

#### **Legal Notices**



#### **Forward-Looking Statements**

This presentation and the oral remarks made in connection herewith may contain "forward-looking statements" within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, including those relating to 2017 financial projections, including execution on our 2017 goals as well as 2017 net sales, net sales excluding FX, Adjusted EBITDA, interest expense, tax rate, as adjusted, free cash flow, capital expenditures, working capital, depreciation and amortization, diluted shares outstanding, cost savings, contributions from acquisitions, and related assumptions. Any forward-looking statements involve risks, uncertainties and assumptions. These statements often include words such as "believe," "expect," "anticipate," "intend," "plan," "estimate," "target," "project," "forecast," "seek," "will," "may," "should," "could," "would," or similar expressions. These statements are based on certain assumptions that we have made in light of our experience in the industry and our perceptions of historical trends, current conditions, expected future developments and other factors we believe are appropriate under the circumstances as of the date hereof. Although we believe that the assumptions and analysis underlying these statements are reasonable as of the date hereof, investors are cautioned not to place undue reliance on these statements. We do not have any obligation to and do not intend to update any forward-looking statements included herein, which speak only as of the date hereof. You should understand that these statements are not guarantees of future performance or results. Actual results could differ materially from those described in any forward-looking statements contained herein or the oral remarks made in connection herewith as a result of a variety of factors, including known and unknown risks and uncertainties, many of which are beyond our control including, but not limited to, the risks and uncertainties described in "Non-GAAP Financial Measures," and "Forward-Looking Statements" as well as "Risk F

#### **Non-GAAP Financial Measures**

The historical financial information included in this presentation includes financial information that is not presented in accordance with generally accepted accounting principles in the United States ("GAAP"), including net sales excluding FX, EBITDA, Adjusted EBITDA, Free Cash Flow, tax rate, as adjusted, and Net Debt. Management uses these non-GAAP financial measures in the analysis of our financial and operating performance because they assist in the evaluation of underlying trends in our business. Adjusted EBITDA consists of EBITDA adjusted for (i) non-operating income or expense, (ii) the impact of certain non-cash, nonrecurring or other items that are included in net income and EBITDA that we do not consider indicative of our ongoing performance and (iii) certain unusual or nonrecurring items impacting results in a particular period. We believe that making such adjustments provides investors meaningful information to understand our operating results and ability to analyze financial and business trends on a period-to-period basis. Our use of the terms net sales excluding FX, EBITDA, Adjusted EBITDA, Free Cash Flow, tax rate, as adjusted, and Net Debt may differ from that of others in our industry. Net sales excluding FX, EBITDA, Adjusted EBITDA and Free Cash Flow should not be considered as alternatives to net income, operating income or any other performance measures derived in accordance with GAAP as measures of operating performance or operating cash flows or as measures of liquidity. Net sales excluding FX, EBITDA, Adjusted EBITDA, Free Cash Flow, tax rate, as adjusted, and Net Debt have important limitations as analytical tools and should be considered in conjunction with, and not as substitutes for, our results as reported under GAAP. This presentation includes a reconciliation of certain non-GAAP financial measures with the most directly comparable financial measures calculated in accordance with GAAP. Axalta does not provide a reconciliation for non-GAAP estimates for net sales excluding FX, EBITD

#### **Segment Financial Measures**

The primary measure of segment operating performance is Adjusted EBITDA, which is a key metric that is used by management to evaluate business performance in comparison to budgets, forecasts and prior year financial results, providing a measure that management believes reflects Axalta's core operating performance. As we do not measure segment operating performance based on Net Income, a reconciliation of this non-GAAP financial measure with the most directly comparable financial measure calculated in accordance with GAAP is not available.

#### **Defined Terms**

All capitalized terms contained within this presentation have been previously defined in our filings with the United States Securities and Exchange Commission.

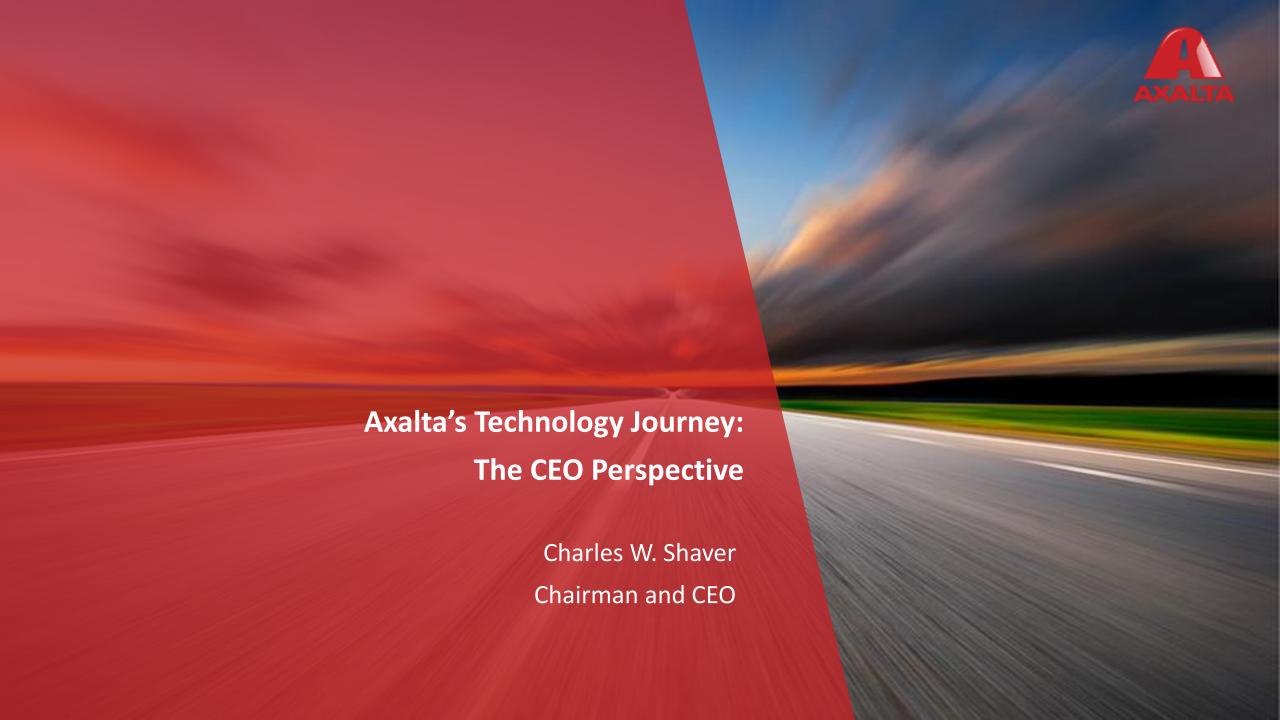




9:00 AM	Introduction & Agenda	Chris Mecray, VP, Investor Relations
9:05 AM	Axalta's Technology Journey: CEO Perspective	Charlie Shaver, Chairman & CEO
9:40 AM	Technology Drives Axalta's Performance	Barry Snyder, SVP & CTO
10:10 AM	Performance Coatings: Refinish	Michael Carr, VP, President, North America
10:40 AM	BREAK	
11:00 AM	Performance Coatings: Industrial Coatings	Michael Cash, SVP, President, Industrial
11:30 AM	Transportation Coatings Segment	Steven Markevich, EVP, President, Transportation & GC
12:00 PM	Q&A	
12:30 PM	Closing Remarks	Charlie Shaver, Chairman & CEO
12:35 PM	LUNCH	

#### Additional Axalta Attendees:

- Robert Bryant (EVP, CFO)
- Joseph McDougall (SVP, CHRO)
- Dan Key (SVP, Operations & Supply Chain)
- Dr. Robert Roop (VP, Global Refinish Technology)
- Joanne Hardy (Global Director, Axalta R&D)
- Matt Boland (VP, Global Transportation Technology)



### **Axalta's Global Breadth and Scope**



## \$4.1 Billion in Sales

100,000+

Customers

4,000+

Distributors

13,000+

People

130

Countries

50+

**Brands** 



Durable coatings that protect, enhance productivity and add beauty

46

Manufacturing Centers

47

Training Centers

4

R&D Centers

30+

Laboratories

150

Years in the Industry

### **Axalta's Customer Focused Organization**





#### **PERFORMANCE COATINGS**





#### **TRANSPORTATION COATINGS**





### END MARKETS

#### **REFINISH**

- Multi-shop operators
- Independent body shops
- Auto dealership groups

#### **INDUSTRIAL**

- General industrial powders
- Electrical insulation systems
- Architectural & decorative
- Oil & gas & utility pipelines
- Valves & rebar
- Automotive sub-components
- Metal furniture & playground
- Agricultural, construction and earth moving equipment (ACE)
- Coil / extruded metal

#### LIGHT VEHICLE

- Automotive OEMs
- Coatings for plastic & composite materials
- Automotive interiors

#### **COMMERCIAL VEHICLE**

- Heavy duty trucks
- Rail
- Bus
- Utility trucks
- Recreational vehicles
- Construction / mining
- Cranes
- Marine

AXALTA STRUCTURE

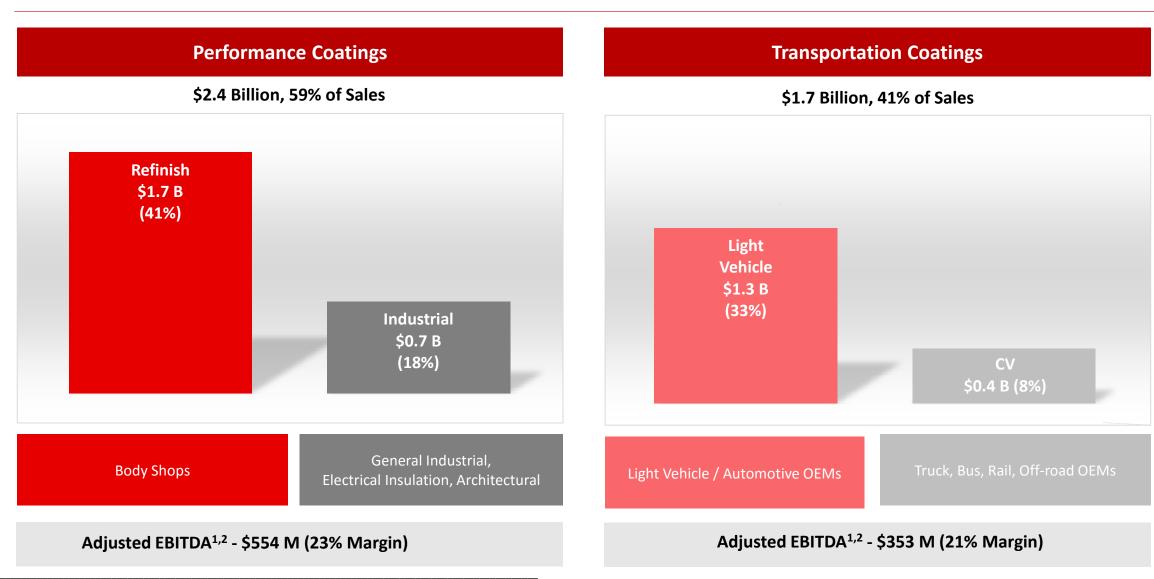
- Regional & local customers
- Regional Axalta strategies
- Strong local execution

