



RPM International Inc.
A World Leader in Specialty Coatings and Sealants

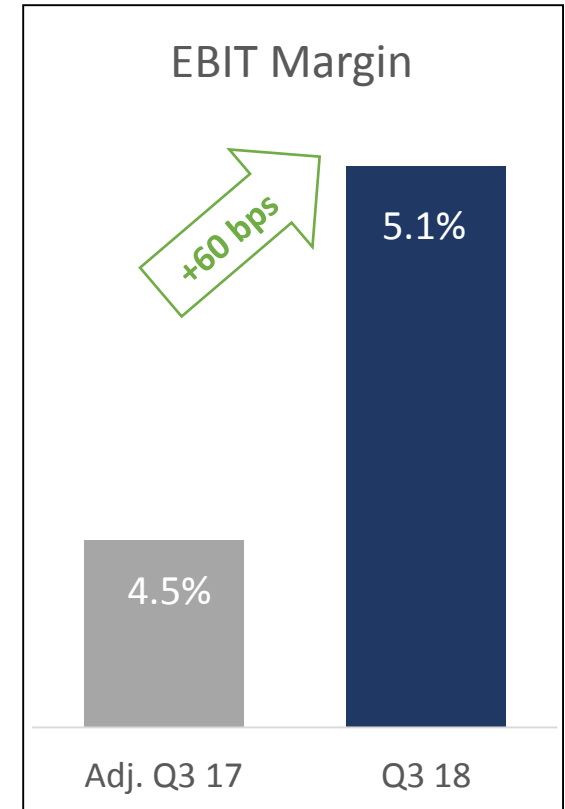
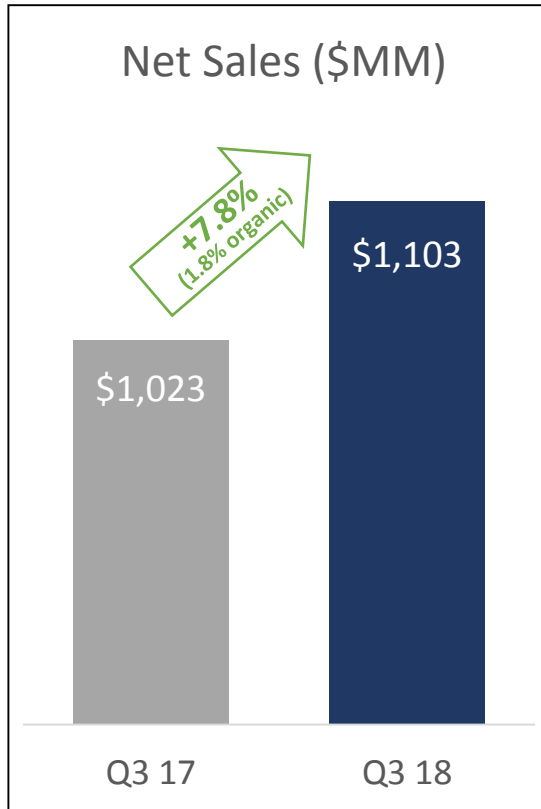
Fiscal 2018 Third-Quarter Results
Supplemental Information
April 5, 2018





