 diluted EPS impact; (x) \$0.4 million associated with a change in ownership of a business in South Africa, as required by local legislation in order to qualify for doing business in South Africa, having no effect on diluted EPS; (xi) \$1.3 million related to unusual compensation costs recorded resulting from executive departures unrelated to our 2020 MAP to Growth initiatives, including equity compensation and severance expense, with a \$0.05 diluted EPS impact; (xii) \$6.5 million related to unusual compensation costs recorded, net of insurance proceeds, resulting from executive departures unrelated to our 2020 MAP to Growth initiatives, including equity compensation and severance expense, with a \$0.05 diluted EPS impact; (xiii) investment losses of \$7.7 million from sales of investments and unrealized net gains and losses on equity securities pursuant to new accounting rules beginning in fiscal 2019, which are adjusted due to their inherent volatility, with a \$0.06 diluted EPS impact; and (xiv) an adjustment to tax expense for (\$11.0) million for U.S. tax reform, with an (\$0.08) impact on diluted EPS. • Fiscal 2020 excludes (i) \$15.3 million resulting from product line and SKU rationalization at our Consumer Segment, as well as inventory write-offs in connection with restructuring activities at our Construction Products, Performance Coatings, and Specialty Products Segments, with a \$0.12 diluted EPS impact; (ii) \$27.7 million for restructuring expense, with a \$0.21 diluted EPS impact; (iii) \$17.3 million resulting from accelerated depreciation and amortization expense related to the shortened useful lives of facilities and equipment, ERP systems, and intangibles that are currently in use, but are in the process of being retired associated with 2020 MAP to Growth, including facility closures, exiting a business, and ERP consolidation, with a \$0.13 diluted EPS impact; (iv) \$2.6 million reflecting the net increase in allowance for doubtful accounts deemed uncollectible as a result of a change in market and leadership strategy, with a \$0.02 diluted EPS impact; (v) \$7.9 million associated with the implementation of an ERP consolidation plan, with a \$0.06 diluted EPS impact; (vi) \$15.6 million for professional fees in connection with our restructuring plan, with a \$0.12 diluted EPS impact; (vii) \$0.7 million related to fiscal 2020 acquisitions, including inventory disposals and step-ups recorded in gross profit and acquisition-related professional fees recorded in SG&A, with a \$0.01 diluted EPS impact; (viii) \$0.8 million related to unusual compensation costs recorded resulting from executive departures unrelated to our 2020 MAP to Growth initiatives, including equity compensation and severance expense, with a \$0.01 diluted EPS impact; (ix) (\$1.8) million related to unusual compensation costs recorded, net of insurance proceeds, resulting from executive departures unrelated to our 2020 MAP to Growth initiatives, including equity compensation, with a (\$0.01) diluted EPS impact; (x) \$0.7 million related to loss incurred upon divestiture of businesses and/or assets, having no effect on diluted EPS; (xi) \$6.6 million related to the discontinuation of a product line targeting OEM markets and related prepaid asset and inventory write-off that resulted from ongoing product line rationalization efforts in connection with our 2020 MAP to Growth, with a \$0.05 diluted EPS impact; (xii) \$4.0 million reflecting the costs associated with exiting an unprofitable licensing agreement, with a \$0.03 diluted EPS impact; (xiii) (\$1.0) million reflecting the favorable adjustment that was the result of the resolution of a contingent liability related to a FY18 charge to exit our Flowcrete business in China, with a (\$0.01) impact on diluted EPS; and (xiv) investment gains of \$1.1 million from sales of investments and unrealized net gains and losses on equity securities pursuant to new accounting rules beginning in fiscal 2019, which are adjusted due to their inherent volatility, with a (\$0.01) diluted EPS impact. • (3) Return on sales % is calculated as net income (loss) attributable to RPM International Inc. stockholders divided by net sales; return on total RPM International Inc. stockholders' equity % is calculated as net income (loss) attributable to RPM International Inc. stockholders divided by the average of the current and prior year total RPM International Inc. stockholders' equity; and total RPM International Inc. stockholders' equity per share is calculated as total RPM International Inc. stockholders' equity divided by average shares outstanding.