- Global and local customers
- Global Axalta strategy
- Strong regional execution

- Global OEM customers
- Global Axalta strategies and support teams
- Regionally specific aspects of customer support

### **Axalta – A Global Leader In Coatings**





<sup>1.</sup> Financials for FY 2016, all sales data refers to Net Sales 2. Consolidated Adjusted EBITDA reconciliation can be found in the Appendix

#### A Global Leader In Our Markets



#### **Performance Coatings: Refinish**



**Performance Coatings: Industrial** 

- #2 in powder coatings globally
- #2 in energy solutions coatings globally
- #2 in industrial e-coat globally

#### **Transportation Coatings: Light Vehicle**



#### **Transportation Coatings: Commercial Vehicle**

- #1 supplier to North America heavy duty truck market
- Leading supplier to other offroad vehicle niches

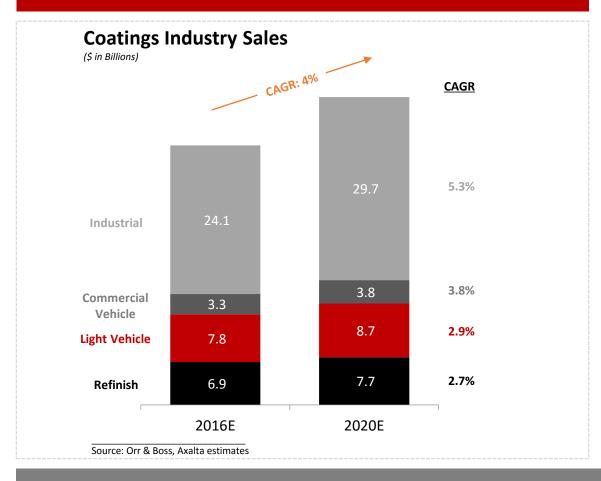
~90% of Sales from Markets Where Axalta Has #1 or #2 Global Share

Source: Orr & Boss, Axalta estimates (2016)

### **Structurally Attractive Global End-Markets**







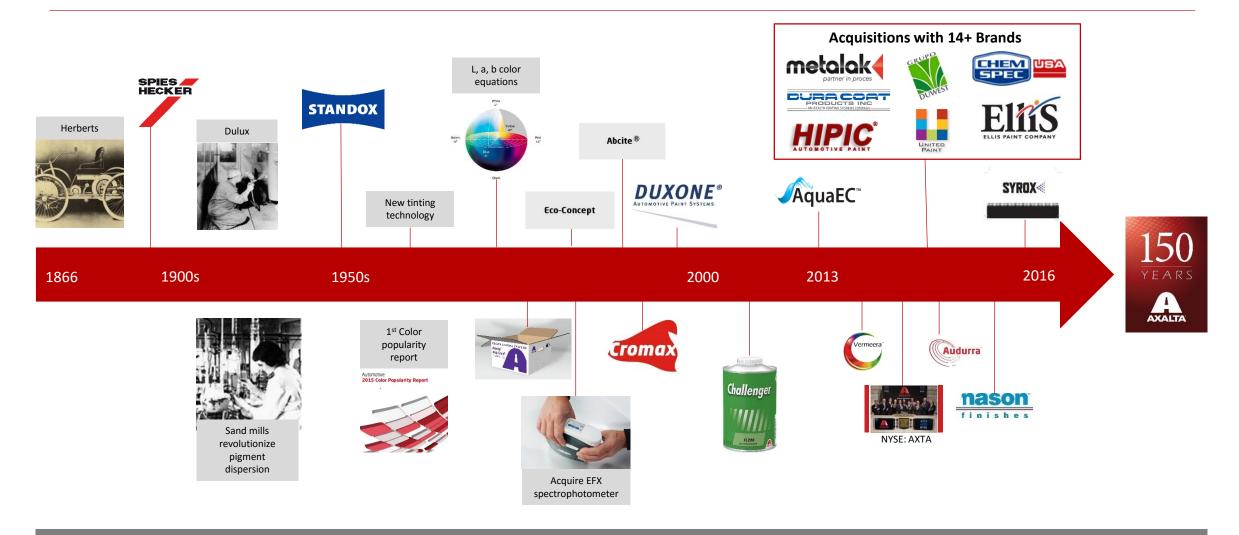
#### **Diverse Industry Growth Drivers**

- **Refinish**: Car parc, miles driven and collision rates
- Light Vehicle: Emerging economies and middle classes; ongoing consumer strength in developed markets
- Commercial Vehicle: Global consumer markets expanding; infrastructure growth; professionalized logistics management
- Industrial: Global GDP and industrial production; application sophistication with enhanced functionality and durability

**Long Term Alignment With Global Growth** 

### **Axalta's Foundation: A Product Development Timeline**





Axalta offers >30 coatings brands for 100,000+ customers in 130 countries

## **Key Achievements in 2016**



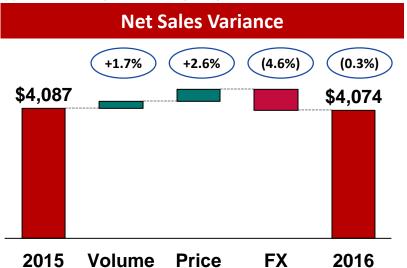
Stated Objective	Results			
Grow the Business	<ul> <li>Net sales growth 4% ex-currency, including acquisitions</li> <li>Outgrew our end-markets</li> </ul>	<b>√</b>		
Extend Core Strengths & Globalize	<ul> <li>Extend our strong global foundation</li> </ul>	<b>√</b>		
Focus on Operating Improvement	<ul> <li>Success in refining our operating model</li> </ul>	<b>√</b>		
Productivity Initiatives Improve Cost Structure	<ul> <li>Exceeded expectations with \$64 million in combined</li> <li>2016 cost savings</li> </ul>	<b>√</b>		
Continue High IRR Investments	<ul> <li>Productivity &amp; growth capex remain in high gear - \$136 M spend in 2016A</li> </ul>	<b>√</b>		
Active M&A Pipeline	<ul> <li>Completed 6 bolt-on M&amp;A deals in our core end-markets</li> </ul>	<b>√</b>		
FCF & Debt Paydown A Priority	<ul> <li>Leverage ratios lowered to 3.0x (2.5-3.0x goal) ahead of schedule</li> </ul>	<b>√</b>		

### **2016 Consolidated Results**



Financial Performance							
	FY		% Change				
(\$ in millions)	2016	2015	Incl. F/X	Excl. F/X			
Performance	2,403	2,385	0.8%	6.6%			
Transportation	1,670	1,702	(1.9%)	1.1%			
Net Sales	4,074	4,087	(0.3%)	4.3%			
Net Income (1)	42	94					
Adjusted EBITDA	907	867	4.6%				
Cash Flow (2)	423	261					

- (1) Represents Net Income attributable to Axalta
- (2) Cash Flow from Operations less Capital Expenditures



#### **Key Financial Accomplishments**

- 4.3% net sales growth, ex-FX
- 110 basis point Adjusted EBITDA margin expansion
- Strong continued progress on productivity initiatives
- Significant free cash flow generation
- Six acquisitions completed
- Completed exit of the Carlyle Group ownership stake
- Comprehensive debt refinancing; additional debt paydown
- Ratings upgrades from S&P and Moody's
- Lower adjusted book income tax rates from key structural initiatives

### 2016 Highlights



#### Wins

- 28 million OEM vehicles painted
- 100+ OEM coating systems launched
- 900+ new Industrial accounts
- Continued gains with multi-shop and independent refinish customers

#### **Products**

- 225+ new products, line extensions or fit-forpurpose technology applications
- Added 15+ brands from acquisitions

### Recognition

- Multiple customer awards for technology, service and support
- Customer and industry awards for innovation and sustainable technologies













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## **Key Goals For 2017**



Stated Objective	Expected Results			
Outgrow our End-markets	<ul> <li>New product introductions, broader global market penetration, benefit from consolidation in key end-markets</li> </ul>			
Execute on Structural Savings	<ul> <li>Continue to execute on structural cost savings through productivity initiatives</li> </ul>			
Maintain Active Operating Cost Discipline	<ul> <li>Begin rollout of global operating model, complexity reduction, active cyclical cost discipline, and footprint optimization</li> </ul>			
Drive Excellent Customer Service & Innovation	<ul> <li>Maintain focus on customer productivity and offering a broad and deep product choice</li> </ul>			
Disciplined Capital Allocation	<ul> <li>Target more bolt-on M&amp;A deals for \$100+ million in cumulative spend</li> </ul>			
Continue FCF and Financial Discipline	<ul> <li>Focus on FCF and maintain leverage goals; begin to accelerate alternative capital allocation beyond debt reduction</li> </ul>			

### **Axalta's Journey For Shareholder Value Creation**









#### **Invest in Capacity**

- Meet and anticipate global demand for liquid and powder coatings
  - √ 7 major completed projects
  - ✓ 2 projects in the pipeline
- 7 new or expanded customer training centers



CHINA
WATERBORNE PRODUCTION EXPANSION



**USA**REFINISH WATERBORNE PRODUCTION

### **Invest in Technology**

- Reorganized global team of more than 1,300 scientists, engineers and technicians
- Focused on technology for product, process enhancements and customer technical support
- \$165+ million in R&D spend in 2016
- Building or expanding four facilities



CHINA
ASIA-PACIFIC TECHNOLOGY CENTER



**USA**GLOBAL INNOVATION CENTER - 2018

### **Continue to Adapt our Culture & Incentives**



### **Employee Values and Behaviors to Drive Performance**

#### **Clear Values**

We put our customers first

We take ownership in everything we do

We are driven to perform every day

We innovate with purpose

We succeed as a united team

- Code of Business Conduct & Ethics
- Incentives and metrics

### **Expected Behaviors**

Service to our customers drives our work

**Clear accountability** 

Get results, apply metrics

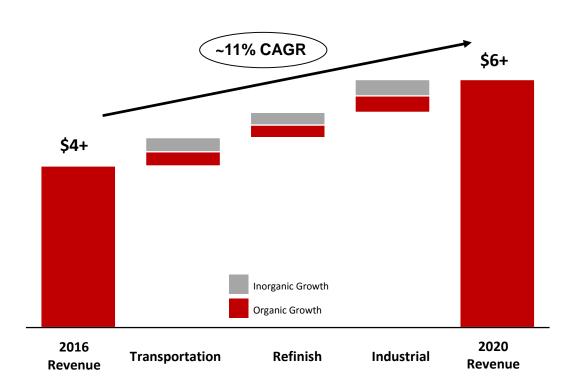
**Commercial technology focus** 

Inspires and builds capabilities

### We Are Driving Long Term Growth







#### **Comments**

- Mid-single digit core growth assumed in the period
- Seeking to redeploy growing free cash flow in return accretive opportunities
- Improving ROIC from strong capital allocation in internal investment, M&A, and maximizing productivity
- M&A: Seeking better than market hurdle rates of return from bolt-on deals

