

Q3 2021 Financial Results October 25, 2021



### **Legal Notices**

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

This presentation and the oral remarks made in connection herewith may contain certain forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995 regarding Axalta and its subsidiaries including our outlook, which includes net sales growth, currency effects, acquisition or divestment impacts, Adjusted EBIT, Adjusted diluted EPS, interest expense, income tax rate, as adjusted, free cash flow, capital expenditures, depreciation and amortization, diluted shares outstanding and various assumptions noted in the presentation, the effects of COVID-19 on Axalta's business and financial results, our and our customers' supply chain constraints and our ability to offset the impacts of such constraints and the timing or amount of any future share repurchases. Axalta has identified some of these forward-looking statements with words "believes," "expects," "assumes," "estimates," "is likely," "outlook," "projects," "forecasts," "may," "will," "should," "plans" and "intends and the timing or amount of any future share repurchases. Axalta has identified some of these forward-looking statements with words "believes," "expects," "assumes," "estimates," "is likely," "outlook," "projects," "forecasts," "may," "will," "should," "plans" and "intends and the timing or amount of any future share repurchases. Axalta has identified some of these forward-looking statements with words "believes," "expects," "assumes," "estimates," "is likely," "outlook," "projects," "forecasts," "may," "will," "should," "plans" and "intends and the timing or amount of any future share repurchases. Axalta has identified some of these words or other comparations in the presentations, and the timing or amount of any future share repurchases. Axalta has identified some of these words or other axalta has identified some of these words or other axalta has identified some of these words or other axalta has identified some of these words or other axalta has identified some of these forward-looking plantal plantal pla

#### 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 constant currency net sales growth, income tax rate, as adjusted, EBIT, Adjusted EBITDA, EBIT and Diluted EPS, respectively, adjusted for (i) certain non-cash items included within net income, (ii) certain items Axalta does not believe are not reasonably likely to recur within the next two years. 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. Adjusted net income shows the adjusted value of net income (loss) attributable to controlling interests after removing the items that are determined by management to be items that we do not consider indicative of our ongoing operating performance or unusual or nonrecurring in nature. Our use of the terms constant currency net sales growth, income tax rate, as adjusted, EBIT, Adjusted EBITDA, Adjusted EBITDA, Adjusted diluted EPS, free cash flow, net debt, Adjusted net income and Adjusted EBITDA to interest expense coverage ratio may differ from that of others in our industry. Constant currency net sales growth, income tax rate, as adjusted, EBIT, Adjusted EBITDA, Adjusted EBITDA, Adjusted EBITDA, Adjusted EBITDA, Adjusted EBITDA, Adjusted EBITDA to interest expense coverage ratio should not be considered as alternatives to net sales, net income, income before operations or any other performance measures derived in accordance with GAAP as measures of operating performance or operating cash flows or as measures of liquidity. Constant currency net sales growth, income tax rate, as adjusted, EBIT, Adjusted EBITDA, Adjusted EBITDA, Adjusted diluted EPS, free cash flow, net debt

#### **Constant Currency**

Constant currency or ex-FX percentages are calculated by excluding the impact the change in average exchange rates between the current and comparable period by currency denomination exposure of the comparable period amount.

#### **Organic Growth**

Organic growth or ex-M&A percentages are calculated by excluding the impact of recent acquisitions and divestitures.

#### **Segment Financial Measures**

The primary measure of segment operating performance is Adjusted EBIT, 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.

#### Rounding

Due to rounding the tables presented may not foot.



#### **Introduction and Q3 Financial Highlights**

#### **Third Quarter 2021 Highlights**

- Q3 2021 net sales increased 6.0% year-over-year to \$1,089 million with substantial growth from three of four end-markets; Light Vehicle
  continued to be impacted by auto OEM production constraints
  - Performance Coatings price-mix increased 5.0%, including mid-single digits increase in both Refinish and Industrial
  - Mobility Coatings price-mix improved 3.6% inclusive of indexing benefits within the Light Vehicle business
- Income from operations of \$125 million versus \$142 million in Q3 2020; Adjusted EBIT of \$146 million compared with \$210 million in Q3 2020; Q3 results exceeded July earnings guidance
- Diluted EPS of \$0.30 versus \$0.35 in Q3 2020; Adjusted diluted EPS of \$0.39 versus \$0.59 in Q3 2020
- Strong cash flow from operations of \$143 million; liquidity of over \$1.1 billion
- Repurchased 3.1 million shares of common stock (\$90 million spend) at \$29.04 average price per share in Q3 2021; \$214 million share repurchases year-to-date
- Closed acquisition of U-POL, a leading manufacturer of automotive repair and refinish products, on September 15, 2021









