

To Our Shareholders

We started off the new decade with positive momentum as our earnings increased significantly over the prior-year period for the third consecutive quarter and were ahead of expectations. Our excellent bottom-line growth in the fiscal 2020 second quarter was primarily driven by our 2020 MAP to Growth operating improvement program, which is enabling us to grow earnings at a faster rate than those of our peers. Last year's selling price increases coupled with moderating raw material inflation also positively impacted results. Revenue was up 2.8% during the quarter and organic sales were up 3.5% due to market share gains and pricing. We were pleased with this organic growth given the current macroeconomic environment in which we are operating.

2020 MAP to Growth Hitting the Bottom Line

Our 2020 MAP to Growth initiative continues to positively impact earnings. In manufacturing, we are increasing productivity by closing underutilized plants and improving efficiency in those that we continue to operate, allowing us to reduce costs and improve our service to customers. We announced the closure of three plants in the second quarter, along with one more in the third quarter, which brings our total to 19 out of the 31 plants that we originally targeted for closure at the beginning of the 2020 MAP to Growth. We also continue to invest in training our workforce in continuous improvement disciplines and are seeing good progress in certain plants with our focused improvement teams.

In our center-led procurement function, we continue to consolidate material spending across our operating companies. We are also negotiating improved payment terms with our supplier base and have added some supplier financing programs that provide advantages for the suppliers, while simultaneously helping us to reduce working capital.

We are in the early stages of our accounting consolidation and expect to see the additional savings that it generates, as well as the savings from our IT/ERP (Enterprise Resource Planning) systems consolidation, in Wave 3 of our 2020 MAP to Growth.

Second-Quarter Consolidated Results

Fiscal 2020 second-quarter net sales were a record \$1.40 billion, up 2.8% over the \$1.36 billion reported a year ago. Net income was up 56.5% to \$77.0 million versus \$49.2 million in the year-ago period. Diluted earnings per share (EPS) were \$0.59, an increase of 59.5% over the \$0.37 reported in the year-ago quarter. Income before income taxes (IBT) was \$101.8 million, up 52.8% compared to \$66.6 million reported in the fiscal 2019 second quarter. Our earnings before interest and taxes (EBIT) were up 23.3% to \$119.3 million compared to \$96.8 million reported in the year-ago period.

The fiscal 2020 second quarter included restructuring and other charges related to our 2020 MAP to Growth operating improvement plan of \$34.4 million. The same period during fiscal 2019 included the impact of charges of \$29.2 million, primarily for restructuring, acquisitions, convertible debt extinguishment and other expenses. Excluding these charges, our adjusted EBIT was up 22.0% to \$153.7 million compared to \$126.0 million during the year-ago period.

Additionally, we have continued to exclude the impact of all unrealized net gains and losses from marketable equity securities, as well as realized net gains and losses on sales of all marketable securities from adjusted EPS, as their inherent volatility is outside of our control and cannot be predicted with any level of certainty. These investments resulted in a net pre-tax gain of \$5.9 million for the second quarter of fiscal 2020 and losses of \$7.5 million during the same quarter last year. Excluding the restructuring and other charges, as well as investment gains and losses, adjusted diluted EPS increased 31.0% to \$0.76 compared to \$0.58 in fiscal 2019.

Second-Quarter Segment Results

Sales in our Construction Products Group were very strong and increased 6.9% to \$499.5 million. Growth was largely organic, at 7.4% or \$34.5 million, aided by a backlog from last quarter that resulted from exceptionally rainy weather that had slowed construction activity. In addition, we picked up market share in a somewhat lukewarm North American commercial construction market. Acquisitions contributed 1.2% or \$5.8 million, primarily from the recent Nudura and Schul transactions. Organic growth was offset by foreign currency translation, which reduced sales by 1.7% or \$8.1 million, and the discontinuation of product offerings that do not meet our more stringent margin or working capital standards. From a geographic perspective, European markets remained soft. We are combatting this by reducing overhead and proactively managing our product mix to simultaneously improve earnings and margins. Our Latin American businesses generated good growth in constant currencies. EBIT increased 57.7% to \$59.2 million compared to \$37.5 million in the fiscal 2019 second quarter. The segment incurred restructuring-related expenses and other costs of \$2.7 million during the second quarter of fiscal 2020 and \$5.6 million in restructuring- and acquisition-related expenses during the same period of fiscal 2019. Excluding these charges, fiscal 2020 second-quarter adjusted EBIT increased 43.3% to \$61.9 million from adjusted EBIT of \$43.2 million reported during the year-ago period.