Note: Assuming constant currency in growth projections

#### **Organic Growth + FCF Deployment = Strong Topline Growth**

### **Axalta's Journey For Shareholder Value Creation**









#### **Cumulative Productivity Savings**

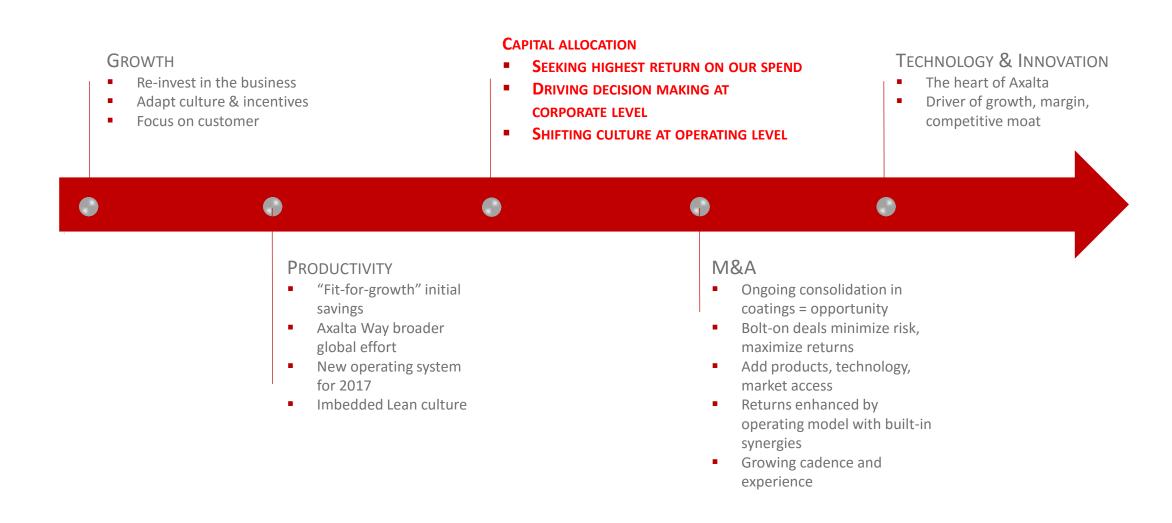
(\$ millions)



The Axalta Way: "A focused approach to doing business that drives profitability by improving our efficiency, productivity and growth opportunities every day, wherever we do business"

### **Axalta's Journey For Shareholder Value Creation**

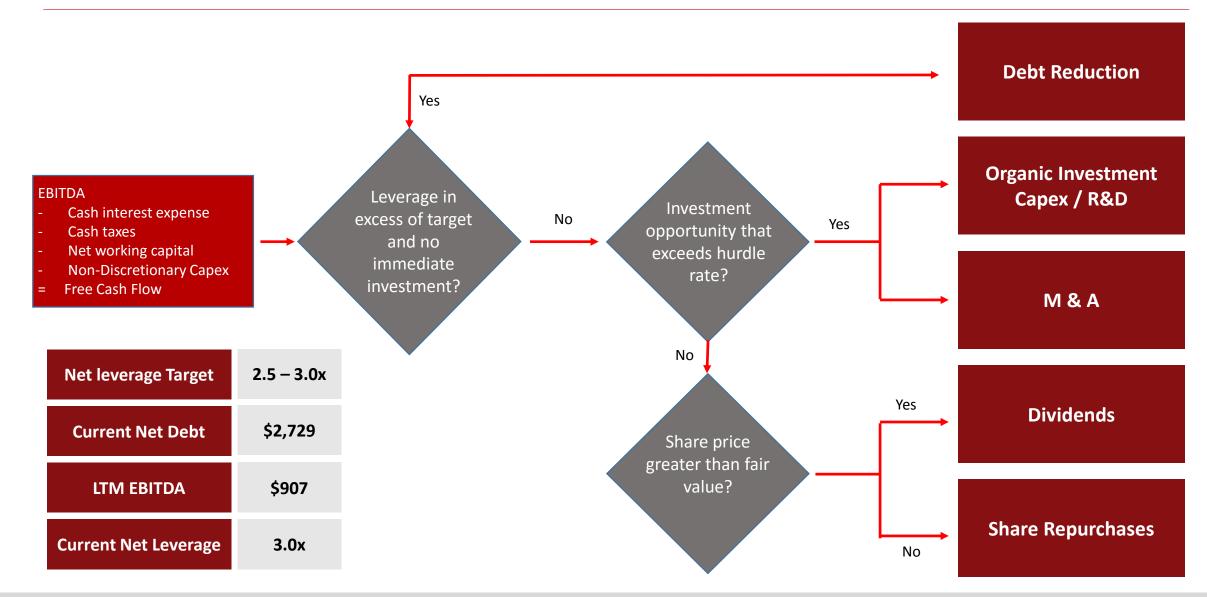




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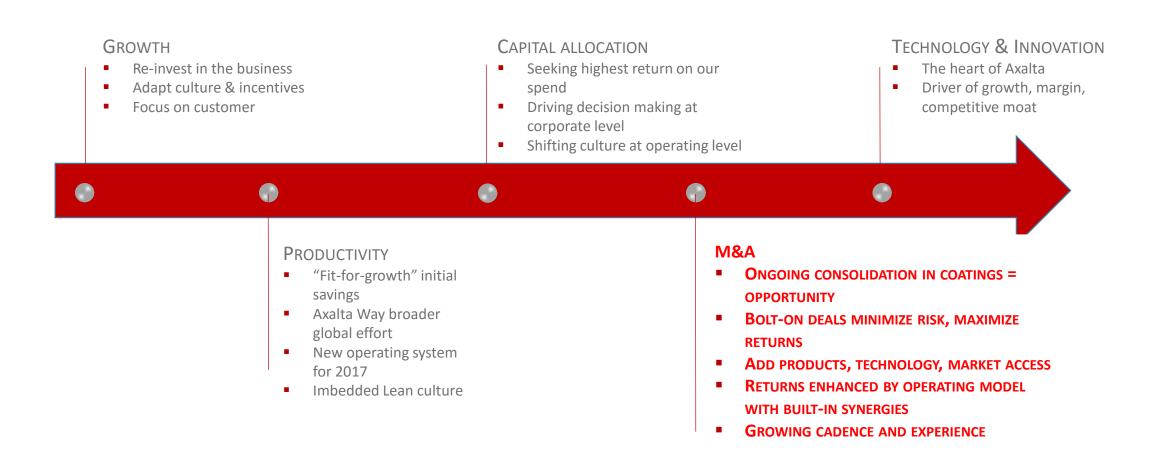






### **Axalta's Journey For Shareholder Value Creation**





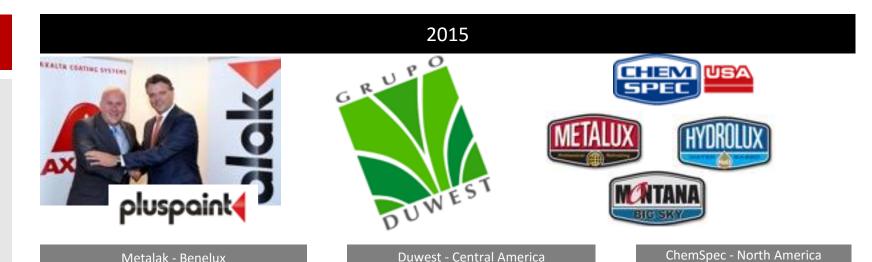
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### **M&A: Leveraging a Consolidating Coatings Sector**



#### **Acquisitions**

- Provide access to new technologies, products, customers, and markets
- Leverage combined supply chains & distribution channels
- Develop process and marketing efficiencies and globalize products



2016



High Performance Coatings Southeast Asia Refinish



**United Paint** North America **Automotive Interiors** 



Metalak - Benelux

Refinish

Dura Coat North America **Industrial Coil Coatings** 

#### 2017 YTD



Duwest - Central America

Refinish • Industrial • Architectural

Ellis Paint North America Refinish • Industrial



Refinish

**Century Industrial Coatings** North America Industrial

24 **PROPRIETARY AXALTA COATING SYSTEMS** 

### M&A: Leveraging a Consolidating Coatings Sector



#### **Benefits of Coatings Deals**

- Immediate & medium-term synergies from procurement & supply chain, R&D, and access to new markets
- Potential to globalize previously regional products
- Ability to access new markets at appropriate cost structure
- Potential to leverage acquired facilities for additional production
- Acceleration of new product introduction plans
- Capital structure and human resource upgrade potential

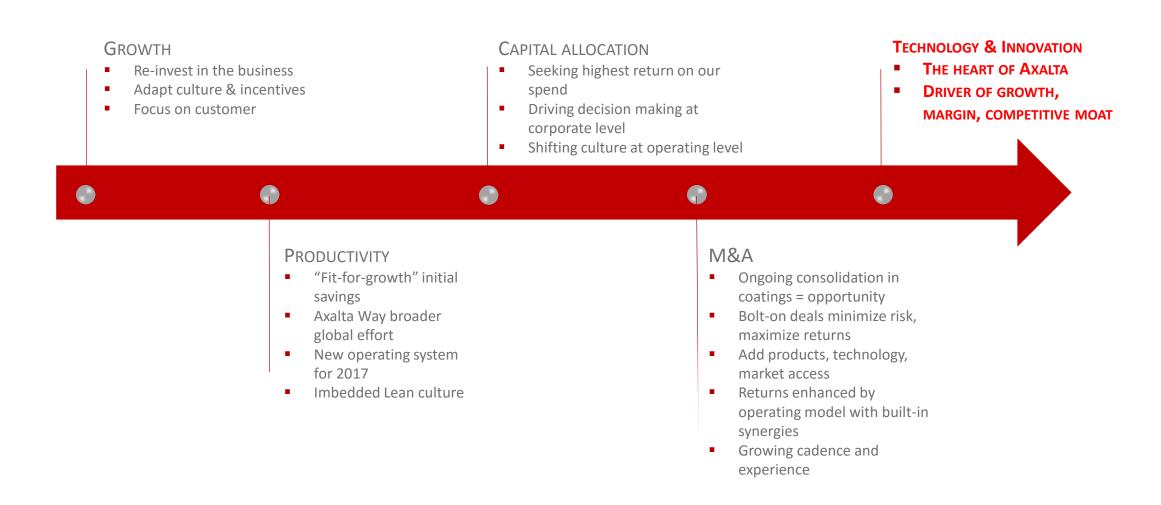
#### **Examples of Technology Acquired**