#### **Business Conditions and Cost Actions**

#### **Q3 Business Conditions Summary**

- Continued global recovery in Refinish demand drivers, including traffic and body shop activity following pandemic-driven mobility slowdown; net sales volumes remain midsingle digits below 2019 levels
- Strong continued growth in Industrial, despite headwinds from raw material supply constraints during Q3; overall demand strong across all Industrial end businesses
- Mobility Coatings seeing strong underlying market demand, but volume has been negatively impacted from ongoing semiconductor shortages (\$70 million impact during Q3)

#### **Continued Inflation Response and Cost Structure Actions**

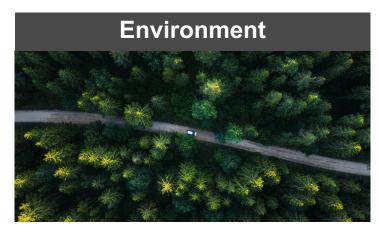
- Raw material inflation intensified in Q3; now expect mid-teens variable cost inflation for the full year
- Offsets via ongoing and incremental pricing actions taken year-to-date and expected during Q4
  - Performance Coatings largely offset inflation with price-mix in Q3 YTD; Mobility
     Coatings price-cost gap opened in Q3 actions underway to address the gap
- Focus on implementing structural cost control; anticipate at least \$50 million in fullyear cost savings from existing restructuring and Axalta Way productivity savings







## **Q3 2021 ESG Highlights**



- Broke ground on construction of state-of-the-art facility in Jilin City, Northern China to support growing Chinese market for sustainable waterborne mobility coatings
- Began using Axalta's total cost-tocoat and CO<sub>2</sub> modeling tool with Mobility customers to identify cost, emissions, and energy savings in their paint shops
- Showcased Axalta's coatings solutions for electric vehicle batteries and motors at Novi Battery Show



- Awarded 19 students studying STEM and vocational fields the first annual Axalta Bright Futures Scholarships
- Donations to local communities impacted by the COVID-19 pandemic and natural disasters in Brazil, Germany, India and Turkey



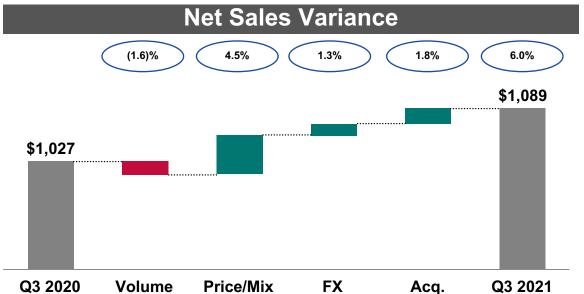
- ESG Steering Committee completed materiality assessment; ESG goal setting nearly complete
- Annual employee Code of Business Conduct training completed
- Maintaining excellent ESG scores from MSCI (AA) and ISS: E: 2 / S: 3 / G: 1 (best in industry)





#### **Q3 Consolidated Results**

| Financial Performance   |        |        |           |           |  |  |  |  |  |
|-------------------------|--------|--------|-----------|-----------|--|--|--|--|--|
| (\$ in millions, except | Q3     |        | % Cha     | ange      |  |  |  |  |  |
| per share data)         | 2021   | 2020   | Incl. F/X | Excl. F/X |  |  |  |  |  |
| Performance Coatings    | 779    | 683    | 14.1 %    | 12.9 %    |  |  |  |  |  |
| Mobility Coatings       | 309    | 344    | (10.1)%   | (11.6)%   |  |  |  |  |  |
| Net Sales               | 1,089  | 1,027  | 6.0 %     | 4.7 %     |  |  |  |  |  |
| Income (loss) from ops  | 125    | 142    | (12.0)%   |           |  |  |  |  |  |
| Adjusted EBIT           | 146    | 210    | (30.6)%   |           |  |  |  |  |  |
| % margin                | 13.4 % | 20.4 % |           |           |  |  |  |  |  |
| Diluted EPS             | 0.30   | 0.35   | (14.3)%   |           |  |  |  |  |  |
| Adjusted EPS            | 0.39   | 0.59   | (33.9)%   |           |  |  |  |  |  |



#### Commentary

## Net sales increased from price-mix tailwinds and M&A contribution; strong volume outside of Light Vehicle

- Q3 net sales YOY growth across all end-markets except Light Vehicle
- Three of four end-markets show volume growth; Light Vehicle impacted by supply chain shortages
- Pricing actions benefited all end-markets
- Initial M&A contribution from recently closed acquisitions
- FX tailwind driven by the Renminbi, Euro, and Pound

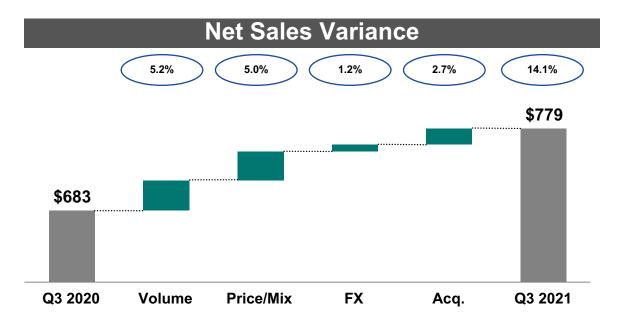
#### **YOY Adjusted EBIT reduction for the third quarter**