Q3 Overview

Strong Sales Growth and Operating Leverage

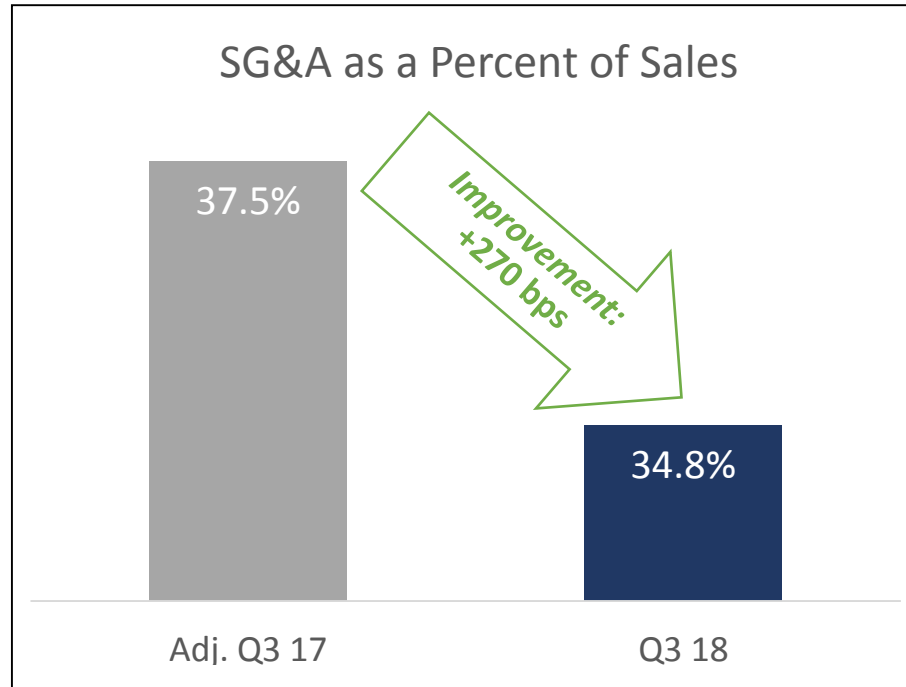


- Adjusting prior-year reported EBIT of \$37MM for unusual items in last year's Q3 (\$4.9MM impairment, \$4.2MM for German facility closing)