Sales in our Performance Coatings Group were \$292.7 million, up a modest 0.3% from the \$292.0 million we reported during last year's second quarter. Organic growth was 1.7% or \$4.8 million, driven by our businesses providing corrosion control and fireproofing coatings. As we noted last quarter, the segment has reorganized under a global brand management structure, which is beginning to bear fruit. It is enabling us to pick up market share in Europe and we experienced continued growth in North America, particularly in our Carboline product line. Impacting organic sales were strategic actions to exit soft international markets and low-margin product lines. Acquisitions added 0.1% to sales, while foreign exchange was a \$4.3 million, or 1.5%, headwind. EBIT was \$33.3 million, an increase of 47.8% compared to the \$22.5 million reported in the fiscal 2019 second quarter. The segment reported second-quarter restructuring and other charges related to our 2020 MAP to Growth of \$3.7 million in fiscal 2020 and \$10.3 million in restructuring, acquisition and other expenses during the same period of fiscal 2019. Adjusted EBIT, which excludes these charges, increased 12.6% to \$37.0 million during the second quarter of fiscal 2020 from adjusted EBIT of \$32.9 million during the year-ago period. Much like last quarter, 2020 MAP to Growth savings provided the segment with strong earnings leverage despite essentially flat sales growth. Operating improvement initiatives included workforce reductions and the exit from two margin-dilutive businesses. Also contributing to the bottom line was pricing and improved product mix.

In the Consumer Group, sales were strong, increasing 6.0% to \$450.9 million. Organic sales increased 6.4% or \$27.1 million, driven by new sealant and adhesive products that generated new accounts and market share gains. The segment also benefited from pent-up North American demand for exterior small-project paints and coatings that

- 2020 MAP to Growth program continues to drive strong earnings growth
- Net income +57%, diluted EPS +60% and adjusted diluted EPS +31%
- Record cash flow from operations due to operating improvement initiatives and higher earnings
- Food ingredients business acquired
- Fiscal 2020 full-year guidance reaffirmed for adjusted diluted EPS between \$3.30 and \$3.42

The Value of 168

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. This commitment springs from an ethos woven into our culture. It is evident in the stimulus of a work environment characterized by empowerment, accountability, opportunity and respect. The care that goes into building and sustaining long-term relationships with those we serve. The refusal to compromise on quality. The integrity that ensures results the right way.

The Value of 168 is the essence of RPM.

was caused by the exceptionally wet weather during the spring and early summer. Sales in Europe, a large percentage of which are in the U.K., were soft due to the weak macroeconomic conditions and uncertainty surrounding Brexit. Acquisitions contributed 0.6% or \$2.5 million to sales, while foreign currency translation reduced sales by 1.0%. EBIT was \$34.5 million compared to \$42.0 million in the fiscal 2019 second quarter. The segment incurred restructuring and other charges related to our 2020 MAP to Growth of \$20.2 million during the second quarter of fiscal 2020 and \$1.2 million during the same period of fiscal 2019. Excluding restructuring-related expenses, adjusted EBIT was up 26.8% to \$54.7 million for the fiscal 2020 second quarter versus adjusted EBIT of \$43.1 million for the year-ago period. This improvement was the result of actions we have taken, including 2020 MAP to Growth initiatives, such as enhanced manufacturing disciplines and two plant closures, plus last year's price increases. These programs are helping margins recover and trend higher toward historical levels.

The Specialty Products Group's top line was impacted by a difficult comparison to the prior year when demand was elevated due to natural disasters. These included hurricane activity that boosted demand for our restoration equipment and more rampant wildfires that drove demand for our fluorescent pigments, which are used in fire retardant tracer dyes. In order to accelerate growth in the segment's top line, we have made recent management changes. Segment sales were \$158.2 million. Organic sales decreased 10.5% and foreign currency translation reduced sales by 0.6%. There was no impact from acquisitions. EBIT was \$18.8 million compared to \$26.0 million in the fiscal 2019 second quarter. The segment reported second-quarter restructuring and other charges related to the company's 2020 MAP to Growth of \$4.4 million in fiscal 2020 and \$2.8 million during the same period of fiscal 2019. Adjusted EBIT, which excludes restructuring-related expenses, was \$23.2 million in the fiscal 2020 second quarter and \$28.8 million in the year-ago period. We continue to implement operational improvements to reduce costs in the segment, including the consolidation of its IT/ERP system to one platform, while investing in selective initiatives to revive growth going into fiscal 2021. We expect that the segment will see the benefits in the coming quarters.