 Headwinds from lower Mobility volumes, raw material inflation, absence of temporary savings, and higher logistics costs, offset partly by pricing actions



### **Q3 Performance Coatings Results**

| Financial Performance |        |        |           |           |  |  |  |  |  |
|-----------------------|--------|--------|-----------|-----------|--|--|--|--|--|
|                       | Q3     |        | % Ch      | ange      |  |  |  |  |  |
| (\$ in millions)      | 2021   | 2020   | Incl. F/X | Excl. F/X |  |  |  |  |  |
| Refinish              | 443    | 402    | 10.4 %    | 9.1 %     |  |  |  |  |  |
| Industrial            | 336    | 281    | 19.5 %    | 18.3 %    |  |  |  |  |  |
| Net Sales             | 779    | 683    | 14.1 %    | 12.9 %    |  |  |  |  |  |
| Adjusted EBIT         | 123    | 134    | (8.3)%    |           |  |  |  |  |  |
| % margin              | 15.8 % | 19.6 % |           |           |  |  |  |  |  |



#### Commentary

# Despite ongoing supply chain constraints, net sales growth driven by volume recovery, pricing realization, M&A and FX tailwinds

- Increased volumes from both Refinish and Industrial despite moderate supply chain constraints
- Positive contribution from price-mix across both endmarkets as pricing actions continue; mix a modest headwind
- Initial M&A contribution from recently closed acquisitions
- FX tailwind driven by the Renminbi, Mexican Peso, Euro, and Pound

## Adjusted EBIT saw a YOY reduction from raw material pressure and absence of temporary savings

 Headwinds from raw material inflation, absence of temporary savings, and higher logistics costs, offset partly by pricing actions and volume recovery

## **Performance Coatings Demand Environment**

#### Refinish

- The global refinish market showed modest sequential improvement in Q3 traffic indicators
  - U.S. miles driven have returned to near normal levels as of September;
     body shop activity down ~12% versus 2019 levels
  - Europe miles driven continued to improve markedly in Q3 with traffic surpassing 2019 levels; body shop activity has recovered to around 7% below 2019 levels at the end of Q3
  - Latin America Q3 miles driven showed sequential improvement with Brazil well above pre-COVID levels and Mexico recovering to ~4% below pre-COVID levels
  - For Asia, all countries served have substantially recovered from pandemic impacts to miles driven though Thailand and India lag somewhat and Australia slowed mid-summer

#### **Industrial**

- Broad-based global industrial demand recovery; continued growth from all end businesses, including Energy Solutions, Building Products, and General Industrial
- U.S. housing and remodeling market remains strong
- Raw material supply constraints hindered further sales upside in Q3 in Building Products and General Industrial

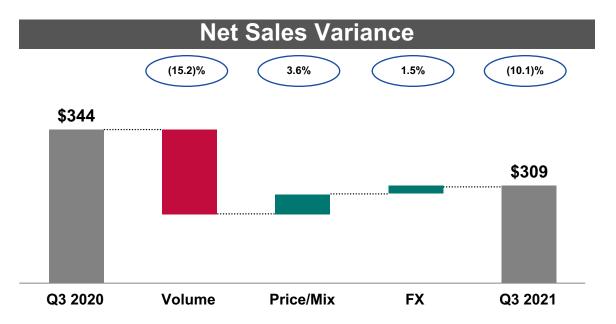






## **Q3 Mobility Coatings Results**

| Financial Performance |        |            |           |           |  |  |  |  |  |
|-----------------------|--------|------------|-----------|-----------|--|--|--|--|--|
|                       | Q3     | Q3 % Chang |           |           |  |  |  |  |  |
| (\$ in millions)      | 2021   | 2020       | Incl. F/X | Excl. F/X |  |  |  |  |  |
| Light Vehicle         | 235    | 276        | (14.8)%   | (16.5)%   |  |  |  |  |  |
| Commercial Vehicle    | 74     | 68         | 9.0 %     | 8.2 %     |  |  |  |  |  |
| Net Sales             | 309    | 344        | (10.1)%   | (11.6)%   |  |  |  |  |  |
| Adjusted EBIT         | (3)    | 49         | (105.6)%  |           |  |  |  |  |  |
| % margin              | (0.9)% | 14.1 %     |           |           |  |  |  |  |  |



#### Commentary

## Net sales reduction despite pricing actions as volumes were hindered by supply shortages

- Axalta volumes largely aligned with reductions in Light Vehicle global builds, offset partly by modest increases in Commercial Vehicle volumes
- Price-mix improvement driven largely by indexing and price increases in Light Vehicle and Commercial Vehicle
- FX tailwind driven by the Renminbi, Euro, and Real