- EBIT margin improvement of +150 bps using as-reported prior year, +60 bps using adjusted prior year



Margins

Improved Through Cost Reductions and Containment

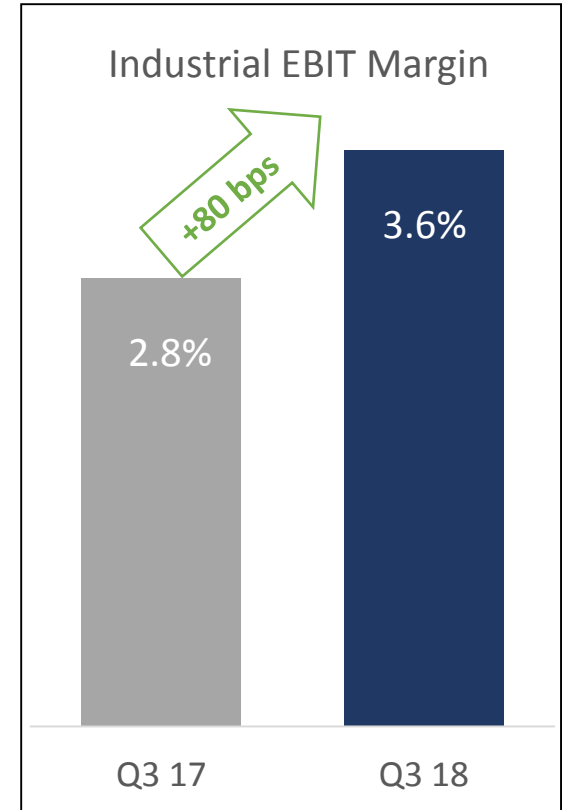
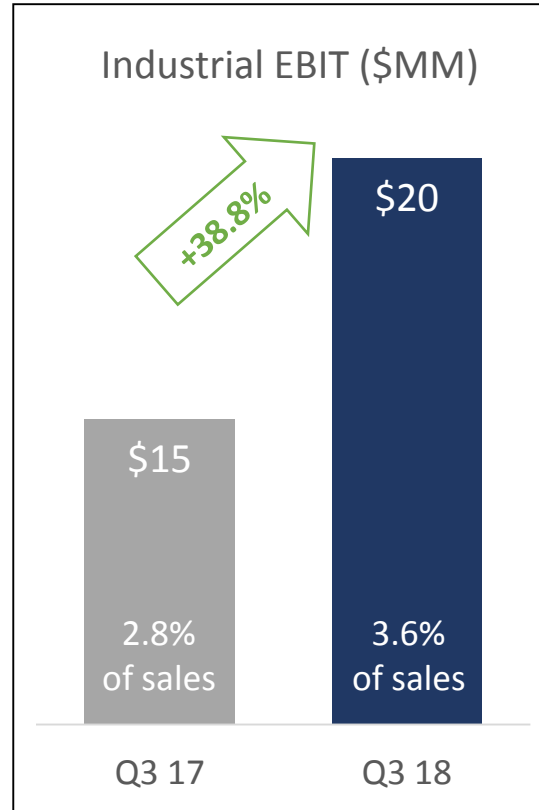
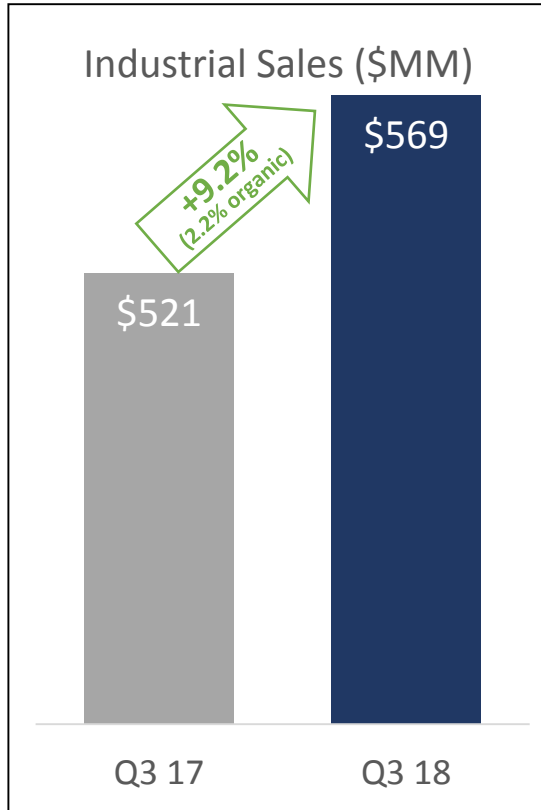