- Solvent- and waterborne rigid plastic coating systems for a variety of substrates
- Economy segment refinish formulations and capacity
- Low VOC paint systems for value segments
- Low VOC refinish poly-primer (sprayable)
- Sector-leading durability and low VOC industrial coil coatings

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### **Axalta's Journey For Shareholder Value Creation**





### **Significant Competitive Advantages**



#### **Product**

#### **Process**

#### **Distribution & Technical Services**

**Technology Innovation** 

• 1,300+ technology employees

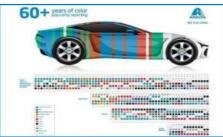
• \$165+ million annual spend

• 800+ patents, 365+

trademarks



**Extensive Formulation Database** 



- 4+ million color variations
- · Hundreds of formulations in automotive & industrial

**Deep Process Technology** Knowledge



- 46 plants on 5 continents
- Significant legacy capital investment
- Process technology is hard to replicate

**Go-To-Market** With Strong Brands



- Deep coatings heritage since 1866
- Broad global brand portfolio

**Differentiated Technical** Support



- Dedicated employees in OEM plants
- Technical support to body shops

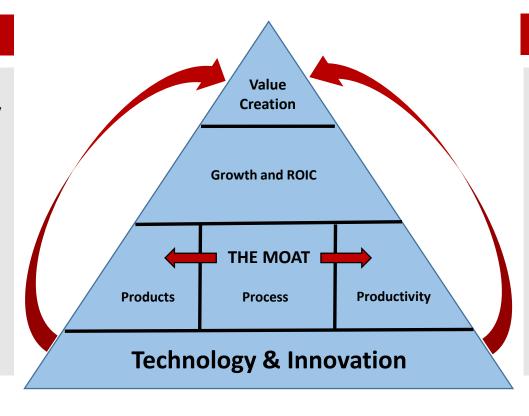
**Differentiated Franchise with Global Scale and Strong Competitive Advantages** 

### What Is The Role of Technology at Axalta?



#### **Technology is Axalta's Backbone**

- Fuels the growth pipeline
- Maintains the competitive edge by ensuring quality, consistency and process improvement
- Helps drive customer productivity and loyalty
- Informs capital investment decisions
- Drives strategic direction



#### **Maximize Technology Leverage**

- Technology can drive enhanced returns, not just defend the castle
- Measure, refine, maximize ROI
- From cost-center to strategic partner
- Refocus on the customer vs. reward for patents developed
- Conserve capital for maximum impact projects
- Develop fit-for-market products to serve emerging economies

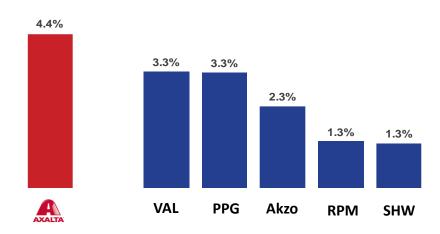
#### **Technology is the Axis of Value Creation for Axalta**

### **Axalta's Future Rests On A Foundation Of Technology Investment**



#### Significant technology investment

#### **Technology Investment As % Net Sales**



Note: Peer data is FY 2015; Axalta is FY 2016

#### We have an active product pipeline

- We will introduce >250 products in 2017
- >800 new products to be introduced over the next 3 years

#### We continue to invest for growth

- Philadelphia Global R&D Center 2018
- New China facility phased ramp-up of storage, Refinish, OEM & Industrial production
- Other capacity expansions in Argentina, India, France, others

#### Technology & service drives our growth

- Record total refinish shop conversions in 2016
- New refinish technology enhances productivity moat for premium shops
- Success in OEM productivity gains continues
- Industrial is generating growth from tailored products and services offered

#### Axalta Success is Driven by the Axis of Product Systems and Focus on the Customer





### **Technology Is The Foundation Of Axalta's Success**



#### We Innovate with Purpose

- 150+ year track record of coatings innovation
  - ✓ ~4% of sales is invested in technology annually
  - ✓ 4-year Vitality Index >45%
- Comprehensive product range
  - ✓ ~10,000 SKUs tailored to customer needs
  - ✓ Broad and deep offering in automotive, commercial, industrial
- Deep capabilities to meet customers' needs
  - ✓ Applications know-how
  - ✓ Color technology
  - ✓ Polymer and formulation chemistry

Technology at Axalta is based on converting chemistry, physics, and materials science into practical solutions to solve real world problems that improve our customers' businesses.

### Our Strong Market Share is Based on a Foundation of Technology and Innovation

### **Axalta Automotive Coatings: We Build Performance Into Each Layer**





#### **Axalta Technologies**

Clearcoat

- Resin technology
- Proprietary additives

**Basecoat** 

- Dispersion processes
- Proprietary resins & additives
- Color modeling

Primer

- Resin technology
- Dispersion processes

**Electrocoat** 

- Catalyst technology
- Proprietary additives

#### **Performance Benefits**

- Appearance
- Mar and UV resistance
- Color and effect delivery
- Productivity
- Adhesion
- Chip protection
- Corrosion resistance
- Appearance

### **Technology Strategy - Driving Differentiation**



#### World-class capabilities...

- Infrastructure
  - ✓ Facilities
  - ✓ Tools and processes
- Organization
  - ✓ Capabilities
  - ✓ Focus
- Core strengths
  - ✓ Color
  - ✓ Polymer chemistry
  - ✓ Customer applications



#### ...aligned with businesses to grow...

- Fit-for-purpose products
  - ✓ Tailored solutions
  - ✓ Rapid turnaround
- Customer support
  - ✓ Color delivery
- Market extensions
  - ✓ Technology translation
  - ✓ Product/technology acquisitions

#### ...and build the future

- Future technology pipeline
  - ✓ Next generation
  - ✓ Lighthouse
- New capabilities
  - ✓ Process technology
  - ✓ Raw materials
- Retooled approach
  - ✓ Complexity management
  - ✓ External innovation





### **Technology Investment Is Our Foundation**



- 1,300+ scientists, engineers and staff
- \$165+ million annual spend; ~4% of net sales

Product

Research & Development

- Technology development
- Product development

Process

Production & Raw Materials Technology

- Manufacturing process improvement
- Cost reduction

Service

Customer Technical Support

- Product optimization
- Customer technical service

# Primary Laboratory Facilities Globally



#### **Global Innovation Center (Philadelphia, 2018)**

Mt. Clemens MI

Wuppertal, Germany

Shanghai, China

30 Country Facilities & Centers of Excellence

### **Axalta Connects Technology Innovation To Evolving Customer Requirements**



#### **Axalta Technology**

**Product** 

**Process** 

Service



#### **Benefits Created At Two Value Chain Steps**

#### Customer

- Ease of use
- Productivity
- Compliance

#### **End-User**

- Appearance
- Durability
- Protection

Value Creation Stems From the Integration of Products, Quality, Consistency, and Customer Support

### **Unique Technology Capabilities Create Competitive Advantage**



### **Capabilities**

### Proprietary resins and additives

- Over 800 patents
- Leading formulation capabilities

### **Advantages**

- Differentiated products
- Unique solutions
- Global leverage



### Process

Product

- Process modeling
- Manufacturing process development
- Design for quality



- Lower cost
- Improved asset utilization and capital deployment
- Quality improvements



### Service

- Application equipment and experience
- Line design and interactions
- Simulation capabilities



- Customer intimacy and relationship
- Tailored solutions
- Rapid response



### **Improving Axalta's Technology Function**



### **Current State Assessment**

# Approach Innovation Philosophy Technology Base Business Integration Competitiveness

### Laboratory Footprint Organization & People

# Processes & Systems Metrics Quality Process Improvement Globalization

### **Evolving**

- Balance portfolio
- Close capabilities gaps
- Partner with businesses
- Complete product lines

### **Maturing**

- Integrated facilities with centers of excellence
- Focused organizational units
- Delivery mentality

### **Developing**

- Processes and metrics drive performance
- Quality by design
- Global technologies/local products

**Significant Opportunity to Build on our Solid Foundation** 





### **Processes**

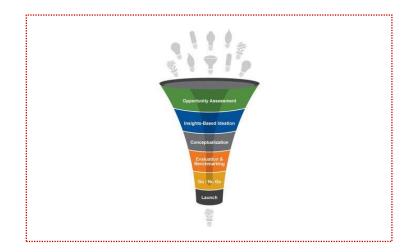
- Portfolio Management
- Project Management
- Change Management

### **Productivity**

- Integrated Facilities
- Global Platforms
- Complexity Management

### Output

- Flawless Launch
- Design for Quality









### **Portfolio Management & Roadmaps Drive Axalta Innovation**



### **Current Generation**

- 65-75% of effort
- Product Extensions
- Tailored Solutions

### Color/Appearance Protection

**Productivity** 

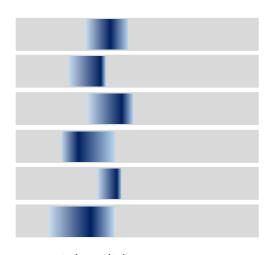
Application

Compliance

Cost

Performance

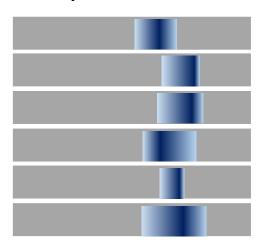
Examples



- High Solids 3-Wet
- Nap-Guard
- Spectrophotometers

### **Next Generation**

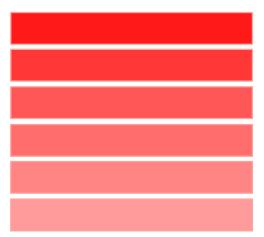
- 20-30% of effort
- New product line
- Major advancement



- Plastics Adhesion Promoter
- Spies Hecker™ Filler
- Imron™ Elite

### Lighthouse

- 3-6% of effort
- New concepts/applications
- New attributes

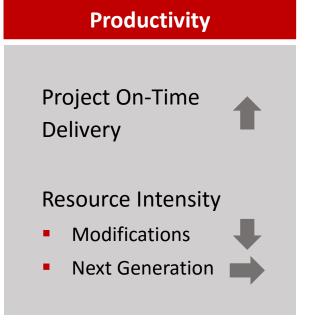


Balanced Approach to Delivering Solutions for Today's and Tomorrow's Customer Needs