# Supply shortages and raw material inflation drove YOY reduction in Adjusted EBIT, offset partly by pricing actions

 Adjusted EBIT reduction from supply shortages, raw material inflation, and absence of temporary savings, offset partly by pricing actions



### **Mobility Coatings Demand Environment**

#### **Light Vehicle**

- The LV market recovery continues to be hindered by the semiconductor chip shortage with an estimated impact of ~11 million deferred builds in 2021
- Global LV production decreased 19.7% YOY in Q3; Axalta expects a 27.4% decline for Q4 and a 2.1% decrease for 2021 (revised down from an original expectation of 13.4% growth in February)
- Axalta net sales slightly outpaced the market in Q3 driven by specific customer and model exposures in regions served
- Based on semiconductor sector forecasts and customer input, current semiconductor shortage expected to remain challenged through 2022

#### **Commercial Vehicle**

- The global truck market continues to recover with strong order intake in North America and EMEA relative to historic averages
- Global CV production, excluding China, increased 8.0% YOY in Q3; forecasts call for continued recovery with 0.9% and 21.1% increases for Q4 and FY 2021, respectively
- Supply chain shortages have been more limited within CV versus LV





### **Debt and Liquidity Summary**

| Capitalization                        |          |    |           |                     |  |  |  |  |
|---------------------------------------|----------|----|-----------|---------------------|--|--|--|--|
| (\$ in millions)                      | Interest | @  | 9/30/2021 | Maturity            |  |  |  |  |
| Cash and Cash Equivalents             |          | \$ | 628       |                     |  |  |  |  |
| Debt:                                 |          |    |           |                     |  |  |  |  |
| Revolver (\$550 million capacity) (1) | Variable |    | _         | 2026 <sup>(2)</sup> |  |  |  |  |
| First Lien Term Loan (USD)            | Variable |    | 2,032     | 2024                |  |  |  |  |
| Total Senior Secured Debt             |          | \$ | 2,032     |                     |  |  |  |  |
| Senior Unsecured Notes (EUR) (3)      | Fixed    |    | 520       | 2025                |  |  |  |  |
| Senior Unsecured Notes (USD)          | Fixed    |    | 493       | 2027                |  |  |  |  |
| Senior Unsecured Notes (USD)          | Fixed    |    | 690       | 2029                |  |  |  |  |
| Finance Leases                        |          |    | 64        |                     |  |  |  |  |
| Other Borrowings                      |          |    | 44        |                     |  |  |  |  |
| Total Debt                            |          | \$ | 3,843     |                     |  |  |  |  |
| Total Net Debt (4)                    |          | \$ | 3,215     |                     |  |  |  |  |
| LTM Adjusted EBITDA                   |          |    | 920       |                     |  |  |  |  |
| Total Net Leverage (5)                |          |    | 3.5x      |                     |  |  |  |  |
| Interest Coverage Ratio (6)           | 6.7x     |    |           |                     |  |  |  |  |

- (1) \$516 million available on our undrawn revolver net of letters of credit
- (2) Maturity will be accelerated to 2024 in certain circumstances as set forth in Amendment No. 10
- (3) Assumes exchange rate of \$1.1671 USD/Euro
- (4) Total Net Debt = Total Debt minus Cash and Cash Equivalents
- (5) Total Net Leverage = Total Net Debt / LTM Adjusted EBITDA
- (6) Interest Coverage Ratio = LTM Adjusted EBITDA / LTM Interest Expense

#### Commentary

- Net leverage of 3.5x at September 30, 2021 increased from 2.6x at June 30, 2021, reflecting U-POL acquisition cash funding, share repurchases, and decline in LTM EBITDA
- Over \$1.1 billion in available liquidity at September 30, 2021
- Weighted average cost of debt of 3.07% at September 30, 2021
- Long-term debt interest rates are effectively 89% fixed
  - \$250 million of term loan debt protected from rising interest rates with 3-month USD LIBOR capped at 1.50%
  - \$1.375 billion of term loan debt fixed with interest rate swaps at weighted average of 1.84%