- Reflects benefit of actions taken last fiscal year, including:
 - Fourth quarter RIF
 - Closing unprofitable businesses
- Disciplined cost containment in FY18
- Great SG&A leverage more than offsets material inflation, resulting in EBIT margin expansion
- Adjusted for \$3.6MM for German facility closing



Industrial Segment

Leveraging Sales Growth to Bottom Line

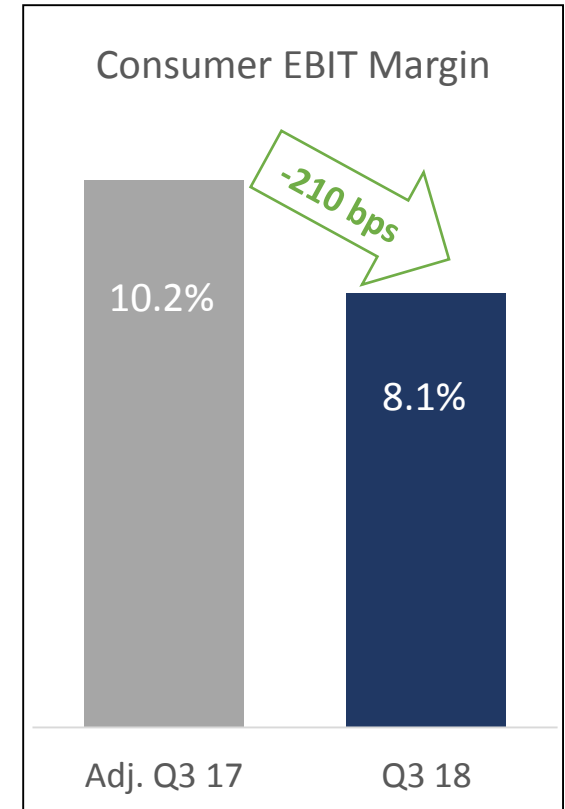
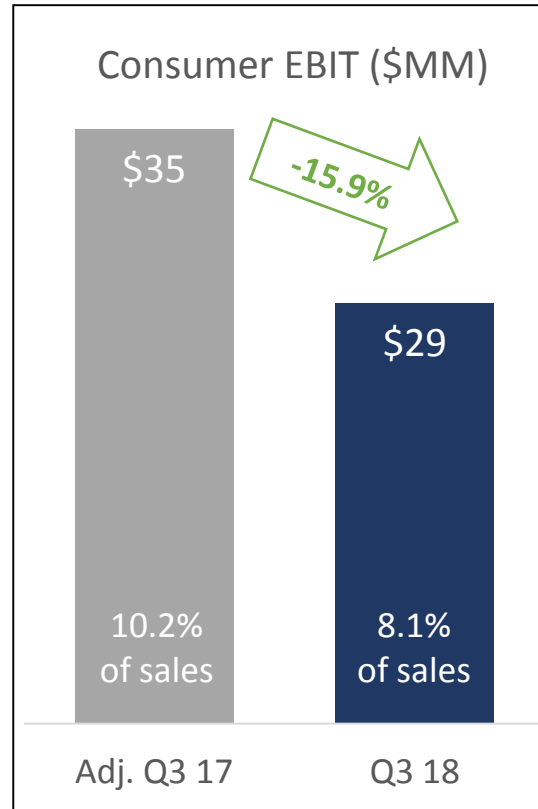
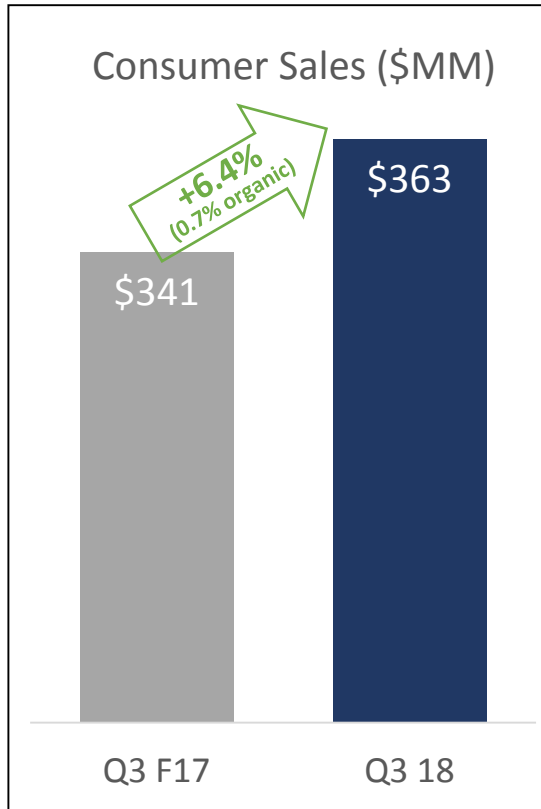


- Have achieved selling price increases to help offset material inflation (i.e., silicone, epoxy, MDI)
- Double-digit growth at Tremco Roofing with maintenance coatings emphasis
- Improved profitability as a result of on-going cost reduction activities