### **Metrics Drive Performance Improvement In Technology**



# Budget Strategic Focus Growth Defense Improve





### **Goals and Tools**

- Cost control
- Align investments with growth targets and Axalta
   Way business improvement
- Improved execution
- Improve efficiency with standardized work practices
- Growth & customer impact
- Increased innovation

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### **Axalta Coating Technologies – Tailored Solutions To Meet Customer Needs**



### Refinish

### Coatings

- 1 and 2 Component
- Water- and Solventborne
- Acrylic, Urethane, Proprietary Compositions
- Solid, Effect and High Chroma Dispersions

### Color Tools

- Color Modeling
- Effect Modeling
- Match and Formulation Algorithms
   Spectrophotometric Systems

### **Industrial Coatings**

### **Liquid Coatings**

- Water- and Solventborne
- Oligomer Chemistry
- Epoxy, Fluoropolymers, Alkyds,
   Polyamideimide, Urethanes, Polyesters
- Anti Corrosive Technology, Zinc-rich Systems
- Electrodeposition

### **Powder Coatings**

- 100% Solids
- Functional Epoxies, Fluoropolymers, Acrylics
- Bonded Metallics
- Heat Reflective

### **Transportation Coatings**

### Light Vehicle

- 1 and 2 Component
- Low VOC, Waterborne, Medium and High Solids Solvent-borne
- Urethanes, Acrylics, Melamine, Silanefunctional
- Conventional and Harmonized Coatings
  Technologies™

### Commercial Vehicle

- Water- and Solventborne
- Acrylic, Urethane, Silane Functionality
- Fast Cure and Low Temperature Cure
- Rheology Control

### **Axalta Technology Is Driving Hundreds Of Product Launches**



### Refinish



### **Industrial Coatings**



### **Transportation Coatings**





Premium Clear Coat

**Productive Coating Systems** 







**Plastics and Interiors** 

Carbon Fiber Coatings





**High Chroma Colors** 

### **Technology Summary**



- Technology investment is our foundation
- Axalta connects technology innovation to evolving customer requirements
- Axalta builds performance into each coating layer
- Technology drives business growth, enhanced returns, and protects our competitive moat



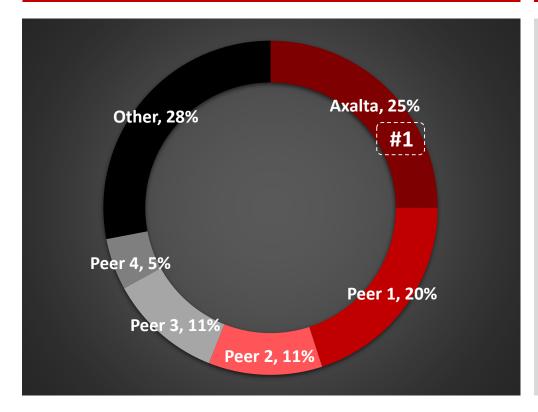




### **Axalta Is The Leader In Global Refinish Coatings**



### Refinish End-Market Share \$6.9 Billion Sales



### A Strong Position in a Growing Industry

- Leading market share position; industry estimated to grow at ~3% CAGR through 2020
- We are the Refinish technology leader, driving productivity and value for our customers
- Segment, market and competitive forces support favorable profit dynamic
- Broad and diverse brand presence that fits all customer needs across the value spectrum
- Strong global presence drives diverse growth opportunities

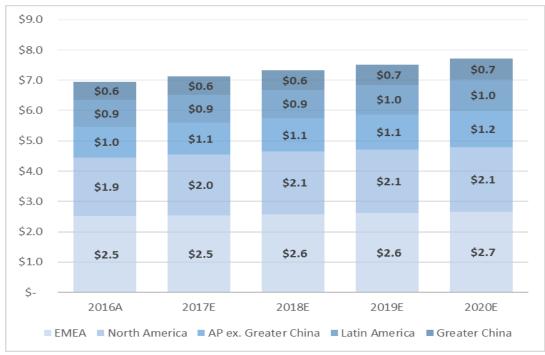
Source: Orr & Boss (2017)

### The Global Refinish Market Is Attractive And Dynamic



### **Refinish Industry Sales by Region**





### 3.6% CAGR 2016-2020

EMEA	North America	AP ex. Greater China	Latin America	Greater China
2.0%	3.0%	6.1%	4.5%	6.7%

### **Industry Dynamics Align with our Core Competencies**

- Growing eco-regulations require innovations
- Performance needs drive technology improvements
- Consolidation trend supported by field sales model

### **Market Requires Innovation to Drive Growth**

- Color requirements continue to increase
- Productivity demands innovation
- Targeted channel strategies aligned to customers
- Field service addresses training challenges

Source: Orr & Boss (2017)

### **The Market Opportunity In Global Refinish**



### **North America**

- Axalta benefits from MSO consolidation
- Leading VOC-compliant products meet environmental regulation shifts
- Opportunity for growth in value product lines



### **EMEA**

- Strong market access through leading brands and distributors
- Diverse region with both mature and developing markets
- Environmental regulations driving waterborne adoption

### **Asia Pacific**

- Growth driven primarily by expansion of the Chinese car parc
- Significant OEM influence in collision repair and insurance industry
- Opportunity for growth in value product lines

### **Latin America**

- Mexico and Brazil represent
   Axalta's largest Latin
   America markets
- Price increases help offset inflation and currency devaluation
- Opportunity for growth in value product lines





### The Refinish Process At A Glance









Call Insurance



Car to Body Shop



**Repair Performed** 







Prepare Surface



Primer Surfacer



Color Match



Paint Mixed



Basecoat



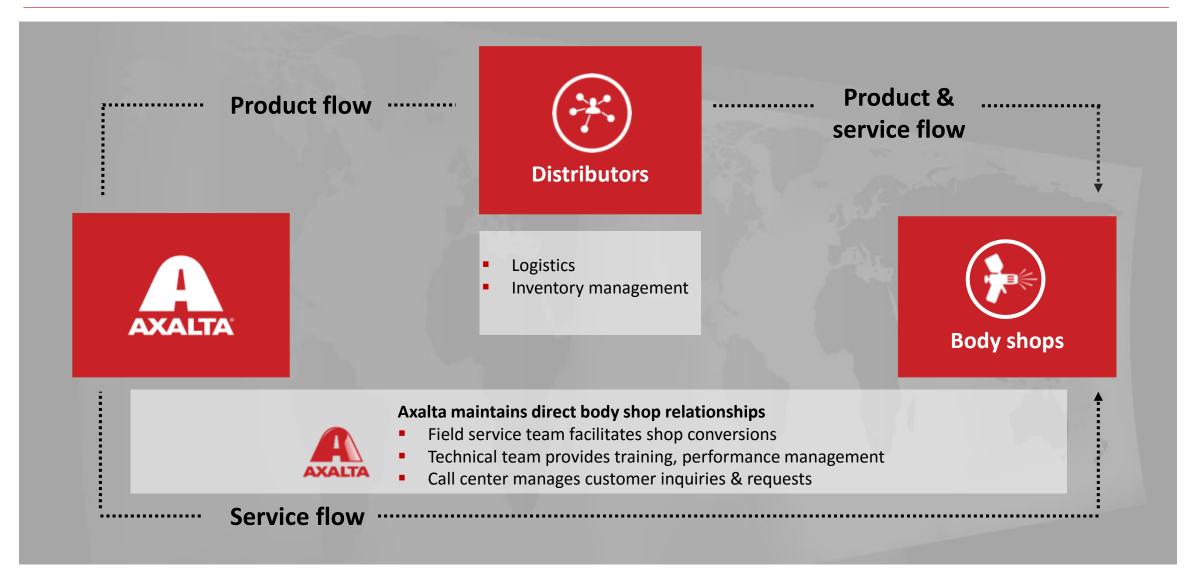
Clearcoat



Customer Satisfaction Depends on Quick, High-Quality, Cost-Effective Repairs











### **Launched Innovative Products and Services to Address Customer Challenges**



**Ultra-Productive, Low-Energy Clearcoats** 



40,000th Spectrophotometer Shipped



**Easy Application Waterborne Basecoat** 



**Ultra-Productive Primer** 



**New Training Center in Charlotte** 



**MSO Growth Drives Axalta Market Share Gain** 



**Motorsports Partnerships Drive Customer Engagement** 



### **Axalta's Product Technology Addresses Customer Challenges**



### **Customer Challenges**

- Insurance KPI performance
- Cycle time (car delivery)
  - Productivity and facility utilization
- Organic growth (same store sales)
- Quality customer satisfaction
  - Color Match and final Appearance
- Labor shortage
  - Painter turnover and learning Curve
- Environmental and regulatory compliance



### **Axalta's Product Innovation Response**

- Industry leading productivity
  - 50% less coats to hide
  - Easy, non stop wet-on-wet process
  - Fast clears/primers
- Color
  - Rapid match via spectrophotometer
  - Most OE approvals in the market

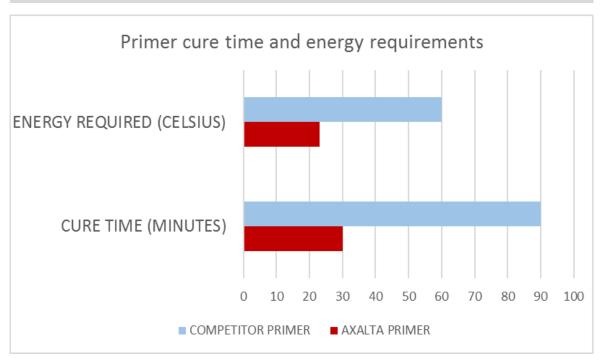
- Environmental
  - VOC compliant products
  - Energy savings

### **Refinish Product Example**



### **High Productivity Primer**

- Axalta primer improving productivity by close to 3x
- Direct to metal application improves cycle time
- Axalta primer improves profitability and sustainability





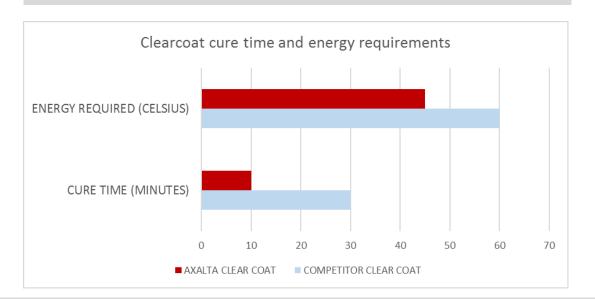


### **Refinish Product Example**



### **High Productivity Clearcoat**

- Clearcoat technology requires 33% less energy
- Axalta cure time is 66% less than competitive products
- Superior appearance appeals to customers; won Renault supplier award
- Gained significant market share in first two years