Cash Flow and Financial Position

For the first half of fiscal 2020, cash from operations grew by 102.4% to \$300.2 million compared to \$148.3 million a year ago. This increase of \$151.9 million was due to initiatives to improve working capital metrics and profit margins. Capital expenditures of \$71.4 million compared to \$57.8 million during the first half of last year. Total debt at November 30, 2019 was \$2.52 billion, compared to \$2.37 billion at November 30, 2018 and \$2.53 billion at May 31, 2019. At November 30, 2019, liquidity decreased from \$1.2 billion at August 31, 2019 to \$0.8 billion after we used funds from our revolving credit facility to pay off our \$450 million, 6.125% notes due in October 2019.

Food Ingredients Business Acquired

On December 18, 2019, our Mantrose-Haeuser business acquired Profile Food Ingredients, LLC, (PFI) a manufacturer of dry stabilizer and emulsifier blends for the food industry. Its product line promotes uniformity, enhances texture, thickens, prevents separation and extends the shelf life of various foods. Headquartered in Elgin, Illinois, PFI has annual net sales of approximately \$25 million. It is a strong synergistic fit with our Mantrose-Haeuser business and its Holton Food Products subsidiary, which will enable us to accelerate both top- and bottom-line growth of the companies.

Quarterly Dividend Declared

On January 2, 2020, our board of directors declared a regular quarterly cash dividend of \$0.36 per share, payable on January 31, 2020 to stockholders of record as of January 16, 2020. We have increased our dividend for 46 consecutive years. During this timeframe, we have paid approximately \$2.5 billion in cash dividends to our stockholders.

Business Outlook Upbeat

Looking forward to our fiscal 2020 third quarter, we expect to generate consolidated sales growth of 2.5% to 4%. We anticipate leveraging this sales growth to the bottom line for an estimated 25% to 30% adjusted EBIT growth, resulting in adjusted diluted EPS in the high-teens to low-20-cent range.

Historically, our third quarter generates our most modest results each year because it falls during the winter months of December through February, when painting and construction activity slow due to cold and snowy weather. Based on history, we expect roughly 20% of our annual consolidated sales to be generated during the third quarter and a proportionate amount of this fiscal year's 2020 MAP to Growth savings will result during the period as well. Our fourth-quarter results are typically the strongest as weather improves and work begins to accelerate on painting and construction projects.

Based on our results for the first half and our expectations for the remainder of the fiscal year, we are reaffirming the full-year fiscal 2020 guidance we provided on July 22, 2019 and maintained in our last earnings release in October. Our full-year sales growth is anticipated to be on the low end of our previously disclosed range of 2.5% to 4%. As previously disclosed, we expect to leverage the positive momentum of the 2020 MAP to Growth operating improvement plan to our bottom-line and are maintaining our projected adjusted EBIT growth in the 20% to 24% range. We expect this will result in adjusted diluted EPS between \$3.30 and \$3.42 for our full 2020 fiscal year.

In closing, I'd like to commend our associates worldwide for their continued hard work and dedication as they simultaneously grow the business and execute our 2020 MAP to Growth program's operating improvement initiatives. By combining our entrepreneurial, growth-oriented culture with the continuous improvement and operational excellence that is resulting from our 2020 MAP to Growth, we are positioning RPM for sustained growth that will continue to provide tremendous value for our customers, employees, communities and shareholders. I wish you a happy, healthy and prosperous New Year.

