# The Americas Group

## Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Sales</strong></td>
<td>$9,117</td>
<td>$9,625</td>
<td>+5.6%</td>
</tr>
<tr>
<td><strong>Segment Profit</strong></td>
<td>$1,770</td>
<td>$1,898</td>
<td>+7.3%</td>
</tr>
<tr>
<td><strong>% Sales</strong></td>
<td>19.4%</td>
<td>19.7%</td>
<td>+0.3pts.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>1Q18</th>
<th>1Q19</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Sales</strong></td>
<td>$2,080</td>
<td>$2,155</td>
<td>+3.6%</td>
</tr>
<tr>
<td><strong>Segment Profit</strong></td>
<td>$337</td>
<td>$331</td>
<td>-1.9%</td>
</tr>
<tr>
<td><strong>% Sales</strong></td>
<td>16.2%</td>
<td>15.4%</td>
<td>-0.8pts.</td>
</tr>
</tbody>
</table>
Customer Segments We Serve
Stores & Reps

North America
- Stores: 4,370
- Reps: 3,008
- Total: 4,721

Latin America
- Stores: 351
- Dealers: 747
- Reps: 555
- Total: 3,563
SALES CALLS
A YEAR
17.7M

SALES CALLS
A DAY
68K
SEAMLESS EXPERIENCE

ACTIONABLE INFORMATION

PERSONALIZED COMMUNICATION
New Products

DIY

- Captivate Paint & Primer in One
- Krylon Chalky Finish Paint
New Products

NEW RESIDENTIAL
New Products

COMMERCIAL

LOXON

ProCraft

IMPERMEABILIZANTE
ELASTOMÉRICO

ELÁSTICO Y FLEXIBLE
SELLA GREJAS Y FISURAS
ANTIHONGOS Y ANTIÁLGAS

SHERWIN-WILLIAMS
New Products

RES REPAINT
NEW PRODUCTS

2018 NEW North America Products
25

2018 NEW Latin America Products
30
New Products

SKU RATIONALIZATION

<table>
<thead>
<tr>
<th>Year</th>
<th>Latin America</th>
<th>North America</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
1,295
MTP’S
Hired in 2018
The Americas Group
Stores Salute Video
Services

3,000+ TRUCKS
2,300+ DRIVERS
DELIVERIES
A YEAR

2M+

DELIVERIES
A DAY

7800+
Services

HOME WORK PAINTER TRAINING PROGRAM

AMERICA NEEDS PAINTERS

TAKE A JOB THAT COULD CHANGE YOUR LIFE.

EARN $60K PER YEAR
TAKE PRIDE IN YOUR WORK
DESIGN YOUR CAREER
Services

New Residential Homeowner Portal

Res Repaint Upgrades Guide

Custodian

Customized Sell Sheets
OUR SOLUTIONS

STORES & REPS
MY SW.COM
DATA
NEW PRODUCTS
NAT’L ACCOUNTS
COLOR
TALENT
SERVICES
BRAND
SW 6871
Positive Red

#1
PAINT BRAND AWARENESS
2018 MarketVision Research
#1 PREFERRED BRAND BY PROFESSIONAL PAINTERS

2018 MarketVision Research

SW 6520
Honest Blue
TOP 10 NET PROMOTER SCORE

2018 Medallia
IN CUSTOMER SATISFACTION INTERIOR PAINTS AND PAINT RETAILERS”

2019 J.D. Power

**Tie for First Place among Interior Paints in the J.D. Power 2019 Paint Satisfaction Study. For J.D. Power 2019 award information, visit jdpower.com/awards