### **Financial Guidance Update**

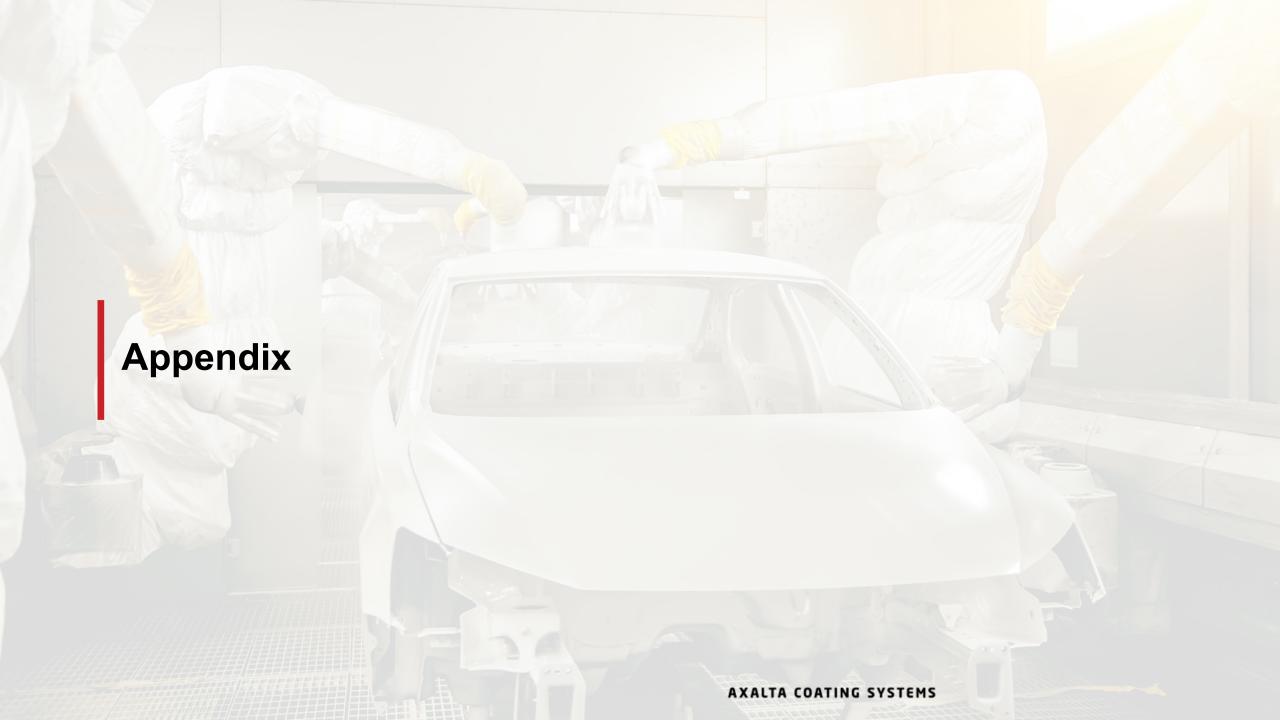
#### **Full Year 2021 Guidance:**

- Net Sales: ~+19%, including ~+2% FX and ~+2% M&A benefit
- Adjusted EBIT: \$645-665 million
  - Q4 ~24% of full year
- Adjusted Diluted EPS: \$1.70-1.80
- Interest Expense: ~\$135 million
- Tax Rate: ~21-22%
- Diluted Shares: ~232 million
- Free Cash Flow: \$410-430 million; including \$155 million capex
- D&A: ~\$320 million; including \$106 million step-up D&A

#### **Key Assumptions**

- Raw material inflation expected at mid-teens growth YoY; Q4 inflation at ~20% growth YoY
- Semiconductors: ~11 million assumed market level production shortfall in guidance construct; ~\$70 million estimated net sales impact to Mobility in Q4
- Gradual recovery in Refinish volumes from COVID impacts continues
- FCF still excludes impact from operational matter





## **Full Year 2021 Assumptions**

#### **Macroeconomic Assumptions**

- Global GDP growth of ~3.8% for Q4 2021 and ~5.5% for FY 2021
- Global industrial production growth of ~2.2% for Q4 2021 and ~6.7% for FY 2021
- Global auto build change expected to be at ~(27.4%) for Q4 2021 and ~(2.1%) for FY 2021
- Global truck production increase of ~0.9% for Q4 2021 and ~21.1% for FY 2021, excluding China
- Significant raw material inflation since
   December 2020 as downstream chemicals
   demand surged with supply imbalances as
   well as a global microchip shortage and other
   logistical bottlenecks
- Rising energy costs globally and energy mandates in China are also contributing to raw material inflation and supply constraints
- Expect the inflationary raw material trend to persist

#### **Currency Assumptions**

| Currency                    | 2020 % Axalta 2020 Average Rate |       | 2021 Average<br>Rate<br>Assumption | USD % Impact of FX Rate Change |  |
|-----------------------------|---------------------------------|-------|------------------------------------|--------------------------------|--|
| US\$ per Euro               | ~28%                            | 1.14  | 1.19                               | 4.4%                           |  |
| Chinese Yuan per US\$       | ~9%                             | 6.90  | 6.46                               | 6.4%                           |  |
| US\$ per British Pound      | ~3%                             | 1.28  | 1.39                               | 8.6%                           |  |
| Brazilian Real per US\$     | ~3%                             | 5.15  | 5.30                               | (2.9%)                         |  |
| Mexican Peso per US\$       | ~2%                             | 21.46 | 20.09                              | 6.4%                           |  |
| US\$ per Canadian<br>Dollar | ~2%                             | 0.75  | 0.80                               | 6.7%                           |  |
| Indian Rupee per US\$       | ~1%                             | 74.13 | 73.64                              | 0.7%                           |  |
| Other                       | ~53%                            | NA    | NA                                 | 0.0%                           |  |