Sincerely yours,



Frank C. Sullivan
Chairman and Chief Executive Officer

January 15, 2020

CONSOLIDATED STATEMENTS OF INCOME

IN THOUSANDS, EXCEPT PER SHARE DATA (UNAUDITED)

	Three Months Ended November 30,		Six Months Ended November 30,	
	2019	2018	2019	2018
Net Sales	\$ 1,401,292	\$ 1,362,531	\$ 2,874,056	\$ 2,822,520
Cost of sales	871,894	868,800	1,769,904	1,779,436
Gross profit	529,398	493,731	1,104,152	1,043,084
Selling, general & administrative expenses	403,357	385,842	803,923	800,895
Restructuring charges	4,801	7,724	11,423	27,800
Interest expense	26,341	23,127	54,658	47,533
Investment (income) expense, net	(8,805)	7,033	(14,190)	4,600
Other expense, net	1,951	3,412	3,736	3,725
Income before income taxes	101,753	66,593	244,602	158,531
Provision for income taxes	24,431	17,420	60,784	39,172
Net income	77,322	49,173	183,818	119,359
Less: Net income (loss) attributable to noncontrolling interests	292	(51)	600	371
Net income attributable to RPM International Inc. Stockholders	\$ 77,030	\$ 49,224	\$ 183,218	\$ 118,988
Earnings per share of common stock attributable to RPM International Inc. Stockholders:				
Basic	\$ 0.60	\$ 0.37	\$ 1.42	\$ 0.90
Diluted	\$ 0.59	\$ 0.37	\$ 1.41	\$ 0.89
Average shares of common stock outstanding - basic	128,393	131,058	128,639	131,467
Average shares of common stock outstanding - diluted	129,079	131,667	129,294	133,278

SUPPLEMENTAL INFORMATION

RECONCILIATION OF "REPORTED" TO "ADJUSTED" AMOUNTS (Unaudited)

	Three Months Ended November 30,		Six Months Ended November 30,	
	2019	2018	2019	2018
Reconciliation of Reported Earnings per Diluted Share to Adjusted Earnings per Diluted Share (All amounts presented after-tax):				
Reported Earnings per Diluted Share	\$ 0.59	\$ 0.37	\$ 1.41	\$ 0.89
2020 MAP to Growth related initiatives (d)	0.21	0.12	0.36	0.36
Acquisition-related costs (e)		0.02		0.02
Convertible debt extinguishment (f)		0.01		0.01
Investment returns (h)	(0.04)	0.06	(0.06)	0.06
Adjusted Earnings per Diluted Share (i)	\$ 0.76	\$ 0.58	\$ 1.71	\$ 1.34

(d) Reflects restructuring and other charges, all of which have been incurred in relation to our 2020 Margin Acceleration Plan initiatives, as follows: During fiscal 2020: headcount reductions; closures of facilities and related costs; inventory-related charges that reflect product line and SKU rationalization at our Consumer Segment, as well as inventory write-offs in connection with restructuring activities at our Construction Products and Performance Coatings Segments; increases in our allowance for doubtful accounts deemed uncollectible as a result of a change in market and leadership strategy; costs associated with exiting unprofitable product lines; the net loss incurred for the divestiture of unprofitable businesses; implementation costs associated with our ERP consolidation plan and professional fees incurred in connection with our 2020 MAP to Growth. During fiscal 2019: headcount reductions, closures of facilities, and accelerated vesting of equity awards in connection with key executives, all of which are included in restructuring expense; inventory-related charges reflecting a true-up of fiscal 2018 inventory write-offs at our Consumer Segment during the first quarter of fiscal 2019; inventory write-offs and disposals at our Construction Products and Performance Coatings Segments, and accelerated depreciation expense related to the shortened useful lives of equipment and facilities being prepared for closure; increases in our allowance for doubtful accounts deemed uncollectible as a result of a change in market and leadership strategy. Implementation costs associated with our ERP consolidation plan, and professional fees incurred in connection with our restructuring plan implementation as well as the negotiation of a cooperation agreement, all of which have been recorded in SG&A.

(e) Acquisition costs reflect amounts included in gross profit for inventory disposals and step-ups.

(f) Reflects the net loss on redemption of our convertible notes incurred during the second quarter of fiscal 2019.

(h) 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.

(i) 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.