Consumer Segment

Gaining Share in Challenged Market Environment

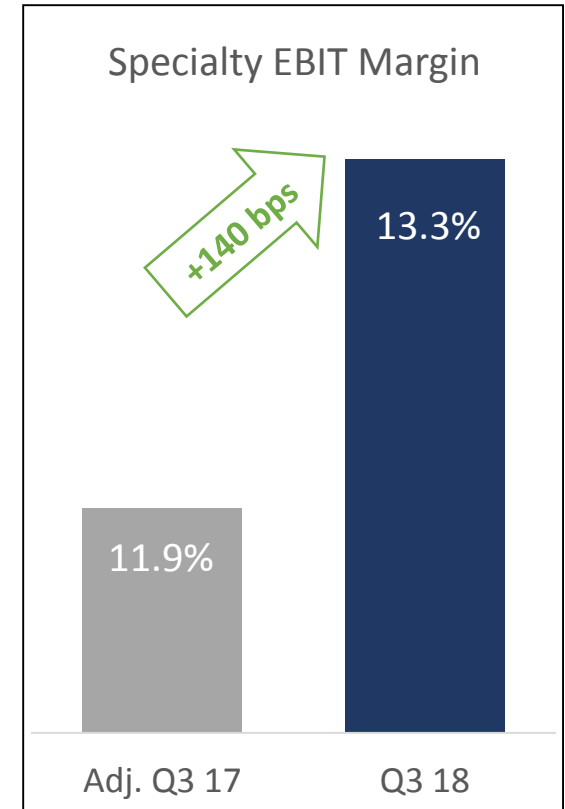
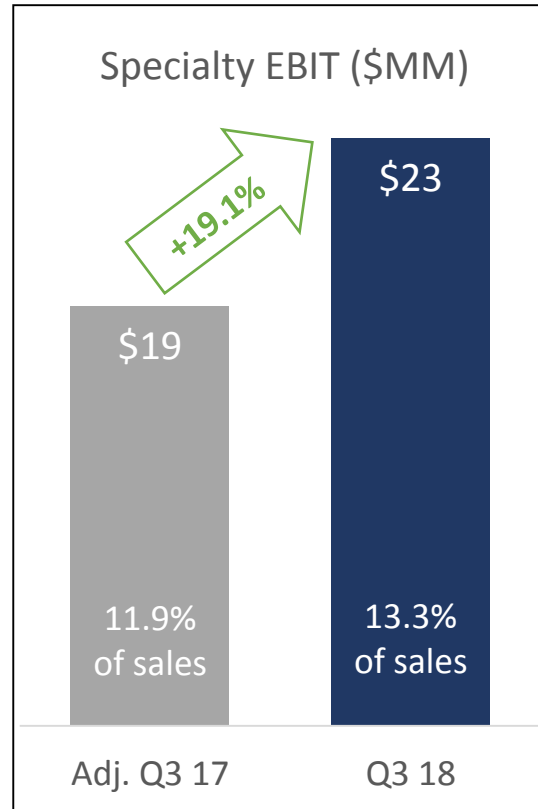
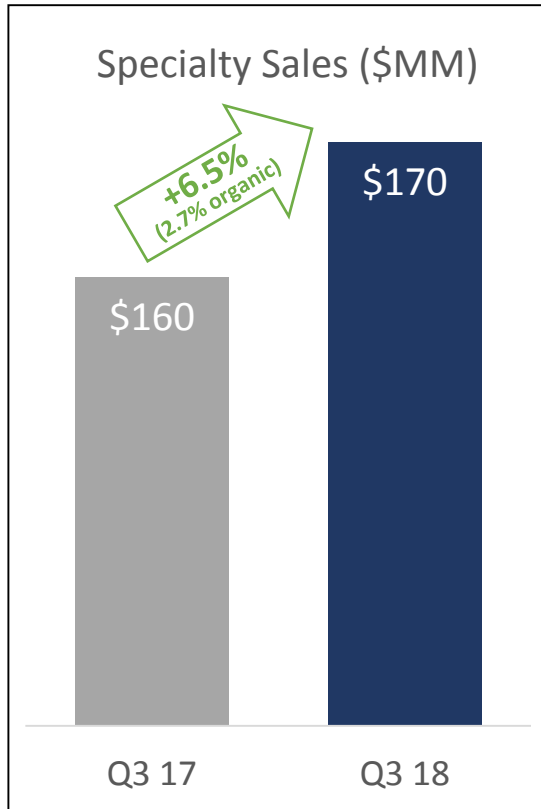


- Margin reflects delay in selling price increases, which are still rolling out
- Adjusted for impairment charge (\$4.9MM) in prior year's Q3
- "Winning the ground war" - gaining share in wood coatings
- Creating new platforms in cleaning/floor care with latest acquisitions



Specialty Segment

Tremendous Earnings Leverage



- Fastest growth in restoration businesses and OEM coatings businesses
- Adjusted for German facility closing (\$4.2MM) in prior year's Q3
- Improved profitability after German facility closing
- Impact of SG&A leverage more than offsets material inflation, resulting in EBIT margin expansion