## **Adjusted EBIT Reconciliation**

| (\$ in millions)  | Q  | 3 2021            | Q3 2020 |  |
|---|----|-------------------|---------|--|
| Income from operations                                  | \$ | 124.7 \$          |         |  |
| Other (income) expense, net                             |    | (2.4)             | 2.3     |  |
| Total   | \$ | 127.1 \$          | 139.4   |  |
| A Debt extinguishment and refinancing related costs     |    | <del>_</del>      | _       |  |
| B Termination benefits and other employee related costs |    | 9.6               | 35.7    |  |
| C Strategic review and retention costs                  |    | 2.1               | 6.9     |  |
| D Acquisition and divestiture-related costs             |    | 9.2               | 0.1     |  |
| E Impairment (benefits) charges                         |    | (0.8)             | 0.3     |  |
| F Pension special events                                |    | <del>_</del>      | (0.7)   |  |
| G Accelerated depreciation                              |    | 0.6               | 0.4     |  |
| H Indemnity (income) loss                               |    | (0.1)             | 0.3     |  |
| I Operational matter                                    |    | (18.7)            | _       |  |
| J Brazil indirect tax                                   |    | <del>_</del>      | _       |  |
| K Gain on sale of facility                              |    | (8.9)             | _       |  |
| L Step-up depreciation and amortization                 |    | 25.9              | 28.0    |  |
| Adjusted EBIT   | \$ | 146.0 \$          | 210.4   |  |
| Segment Adjusted EBIT:                                  |    |                   |         |  |
| Performance Coatings                                    | \$ | 122.8 \$<br>(2.7) | 133.9   |  |
| Mobility Coatings                                       |    |                   | 48.5    |  |
| Total   | \$ | 120.1 \$          | 182.4   |  |
| L Step-up depreciation and amortization                 |    | 25.9              | 28.0    |  |
| Adjusted EBIT   | \$ | 146.0 \$          | 210.4   |  |



## Adjusted EBIT Reconciliation (cont'd)

- A Represents expenses and associated changes to estimates related to the prepayment, restructuring, and refinancing of our indebtedness, which are not considered indicative of our ongoing operating performance.
- B Represents expenses and associated changes to estimates related to employee termination benefits and other employee-related costs. Employee termination benefits are primarily associated with Axalta Way initiatives. These amounts are not considered indicative of our ongoing operating performance.
- Represents costs for legal, tax and other advisory fees pertaining to our review of strategic alternatives that was concluded in March 2020, as well as retention awards for certain employees that were earned over a period of 18-24 months, which ended during September 2021. These amounts are not considered indicative of our ongoing performance.
- P Represents acquisition and divestiture-related expenses and non-cash fair value inventory adjustments associated with our business combinations, all of which are not considered indicative of our ongoing operating performance.
- E Represents impairment (benefits) charges, which are not considered indicative of our ongoing performance. The current year benefit primarily reflects a recovered gain on a previously impaired asset.
- F Represents certain defined benefit pension costs associated with special events, including pension curtailments, settlements and special termination benefits, which we do not consider indicative of our ongoing operating performance.
- Represents incremental depreciation expense resulting from truncated useful lives of the assets impacted by our manufacturing footprint assessments, which we do not consider indicative of our ongoing operating performance.
- **H** Represents indemnity income associated with acquisitions, which we do not consider indicative of our ongoing operating performance.
- Represents expenses, changes in estimates and insurance recoveries for probable liabilities related to an operational matter in the Mobility Coatings segment, which is not indicative to our ongoing operating performance.
- J Represents non-recurring income related to a law change with respect to certain Brazilian indirect taxes which was recorded within other (income) expense, net.
- **K** Represents non-recurring income related to the sale of a previously closed manufacturing facility.
- L Represents the incremental step-up depreciation and amortization expense associated with the acquisition of DuPont Performance Coatings by Axalta. We believe this will assist investors in performing meaningful comparisons of past, present and future operating results and better highlight the results of our ongoing operating performance.