CONSOLIDATED BALANCE SHEETS

IN THOUSANDS (UNAUDITED)

	November 30, 2019	November 30, 2018	May 31, 2019
Assets			
Current Assets			
Cash and cash equivalents	\$ 208,173	\$ 226,914	\$ 223,168
Trade accounts receivable	1,107,637	1,066,708	1,287,098
Allowance for doubtful accounts	(59,824)	(53,678)	(54,748)
Net trade accounts receivable	1,047,813	1,013,030	1,232,350
Inventories	883,722	879,633	841,873
Prepaid expenses and other current assets	220,557	252,634	220,701
Total current assets	2,360,265	2,372,211	2,518,092
Property, Plant and Equipment, at Cost	1,712,511	1,624,380	1,662,859
Allowance for depreciation	(890,736)	(830,753)	(843,648)
Property, plant and equipment, net	821,775	793,627	819,211
Other Assets			
Goodwill	1,259,556	1,229,476	1,245,762
Other intangible assets, net of amortization	595,311	607,212	601,082
Operating lease right-of-use assets	284,852		
Deferred income taxes, non-current	34,719	17,849	34,908
Other	224,520	218,578	222,300
Total other assets	2,398,958	2,073,115	2,104,052
Total Assets	\$ 5,580,998	\$ 5,238,953	\$ 5,441,355
Liabilities and Stockholders' Equity			
Current Liabilities			
Accounts payable	\$ 475,288	\$ 471,268	\$ 556,696
Current portion of long-term debt	102,136	453,874	552,446
Accrued compensation and benefits	139,403	133,637	193,345
Accrued losses	21,646	22,954	19,899
Other accrued liabilities	245,595	217,660	217,019
Total current liabilities	984,068	1,293,393	1,539,405
Long-Term Liabilities			
Long-term debt, less current maturities	2,421,339	1,918,868	1,973,462
Operating lease liabilities	243,863		
Other long-term liabilities	415,838	370,812	405,040
Deferred income taxes	112,590	113,834	114,843
Total long-term liabilities	3,193,630	2,403,514	2,493,345
Total liabilities	4,177,698	3,702,907	4,032,750
Commitments and contingencies			
Stockholders' Equity			
Preferred stock; none issued			
Common stock (outstanding 129,767; 133,136; 130,995)	1,298	1,331	1,310
Paid-in capital	1,007,554	976,345	994,508
Treasury stock, at cost	(547,683)	(313,764)	(437,290)
Accumulated other comprehensive (loss)	(576,707)	(501,100)	(577,628)
Retained earnings	1,516,230	1,369,695	1,425,052
Total RPM International Inc. stockholders' equity	1,400,692	1,532,507	1,405,952
Noncontrolling interest	2,608	3,539	2,653
Total equity	1,403,300	1,536,046	1,408,605
Total Liabilities and Stockholders' Equity	\$ 5,580,998	\$ 5,238,953	\$ 5,441,355

CONSOLIDATED STATEMENTS OF CASH FLOWS

IN THOUSANDS (Unaudited)

	Six Months Ended November 30,	
	2019	2018
Cash Flows From Operating Activities:		
Net income	\$ 183,818	\$ 119,359
Adjustments to reconcile net income to net cash provided by (used for) operating activities:		
Depreciation and amortization	77,572	73,025
Restructuring charges, net of payments	(1,713)	7,464
Fair value adjustments to contingent earnout obligations, net		1,558
Deferred income taxes	(5,426)	(1,400)
Stock-based compensation expense	13,034	12,896
Other non-cash interest expense		1,552
Realized/unrealized (gain) loss on sales of marketable securities	(8,741)	7,496
Loss on extinguishment of debt		3,051
Other	(705)	2,349
Changes in assets and liabilities, net of effect from purchases and sales of businesses:		
Decrease in receivables	183,782	92,398
(Increase) in inventory	(41,129)	(49,020)
Decrease (increase) in prepaid expenses and other current and long-term assets	8,524	(942)
(Decrease) in accounts payable	(70,712)	(117,678)
(Decrease) in accrued compensation and benefits	(53,589)	(41,470)
Increase in accrued losses	1,894	1,131
Increase in other accrued liabilities	13,644	33,422
Other	(90)	3,098
Cash Provided By Operating Activities	<u>300,163</u>	<u>148,289</u>
Cash Flows From Investing Activities:		
Capital expenditures	(71,393)	(57,775)
Acquisition of businesses, net of cash acquired	(36,281)	(127,848)
Purchase of marketable securities	(14,332)	(13,276)
Proceeds from sales of marketable securities	13,100	35,426
Other	2,183	(2,394)
Cash (Used For) Investing Activities	<u>(106,723)</u>	<u>(165,867)</u>
Cash Flows From Financing Activities:		
Additions to long-term and short-term debt	539,277	447,843
Reductions of long-term and short-term debt	(542,744)	(247,440)
Cash dividends	(92,040)	(89,196)
Repurchases of common stock	(100,000)	(81,992)
Shares of common stock returned for taxes	(10,155)	(16,466)
Payments of acquisition-related contingent consideration	(187)	(3,531)
Other	(664)	(391)
Cash (Used For) Provided By Financing Activities	<u>(206,513)</u>	<u>8,827</u>
Effect of Exchange Rate Changes on Cash and Cash Equivalents	(1,922)	(8,757)
Net Change in Cash and Cash Equivalents	(14,995)	(17,508)
Cash and Cash Equivalents at Beginning of Period	223,168	244,422
Cash and Cash Equivalents at End of Period	<u>\$ 208,173</u>	<u>\$ 226,914</u>