### Axalta's Refinish Service Model Delivers Innovation



### **Customer Challenges**

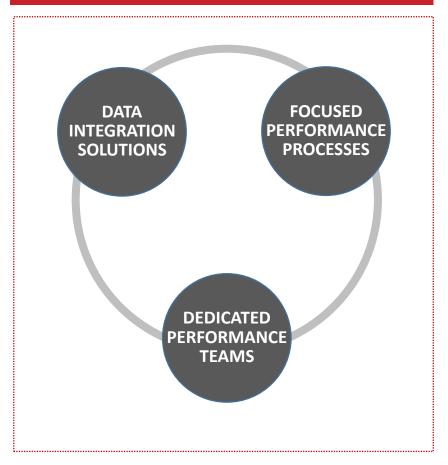
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  - Productivity and facility utilization
- Organic growth (same store sales)
- Quality customer satisfaction
  - Color Match and final appearance
- Labor shortage
  - Painter Turnover and learning curve
- Environmental and regulatory compliance







### **Service & Digital Innovation**



### **Axalta Differentiates Through Services and Support**



### **Leverage Information Technology to Improve Productivity**

### **PROFITNET**

## ProfitNet

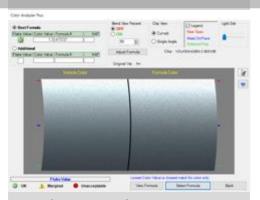
- Management System
- Collect Sales Data
- Key Input for Performance

### **ACQUIRE PLUS EFX**



- Read Color and Flake
- Fastest way to find right match

### **COLORNET**



- Color Retrieval System
- Find and Match Color Fast
- Mix Calculator based on Sales

### **PBE EXCHANGE**



- Ordering System
- Inventory and Budget Control
- Consumption Based Purchase

**Proprietary Information Systems Improve Productivity and Lower Customer Costs** 

### **Refinish Service Example**



### **Color Match**

- Most critical customer attribute
- Simple color retrieval for painters
- Improves cycle time and productivity
- Best in Class spectrophotometers allow fast, easy access to color formulas







### **Axalta Differentiates Through Services and Support**



### **End Customer Focused Performance Management Process**

### **P&M SCORECARD**

## | Part |

- Performance Dashboard
- Real Time Data Collection
- Drive Resource Deployment

### **AREAS OF FOCUS**



- P&M Profitability
- SOPs Implementation
- Estimatics Improvement
- Top Line Sales Growth

### **RESOURCES**



- Focus on Account Management
- Act on data not collect data
- Process and Product Usage
- Productivity and Consumption

### **TRAINING**



- In Shop or On Demand
- Tailored Content by Customer
- Technical and Business
- Online Content with Usage

Uniform Shop Management, Training Processes, and the Largest Technical Sales Force

AXALTA COATING SYSTEMS 62

### **The Future Roadmap**



### **Color & Aesthetics**



- Perfect color match for new vibrant colors
- Unique pigments
- Improved gloss

### **Productivity**



- Next generation productive basecoats
- Faster cure clearcoats and primers
- Lower complexity, easy to use spray systems

### **Environmental**



- Environmentally friendly waterborne product lines
- Products with reduced energy consumption
- Renewable raw materials

AXALTA COATING SYSTEMS 63

### **M&A Activities and Accomplishments**



### **Targeted M&A To Complement Organic Growth**









- Global M&A is a key component of the Axalta growth strategy
- Target profile: Attractive, bolt-on businesses offering new technology, incremental channels and/or expanded market access

### **Refinish Summary**



- Axalta is the global market leader in the growing refinish market
- Our strong market presence enables growth opportunities in every region
- Innovative product technology differentiates
   Axalta and drives body shop productivity
- Customer-focused service offering addresses evolving body shop challenges
- Targeted M&A complements organic growth

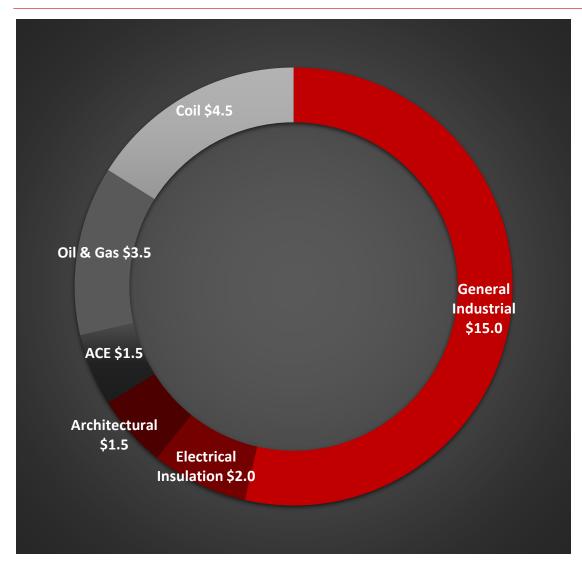






### **Industrial Coatings: A \$28 Billion Market Opportunity For Axalta**





Source: Coatings World, Axalta estimates

### **Industrial Coatings Drivers**

### **Volume growth driven by global GDP and Industrial Production**

- China drives >40% of global industrial coatings consumption
- Commercial architectural market has seen ongoing recovery

### **Coatings suppliers are consolidating**

 Consolidation driven by scale advantages and globalization of some end-markets; many niches remain regional and fragmented

### Technology innovation is a catalyst for growth

 Drivers include demand for environmentally sustainable products, customer focus on productivity, improved corrosion and wear resistance and enhanced color choices

### **Customers are globalizing**

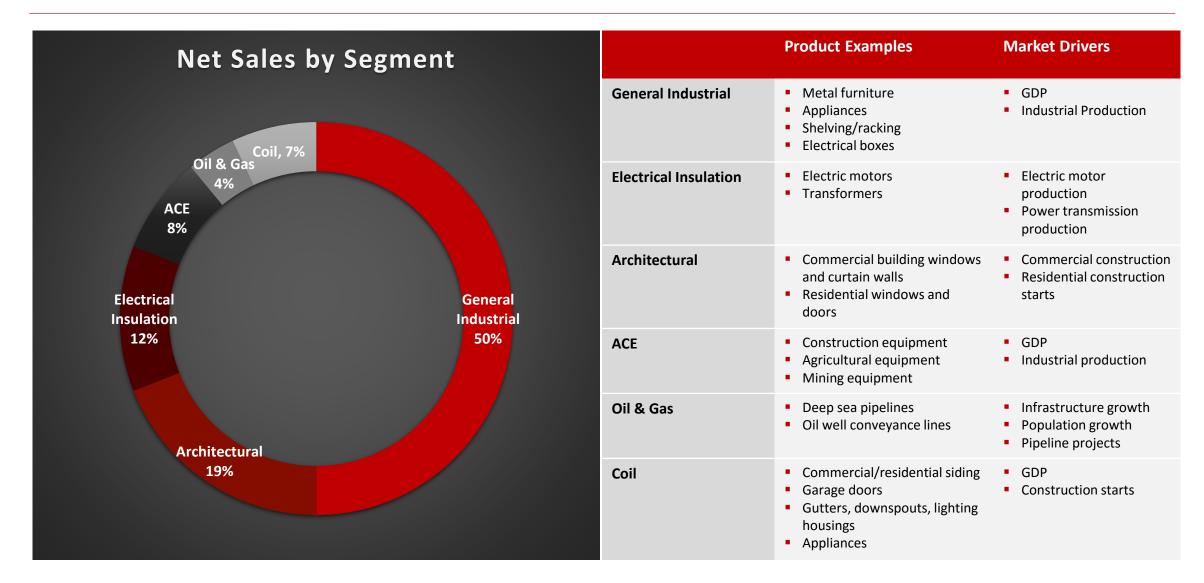
 Local product must meet global specifications consistently across regions

### Global infrastructure growth is driving demand

- High temperature resistance required for energy applications
- Demand for electrical insulation products linked to infrastructure

### **Axalta's Industrial Business Today**





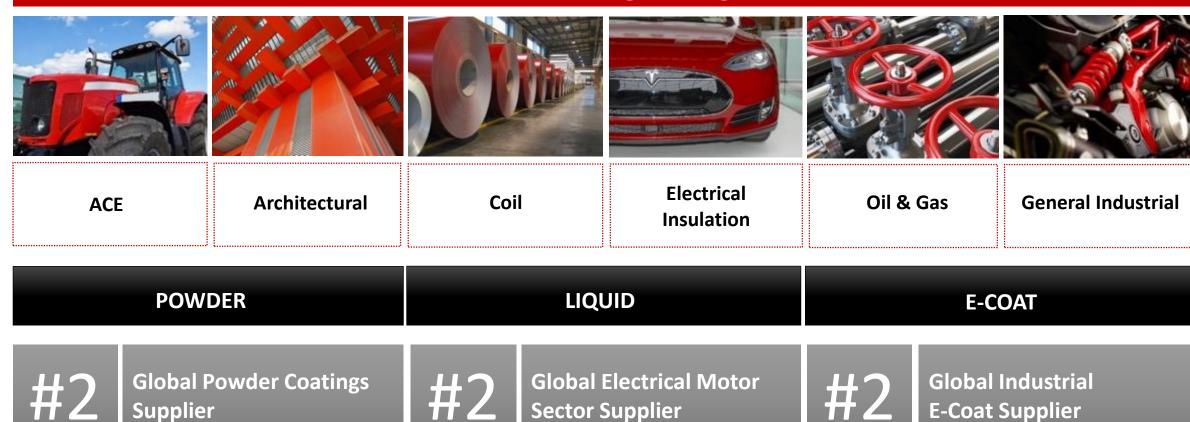


Supplier



**E-Coat Supplier** 

### **Established Target Segments**



70 **PROPRIETARY AXALTA COATING SYSTEMS** 

**Sector Supplier** 



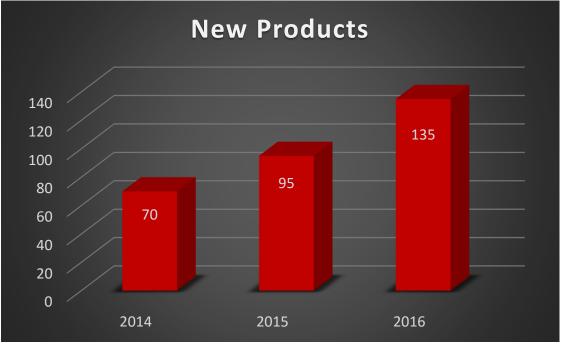


### **Axalta Revenue Per Segment**

ACE	Architectural	Coil	Electrical Insulation	Oil & Gas	General Industrial
• 60% Liquid	■ 30% Liquid	■ 99% Liquid	■ 99% Liquid	■ 10% Liquid	■ 10% Liquid
<ul><li>25% Powder</li></ul>	<ul><li>70% Powder</li></ul>	■ 1% Powder	■ 1% Powder	<ul><li>90% Powder</li></ul>	• 65% Powder
■ 15% E-coat					• 25% E-coat