## **Adjusted Net Income Reconciliation**

|   | (\$ in millions, except per share data)                   | Q3 | 3 2021       | 21 Q3 2020 |  |
|---|---|----|--------------|------------|--|
|   | Net income  | \$ | 68.9 \$      | 82.5       |  |
|   | Less: Net income attributable to noncontrolling interests |    | (0.2)        | _          |  |
|   | Net income attributable to controlling interests          | \$ | 69.1 \$      | 82.5       |  |
| Α | Debt extinguishment and refinancing related costs         |    | <del>-</del> | _          |  |
| В | Termination benefits and other employee related costs     |    | 9.6          | 35.7       |  |
| С | Strategic review and retention costs                      |    | 2.1          | 6.9        |  |
| D | Acquisition and divestiture-related costs                 |    | 9.2          | 0.1        |  |
| Ε | Impairment (benefits) charges                             |    | (0.8)        | 0.3        |  |
| F | Pension special events                                    |    | <del>-</del> | (0.7)      |  |
| G | Accelerated depreciation                                  |    | 0.6          | 0.4        |  |
| Н | Indemnity (income) loss                                   |    | (0.1)        | 0.3        |  |
| I | Operational matter  |    | (18.7)       | _          |  |
| J | Brazil indirect tax                                       |    | _            | _          |  |
| K | Gain on sale of facility                                  |    | (8.9)        | _          |  |
| L | Step-up depreciation and amortization                     |    | 25.9         | 28.0       |  |
|   | Total adjustments   | \$ | 18.9 \$      | 71.0       |  |
| M | Income tax provision impacts                              |    | (1.3)        | 13.8       |  |
|   | Adjusted net income                                       | \$ | 89.3 \$      | 139.7      |  |
|   | Diluted adjusted net income per share                     | \$ | 0.39 \$      | 0.59       |  |
|   | Diluted weighted average shares outstanding               |    | 230.7        | 236.0      |  |



## **Adjusted Net Income Reconciliation (cont'd)**

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- **K** Represents non-recurring income related to the sale of a previously closed manufacturing facility.
- Represents the incremental step-up depreciation and amortization expense associated with the acquisition of DuPont Performance Coatings by Axalta. We believe this will assist investors in performing meaningful comparisons of past, present and future operating results and better highlight the results of our ongoing operating performance.
- The income tax impacts are determined using the applicable rates in the taxing jurisdictions in which expense or income occurred and includes both current and deferred income tax expense (benefit) based on the nature of the non-GAAP performance measure. Additionally, the income tax impact includes the removal of discrete income tax impacts within our effective tax rate which were expenses of \$3.1 million, \$6.9 million, \$3.6 million and benefits of \$26.8 million for the three month and nine months ended September 30, 2021 and 2020, respectively. The tax benefits for the nine months ended September 30, 2020 include the removal of a significant one-time benefit associated with the recognition of a deferred tax asset related to an intra-entity transfer of certain intellectual property rights. The tax expenses for the nine months ended September 30, 2021 include the deferred tax benefit ratably amortized into our adjusted income tax rate as the tax attribute is realized.



## **Free Cash Flow Reconciliation**

| (\$ in millions)   | Q3 2021        | Q2 2021  | Q1 2021 | YTD 2021 | Q3 2020        | Q2 2020   | Q1 2020 | YTD 2020 |
|--|----------------|----------|---------|----------|----------------|-----------|---------|----------|
| Cash provided by (used for) operating activities               | \$<br>142.9 \$ | 107.5 \$ | 39.6    | \$ 290.0 | \$<br>233.4 \$ | (1.7) \$  | (0.8)   | \$ 230.9 |
| Purchase of property, plant and equipment                      | (38.4)         | (28.5)   | (31.8)  | (98.7)   | (13.8)         | (19.7)    | (22.7)  | (56.2)   |
| Interest proceeds on swaps designated as net investment hedges | 7.2            | 3.6      | 3.5     | 14.3     | 3.7            | 3.6       | 3.7     | 11.0     |
| Free cash flow   | \$<br>111.7 \$ | 82.6 \$  | 11.3    | \$ 205.6 | \$<br>223.3 \$ | (17.8) \$ | (19.8)  | \$ 185.7 |