SUPPLEMENTAL SEGMENT INFORMATION

IN THOUSANDS (Unaudited)

	Three Months Ended November 30,		Six Months Ended November 30,	
	2019	2018	2019	2018
Net Sales:				
Construction Products Segment	\$ 499,510	\$ 467,298	\$ 1,035,615	\$ 984,790
Performance Coatings Segment	292,712	291,960	589,953	588,379
Consumer Segment	450,900	425,255	930,230	902,618
Specialty Segment	158,170	178,018	318,258	346,733
Total	<u>\$ 1,401,292</u>	<u>\$ 1,362,531</u>	<u>\$ 2,874,056</u>	<u>\$ 2,822,520</u>
Income Before Income Taxes:				
Construction Products Segment				
Income Before Income Taxes (a)	\$ 57,123	\$ 35,357	\$ 139,803	\$ 100,401
Interest (Expense), Net (b)	(2,074)	(2,189)	(4,101)	(4,479)
EBIT (c)	59,197	37,546	143,904	104,880
2020 MAP to Growth related initiatives (d)	2,674	4,510	4,326	7,767
Acquisition-related costs (e)		1,106	548	1,106
Adjusted EBIT	<u>\$ 61,871</u>	<u>\$ 43,162</u>	<u>\$ 148,778</u>	<u>\$ 113,753</u>
Performance Coatings Segment				
Income Before Income Taxes (a)	\$ 33,320	\$ 22,299	\$ 61,377	\$ 30,624
Interest Income (Expense), Net (b)	25	(223)	(104)	(341)
EBIT (c)	33,295	22,522	61,481	30,965
2020 MAP to Growth related initiatives (d)	3,676	7,980	12,413	27,731
Acquisition-related costs (e)	35	1,825	35	1,825
Loss on South Africa Business (g)		540		540
Adjusted EBIT	<u>\$ 37,006</u>	<u>\$ 32,867</u>	<u>\$ 73,929</u>	<u>\$ 61,061</u>
Consumer Segment				
Income Before Income Taxes (a)	\$ 34,456	\$ 41,836	\$ 93,614	\$ 92,805
Interest (Expense), Net (b)	(56)	(123)	(161)	(297)
EBIT (c)	34,512	41,959	93,775	93,102
2020 MAP to Growth related initiatives (d)	20,172	1,159	22,605	2,023
Adjusted EBIT	<u>\$ 54,684</u>	<u>\$ 43,118</u>	<u>\$ 116,380</u>	<u>\$ 95,125</u>
Specialty Segment				
Income Before Income Taxes (a)	\$ 18,762	\$ 26,119	\$ 42,089	\$ 49,935
Interest (Expense) Income, Net (b)	(7)	105	19	19
EBIT (c)	18,769	26,014	42,070	49,737
2020 MAP to Growth related initiatives (d)	4,418	2,794	9,746	5,457
Adjusted EBIT	<u>\$ 23,187</u>	<u>\$ 28,808</u>	<u>\$ 51,816</u>	<u>\$ 55,194</u>
Corporate/Other				
(Expense) Before Income Taxes (a)	\$ (41,908)	\$ (59,018)	\$ (92,281)	\$ (115,234)
Interest (Expense), Net (b)	(15,424)	(27,730)	(36,121)	(47,214)
EBIT (c)	(26,484)	(31,288)	(56,160)	(68,020)
2020 MAP to Growth related initiatives (d)	3,393	6,250	11,499	19,546
Convertible debt extinguishment (f)		3,052		3,052
Adjusted EBIT	<u>\$ (23,091)</u>	<u>\$ (21,986)</u>	<u>\$ (44,661)</u>	<u>\$ (45,422)</u>
Consolidated				
Income Before Income Taxes (a)	\$ 101,753	\$ 66,593	\$ 244,602	\$ 158,531
Interest (Expense)	(26,341)	(23,127)	(54,658)	(47,533)
Investment Income (Expense), Net	8,805	(7,033)	14,190	(4,600)
EBIT (c)	119,289	96,753	285,070	210,664
2020 MAP to Growth related initiatives (d)	34,333	22,693	60,589	62,524
Acquisition-related costs (e)	35	2,931	583	2,931
Convertible debt extinguishment (f)		3,052		3,052
Loss on South Africa Business (g)		540		540
Adjusted EBIT	<u>\$ 153,657</u>	<u>\$ 125,969</u>	<u>\$ 346,242</u>	<u>\$ 279,711</u>