AXALTA COATING SYSTEMS 73

# Agricultural, Construction, and Earthmoving (ACE) Equipment









# **2016 Highlights**



- Topcoats approved for Direct-to-Plastics
- Tufcote epoxy primer for local China market
- 21 new approvals from global OEMs to increase our total to 99 achieved to-date
- Launched AquaEC 6100: Tin-free, low-bake, low-temp curing solution

# **Looking Forward**



- 75+ active development and approval projects around the world targeted at top global ACE manufacturers
- Launch of Alesta Lync dry-on-dry powder coating system for high durability applications
- Anti-skid/Anti-slip coatings
- Gaining traction with sub-suppliers to the Big 5, as well as regional manufacturers

#### Oil & Gas











**FBE Powder Coated Pipe** 

# 2016 Highlights



- Adapted **Abcite** technology to supply to water pipe projects (Berlin)
- Successfully launched Nap-Gard ID internal pipe coating
- Awarded Pakistan 3LPE project due to global responsiveness
- Launched Procor HS (Pemex)
- Awarded pipeline projects for CNPC in China

#### **Looking Forward**



- 100% solids liquid epoxy for pipeline applications
- 3-Layer PP primer for deep water pipelines
- Expanding our liquid protective coatings offering
- Higher temperature resistant pipe coatings for transmission pipelines



#### **Electrical Insulation**







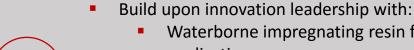


# **2016 Highlights**



- Maintained flow of product innovation 50 active development projects
- Built leading position in the Electric Vehicle (EV) market
- Introduced two new impregnating resin product lines, including Voltahyd, the first waterborne IR line on the market
- Commercialized **Voltatex** formvar wire enamel product line

#### **Looking Forward**



- Waterborne impregnating resin for stator application
- Low formaldehyde C3 electrical steel coating
- Corona resistant wire enamel
- Introducing Voltaprem impregnating resin for high voltage application
- FBE powder magnet wire insulation



#### **General Industrial**











**2016 Highlights** 



- Coated Rio Olympic torches which became inspiration for Alesta Iconica collection
- Introduced next-gen Nap-Gard FBE Rebar products
- Expanded offering for metal auto parts
- Awarded business for unique two-layer application of our AquaEC 6100 and Aqua EC 5100 technology
- Launched FlexBase plastic coating system

#### **Looking Forward**



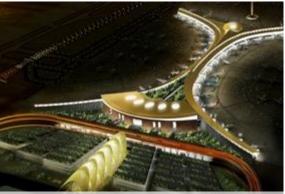
- NSF approval for **AquaEC 6100**
- Powder primer launch for automotive OEM body
- Powder clear coat for aluminum wheels
- Damage-resistant rebar coating
- Waterborne epoxy one-layer system for metal auto parts

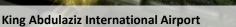


# **Architectural**











# **2016 Highlights**

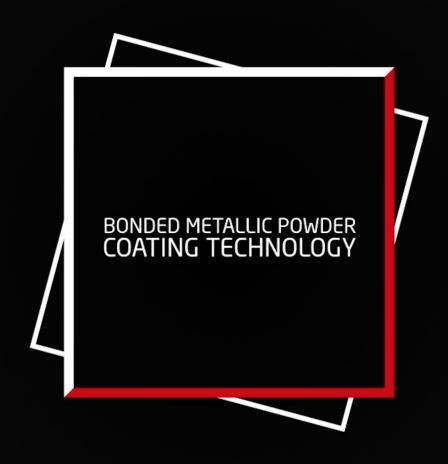


- Launched Global Warranty program for Alesta
- Awarded 25+ major building projects around the world
- Acquired brands to add liquid technology to our architectural portfolio
- Investment in France and China facilities to create worldclass bonded metallic capability

# **Looking Forward**



- Anodic color range
- Sublimation products
- Broader powder and liquid portfolio of product solutions for Architects
- Introduce designed Alesta Iconica collection of colors, which will be produced in new bonding facilities



# **Coil Coatings**











2016 Highlights



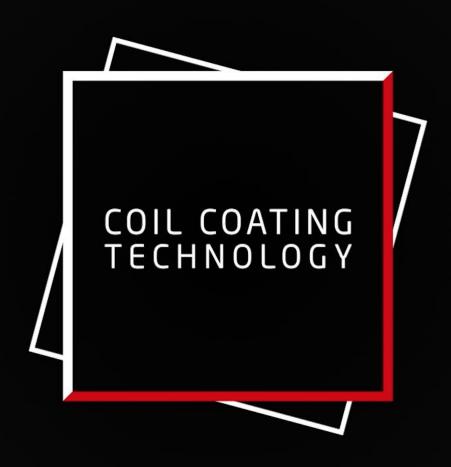
- Introduced **Kryptstone** wrinkle finishes for steel roofing
- Launched high durability acrylic system **DurAcryl** and became leading supplier of coil coatings in the
   truck, trailer and RV siding industry
- Spray PVDF for improved flow and ease of application
- Introduced high reflectance lighting white products
- Launched high gloss Durapon 70 product line

#### **Looking Forward**



- Anti-mottling PVDF coating
- HS Spray PVDF
- Ceranamel XT-40 super polyester coating
- Universal primer system
- Leverage our global capability to launch Dura Coat technology and products to other regions
- Hydropon innovative waterborne PVDF coating system

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#### The Role of M&A



# **Acquisitions**













✓ Industry leading coil and architectural extrusion coating products

- ✓ Low-VOC top coats
- ✓ Extensive Industrial primers

- ✓ Structural steel coatings
- ✓ Industrial top coats

# The Future Roadmap for Industrial Coatings



#### **Market Drivers**



- Less energy consumption
- Lower VOC emissions
- Adhesive properties for electrical motor coatings
- Coatings to enable longer lasting products
- Easier access to colors and broader color ranges

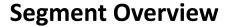
# **The Product Innovation Pipeline**



- Low cure powder coating for plastic substrates
- Smart coating systems for underground pipelines
- Grain-oriented electrical steel coating systems
- Powder coating technology for magnetic wire applications
- Improved corrosion resistant systems
- Systems to withstand high heat elements (eg. pipelines, tractors, electric motors)
- Digital color applications to be available globally











# **Axalta Transportation**



#### **Light Vehicle**

- Original Equipment Manufacturers
- Plastics and composite materials
- Metal coatings
- Interior coatings
- Accessories





#2 global supplier



# Market Drivers

**Global OEM** Alliances

> **Focused** Support Models

# Commercial Vehicle

- Commercial trucks
- Rail
- Bus
- Utility trucks
- Recreational / offroad, pleasure craft
- General aviation

#1 global supplier to heavy duty truck and bus segments



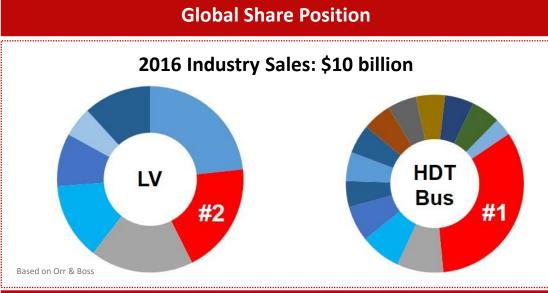


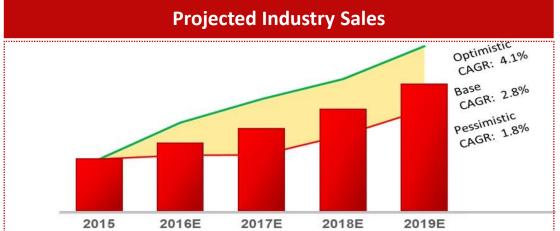






# **Transportation Global Coatings Market**





# Market Insights

- Axalta has leading positions across our markets
  - ✓ Customer focused global teams with single point of contact for quick, coordinated responses
  - ✓ The global leader in consolidated coating systems
  - ✓ The global leader in heavy duty truck and bus
  - ✓ A global leader in on-site color customization.
  - ✓ Proven track record of delivering success
- Axalta is well positioned for megatrends
  - ✓ Emerging market growth
  - ✓ Global requirements
  - New materials and lightweighting
  - ✓ Productivity demands

Based on IHS



#### **Our Vision Is Above Market Growth**

# **Strategies**

- Gain share with existing customers
- Grow underserved regions and customers including JOEMs, KOEMs, domestic OEMs
- Redefine and increase content per vehicle
- Leverage "what good looks like" into new regions, customers and markets
- Align product technology to evolving customer and market needs including VOC, ambient flash, more
- M&A in adjacent markets (interior, components, etc.)



# **Key Tactics / Programs**

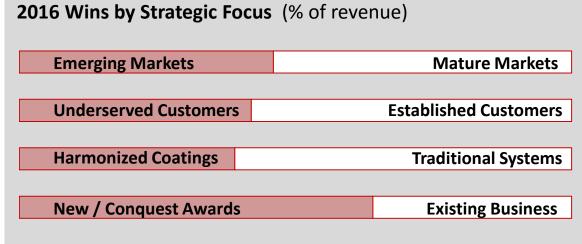
- Build capabilities in global and regional roles
- Expand customer and third party relationships
- Fit-for-purpose decorative and functional coatings
- Localize supply chain ensuring competitive cost structure
- Best-in-class Line Service Excellence
- Drive complexity management discipline
- Axalta Way: "Run it like we own it"





# **Transportation | Recent Wins And Launches**







#### **Focused Growth**

New business underscores key customer value drivers:

- Global service capability and consistency
- Productive systems
- Energy and waste reduction
- Flawless launch execution
- Higher value-add through innovation
- Relationships from the senior suite to the paint shop



# **Transition To Growth: Customer Recognition**

















2014 & 2015 Worldwide Supplier of the Year

Supplier Excellence in Brazil Daimler Global Masters of Quality Award

Best Supplier in Brazil

Best
Supplier
Quality
Performance

Aligned Business Framework China National Coatings Industry Recognition Quality Excellence Awards in Germany, China



"Back-to-Back"
GM Supplier of the Year



**Daimler Masters of Quality** 



**China National Coatings Industry Top 100 Award** 



**Honda Preferred Supplier** 

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#### **Product**

- Multi-layered system solutions
- Global consistency and color capability

- Engineered to demanding requirements
- Environmentally responsible





#### **Process**

- Optimized for customers' environment and processes
- Flawless launch

- First run defect free
- Energy efficient solutions





#### **Service**

- Line Service Excellence
- Continuous improvement and problem solving capability