## **Adjusted EBITDA Reconciliation**

|     |   | LTM            |           |           |          |          |           |          |         |
|-----|---|----------------|-----------|-----------|----------|----------|-----------|----------|---------|
| (\$ | in millions)                              | 9/30/2021      | Q3 2021   | Q2 2021   | Q1 2021  | Q3 2020  | Q2 2020   | Q1 2020  | FY 2020 |
|     | Net income (loss)                         | \$<br>281.3 \$ | 68.9 \$   | 126.4 \$  | 15.7 \$  | 82.5 \$  | (83.2) \$ | 52.4 \$  | 122.0   |
|     | Interest expense, net                     | 138.2          | 33.8 \$   | 33.4      | 33.5     | 39.8 \$  | 36.1      | 36.5     | 149.9   |
|     | Provision (benefit) for income taxes      | 89.8           | 24.4 \$   | 38.7      | 3.8      | 17.1 \$  | (15.2)    | (24.6)   | 0.2     |
|     | Depreciation and amortization             | 311.4          | 79.3 \$   | 79.0      | 76.4     | 80.4 \$  | 76.6      | 86.6     | 320.3   |
|     | EBITDA                                    | \$<br>820.7 \$ | 206.4 \$  | 277.5 \$  | 129.4 \$ | 219.8 \$ | 14.3 \$   | 150.9 \$ | 592.4   |
| Α   | Debt extinguishment and refinancing       | 32.2           | — \$      | 0.2       | _        | — \$     | _         | 2.4      | 34.4    |
| В   | Termination benefits and other employee   | 39.6           | 9.6 \$    | 22.7      | 2.8      | 35.7 \$  | 15.2      | 19.5     | 74.9    |
| С   | Strategic review and retention costs      | 15.3           | 2.1 \$    | 2.2       | 5.4      | 6.9 \$   | 6.7       | 11.5     | 30.7    |
| D   | Acquisition and divestiture-related costs | 10.8           | 9.2 \$    | 1.4       | 0.2      | 0.1 \$   | 0.1       | 0.1      | 0.3     |
| Ε   | Impairment charges (benefits)             | 1.4            | (0.8) \$  | _         | _        | 0.3 \$   | 2.7       | 0.5      | 5.7     |
| F   | Foreign exchange remeasurement losses     | 2.0            | (1.3) \$  | 1.8       | 1.8      | 5.5 \$   | (0.3)     | 2.3      | 7.2     |
| G   | Long-term employee benefit plan           | 1.4            | (0.3) \$  | (0.3)     | (0.2)    | (0.6) \$ | (0.6)     | (1.1)    | (0.1)   |
| Н   | Stock-based compensation                  | 10.9           | 3.9 \$    | 4.2       | 3.6      | 4.7 \$   | 6.1       | 5.1      | 15.1    |
| ı   | Dividends in respect of noncontrolling    | (1.1)          | — \$      | _         | (0.7)    | — \$     | _         | (0.5)    | (0.9)   |
| J   | Operational matter                        | 3.9            | (18.7) \$ | (71.8)    | 94.4     | — \$     | _         | _        | _       |
| K   | Brazil indirect tax                       | (8.3)          | — \$      | (8.3)     | _        | — \$     | _         | _        | _       |
| L   | Gain on sale of facility                  | (8.9)          | (8.9) \$  | _         | _        | — \$     | _         | _        | _       |
| M   | Other adjustments                         |                | (0.2) \$  | 0.1       | _        | 0.2 \$   | (0.1)     | 0.2      | 0.4     |
|     | Total adjustments                         | \$<br>99.2 \$  | (5.4) \$  | (47.8) \$ | 107.3 \$ | 52.8 \$  | 29.8 \$   | 40.0 \$  | 167.7   |
|     | Adjusted EBITDA                           | \$<br>919.9 \$ | 201.0 \$  | 229.7 \$  | 236.7 \$ | 272.6 \$ | 44.1 \$   | 190.9 \$ | 760.1   |

## **Adjusted EBITDA Reconciliation (cont'd)**

- A Represents expenses and associated changes to estimates related to the prepayment, restructuring, and refinancing of our indebtedness, which are not considered indicative of our ongoing operating performance.
- B Represents expenses and associated changes to estimates related to employee termination benefits and other employee-related costs. Employee termination benefits are primarily associated with Axalta Way initiatives. These amounts are not considered indicative of our ongoing operating performance.
- Represents costs for legal, tax and other advisory fees pertaining to our review of strategic alternatives that was concluded in March 2020, as well as retention awards for certain employees that were earned over a period of 18-24 months, which ended during September 2021. These amounts are not considered indicative of our ongoing performance.
- **D** Represents acquisition and divestiture-related expenses and non-cash fair value inventory adjustments associated with our business combinations, all of which are not considered indicative of our ongoing operating performance.
- E Represents impairment (benefits) charges, which are not considered indicative of our ongoing performance. The current year benefit primarily reflects a recovered gain on a previously impaired asset.
- **F** 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.
- **G** Eliminates the non-cash, non-service cost components of long-term employee benefit costs.
- **H** Represents non-cash impacts associated with stock-based compensation.
- I Represents the payment of dividends to our joint venture partners by our consolidated entities that are not 100% owned, which are reflected to show the cash operating performance of these entities on Axalta's financial statements.
- J Represents expenses, changes in estimates and insurance recoveries for probable liabilities related to an operational matter in the Mobility Coatings segment, which is not indicative to our ongoing operating performance.
- K Represents non-recurring income related to a law change with respect to certain Brazilian indirect taxes which was recorded within other (income) expense, net.
- L Represents non-recurring income related to the sale of a previously closed manufacturing facility.
- M Represents 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 indemnity (income) losses associated with the acquisition by Axalta of the DuPont Performance Coatings business, gains and losses from the sale and disposal of property, plant and equipment, gains and losses from the remaining foreign currency derivative instruments and from non-cash fair value inventory adjustments associated with our business combinations.