(a) The presentation includes a reconciliation of Income (Loss) Before Income Taxes, a measure defined by Generally Accepted Accounting Principles in the United States (GAAP), to EBIT and Adjusted EBIT.
(b) Interest income (expense), net includes the combination of interest income (expense) and investment income (expense), net.
(c) EBIT is defined as earnings (loss) before interest and taxes, with Adjusted EBIT provided for the purpose of adjusting for items impacting earnings that are not considered by management to be indicative of ongoing operations. We evaluate the profit performance of our segments based on income before income taxes, but also look to EBIT as a performance evaluation measure because interest expense is essentially related to acquisitions, as opposed to segment operations. For that reason, we believe EBIT is also useful to investors as a metric in their investment decisions. EBIT should not be considered an alternative to, or more meaningful than, income before income taxes as determined in accordance with GAAP, since EBIT omits the impact of interest and investment income or expense in determining operating performance, which represent items necessary to our continued operations, given our level of indebtedness. Nonetheless, EBIT is a key measure expected by and useful to our fixed income investors, rating agencies and the banking community all of whom believe, and we concur, that this measure is critical to the capital markets' analysis of our segments' core operating performance. We also evaluate EBIT because it is clear that movements in EBIT impact our ability to attract financing. Our underwriters and bankers consistently require inclusion of this measure in offering memoranda in conjunction with any debt underwriting or bank financing. EBIT may not be indicative of our historical operating results, nor is it meant to be predictive of potential future results.
(d) Reflects restructuring and other charges, all of which have been incurred in relation to our 2020 Margin Acceleration Plan initiatives, as follows: During fiscal 2020: headcount reductions; closures of facilities and related costs; inventory-related charges that reflect product line and SKU rationalization at our Consumer Segment, as well as inventory write-offs in connection with restructuring activities at our Construction Products and Performance Coatings Segments; increases in our allowance for doubtful accounts deemed uncollectible as a result of a change in market and leadership strategy; implementation costs associated with our ERP consolidation plan and professional fees incurred in connection with our 2020 MAP to Growth. During fiscal 2019: headcount reductions, closures of facilities, and accelerated vesting of equity awards in connection with key executives, all of which are included in restructuring expense; inventory-related charges reflecting a true-up of fiscal 2018 inventory write-offs at our Consumer Segment during the first quarter of fiscal 2019; inventory write-offs and disposals at our Construction Products and Performance Coatings Segments, and accelerated depreciation expense related to the shortened useful lives of equipment and facilities being prepared for closure; increases in our allowance for doubtful accounts deemed uncollectible as a result of a change in market and leadership strategy; implementation costs associated with our ERP consolidation plan, and professional fees incurred in connection with our restructuring plan implementation as well as the negotiation of a cooperation agreement, all of which have been recorded in SG&A.
(e) Acquisition costs reflect amounts included in gross profit for inventory disposals and step-ups.
(f) Reflects the net loss on redemption of our convertible notes incurred during the second quarter of fiscal 2019.
(g) Reflects other expense 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.

RPM International Inc. (NYSE) owns subsidiaries that are world leaders in specialty coatings, sealants, building materials and related services. The company operates four reportable segments: consumer, construction products, performance coatings and specialty products. RPM has a diverse portfolio with hundreds of market-leading brands, including Rust-Oleum, DAP, Zinsser, Varathane, Day-Glo, Legend Brands, Stonhard, Carboline, Tremco and Dryvit. From homes and workplaces, to infrastructure and precious landmarks, RPM's brands are trusted by consumers and professionals alike to help build a better world.

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