- Increased productivity
- Best in class finished vehicle appearance



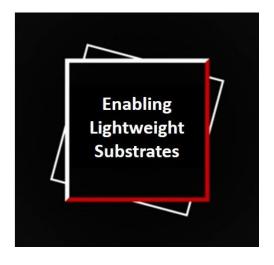








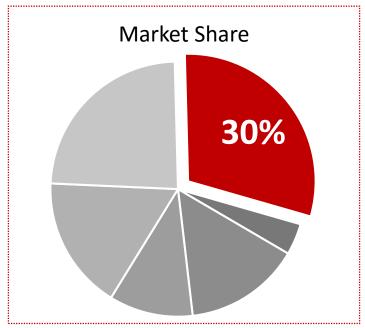




# The Leader In Harmonized Coatings Technologies™

HARMONIZED





18 Harmonized Coatings patents in the United States and Europe

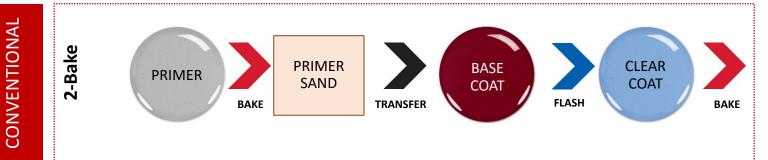
3 Automotive News PACE Award recognitions

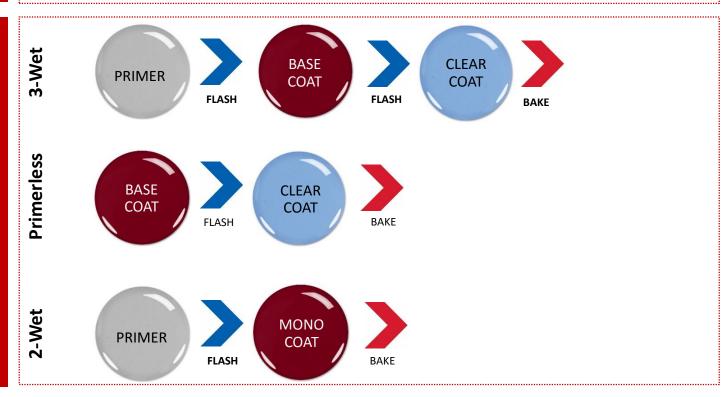
Automotive News

2004 WINNER

2007 WINNER

2015 FINALIST









# **Harmonized Coatings Technologies Drive Efficiency In China**

- 3-Wet technology jointly developed with the customer
- 30% reduction in material consumption
- 50% reduction in VOC emissions
- Lowered energy consumption
- Earned SURCAR 2016 award for environmental footprint including air emissions









#### **Axalta Provides Mass Color Customization Solutions**



#### **Color Selected**



#### **Custom Formulation**



#### **Coating Manufactured**



#### **Vehicle Painted**



#### **Custom Results**



- Brand Color
- Favorite from past
- Favorite object
- Select from Axalta library of colors

- Formula library
- Color formulating algorithms
- Proprietary formula software

- Engineered intermediates
- Standard process
- Strict quality criteria

- Quick delivery
- Sprayed in customer system
- Original Equipment standards
- Premium product
- Meets consumer needs
- Repair product readily available

We use science to help our customers deliver color and confidence to their consumers





#### **Axalta's Imron™ Is The Choice For Ambulance Builder**

- Axalta's Imron™ brand adds value to the customer's offering
- Manufacturer increased line production without an increased footprint
- Reduced emissions by 40 percent; lower oven temperature saves costs and energy
- Color capability provides customer confidence to meet any requirement
- Industry leading appearance helps differentiate Braun in the marketplace











# **Corrosion Resistance For Lasting Protection**

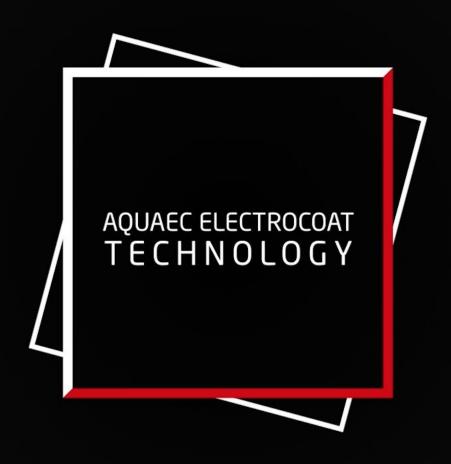


- Electrodeposition coating is one of the most efficient coating methods
- Provides excellent coverage to all metallic parts of the vehicle
- AquaEC<sup>™</sup> brand family meets the needs of today's transportation customers
  - ✓ Excellent throw power
  - ✓ Formulated to meet regulations
  - ✓ Excellent edge protection
  - ✓ Reduced energy and material consumption
  - ✓ Less waste generation









# **AquaEC™ Performance**



# Many benefits recognized by our customers

- Tin-free formulation
- Lower cure temperature saved energy
- Less waste water generated
- Lower bake off losses
- Less residual dust created in ovens
- Fewer defects
- Clean edges
- Improved yield
- Lower emissions



# **Leading the Way in Coating Alternative Substrates**



- Automakers are looking to light weight materials
  - ✓ Meet fuel economy and CO₂ emission regulations
  - ✓ Improve vehicle performance
- Axalta provides solutions
  - ✓ Uniform appearance across multiple substrates
  - ✓ Corrosion protection for new and mixed material construction
  - ✓ Maintain requirements for adhesion, chip and scratch protection, color and gloss retention
  - ✓ Lower bake coating systems provide optimal appearance and performance









# **Axalta Unifies Substrates On Iconic Sports Car**



- Automakers worldwide are introducing new designs, materials and joining methods to achieve weight reduction, cost reduction, process optimization, production repeatability and improved performance
- Class A panel composite passes all OEM paint and quality tests and shaves 20 pounds from the vehicle
- Axalta enables the use of new materials and is prepared to evolve with our customers







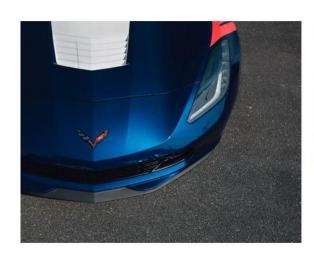


#### **Consumer Driven**

# Vermeera™

- High Chroma
- New effect colors
- Mass color customization

# **Regulation Driven**



- Light weighting coatings for multiple substrates
- Corrosion protection for mixed materials

# **Productivity Driven**



- Lower cure temperatures
- Fewer Process Steps

#### **Future Trend Driven**



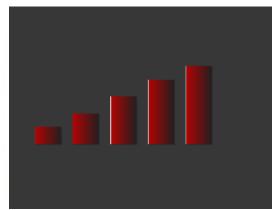
- Autonomous
- Shared











Leading global transportation coatings systems provider

Recent wins and awards are evidence of success

Strong products and great service drive customer value

Axalta's advanced coatings technologies will enable growth and value creation









(\$ in millions)	FY 2016	FY 2015	Q4 2016	Q4 2015
Net Income (Loss)	\$48	\$98	(34)	\$39
Interest Expense	178	197	37	47
Provision for Income Taxes	40	63	16	15
Depreciation & Amortization	322	308	86	82
Reported EBITDA	\$588	\$665	\$106	\$183
A Debt extinguishment and refinancing related costs	98	3	13	3
B Foreign exchange remeasurement losses	31	94	1	4
C Long-term employee benefit plan adjustments	2	-	(1)	-
D Termination benefits and other employee related costs	62	36	37	17
E Consulting and advisory fees	10	24	2	7
F Transition-related costs	-	(3)	-	(3)
G Offering and transactional costs	6	(2)	2	-
H Stock-based compensation	41	30	10	8
I Other adjustments	5	(6)	-	(5)
J Dividends in respect of noncontrolling interest	(3)	(5)	-	-
K Asset impairment	68	31	58	-
Total Adjustments	\$319	\$202	\$121	\$30
Adjusted EBITDA	\$907	\$867	\$227	\$213

Note: Numbers might not foot due to rounding.

# Adjusted EBITDA Reconciliation (cont'd)



- A. During the three months and years ended December 31, 2016 and 2015 we prepaid principal on our term loans, resulting in non-cash extinguishment losses of \$3 million, \$10 million, \$3 million and \$3 million, respectively. During the three months and year ended December 31, 2016, we amended our Credit Agreement and refinanced our indebtedness, resulting in additional losses of \$10 million and \$88 million, respectively. We do not consider these items to be indicative of our ongoing operating performance.
- B. Eliminates foreign exchange losses resulting from the remeasurement of assets and liabilities denominated in foreign currencies, net of the impacts of our foreign currency instruments used to hedge our balance sheet exposures. Exchange effects attributable to the remeasurement of our Venezuelan subsidiary represented gains of \$1 million and losses of \$24 million for the three months and year ended December 31, 2016, respectively, and gains of \$1 million and losses of \$52 million for three months and year ended December 31, 2015.
- C. Eliminates the non-cash, non-service cost (gain) components of long-term employee benefit costs.
- D. Represents expenses primarily related to employee termination benefits including our initiative to improve the overall cost structure within the European region as well as costs associated with our Axalta Way initiatives, which are not considered indicative of our ongoing operating performance.
- E. Represents fees paid to consultants for professional services primarily related to our Axalta Way initiatives, which are not considered indicative of our ongoing operating performance.
- F. Represents a change in estimate associated with the transition costs from DuPont to a standalone entity, including certain indemnities. We do not consider these items to be indicative of our ongoing operating performance.
- G. Represents costs associated with the secondary offerings of our common shares by Carlyle and acquisition-related expenses, including changes in the fair value of contingent consideration, all of which are not considered indicative of our ongoing operating performance.
- H. Represents non-cash costs associated with stock-based compensation, including \$8 million of expense during the year ended December 31, 2015 attributable to the accelerated vesting of all issued and outstanding stock options issued under the 2013 Plan as a result of the Change in Control.
- I. Represents costs for certain non-operational or non-cash (gains) and losses, unrelated to our core business and which we do not consider indicative of ongoing operations, including equity investee dividends, indemnity losses (gains) associated with the Acquisition, losses (gains) on sale and disposal of property, plant and equipment, losses (gains) on the remaining foreign currency derivative instruments and non-cash fair value inventory adjustments associated with our business combinations.
- J. Represents the payment of dividends to our joint venture partners by our consolidated entities that are not wholly owned, which are reflected to show cash operating performance of these entities on Axalta's financial statements.
- K. As a result of currency devaluations in Venezuela, we recorded non-cash impairment charges relating to a real estate investment of \$11 million and \$31 million during the years ended December 31, 2016 and 2015, respectively. Additionally, during the year ended December 31, 2016, we recorded a \$58 million non-cash impairment on long-lived assets associated with our Venezuela operations. We do not consider these impairments to be indicative of our ongoing operating performance.