

EMEA OVERVIEW

GENERAL INDUSTRIAL

SHERWIN-WILLIAMS®

ABOUT US

SHERWIN-WILLIAMS®

2024 NET SALES

\$23.1 billion



EMPLOYEES

64,000+



FOUNDED IN

1866



120+
COUNTRIES



5,400+
STORES



140+ MANUFACTURING
& DISTRIBUTION
FACILITIES

INDUSTRY-LEADING PORTFOLIO OF BRANDS

SHERWIN-WILLIAMS. valspar 



MINWAX®

Purdy®
PROFESSIONAL PAINTING TOOLS

KRYLON®

Thompson's
WaterSeal



OUR HISTORY

KEY MOMENTS IN OUR 160-YEAR LEGACY



1866
COMPANY ESTABLISHED
 Henry Sherwin and Edward Williams establish the Sherwin-Williams Company

1925
AMERICAN STOCK EXCHANGE
 Sherwin-Williams traded on American stock exchange

1964
NEW YORK STOCK EXCHANGE
 Sherwin-Williams is listed on the New York Stock Exchange

1905
COVER THE EARTH LOGO INTRODUCED



1934
INVER WAS BORN



1970
SYNTHA PULVIN BRAND INTRODUCED IN EUROPE
 syntha pulvin

2008
INVER ACQUIRES BECKER POWDER COATINGS



2016
SHERWIN-WILLIAMS CELEBRATES 150 YEARS

2013
VALSPAR ACQUIRES INVER GROUP



2017
SHERWIN-WILLIAMS ACQUIRES VALSPAR
Largest acquisition in company history

2019
SHERWIN-WILLIAMS ACQUIRES NOVATIC (GERMANY)

2022
SHERWIN-WILLIAMS ACQUIRES GROSS & PERTHUN (GERMANY)

GROSS & PERTHUN LACKFABRIK

SHERWIN-WILLIAMS

BUSINESS GROUPS

The Americas Group



Consumer Brands Group



Performance Coatings Group



GLOBAL SUPPLY CHAIN

2021 Year End

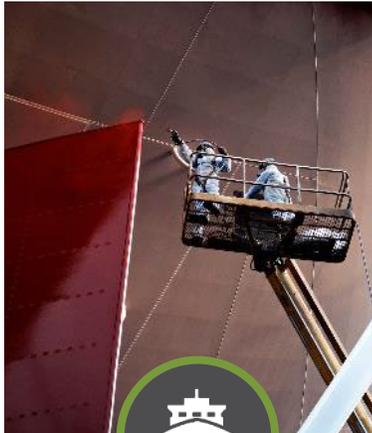
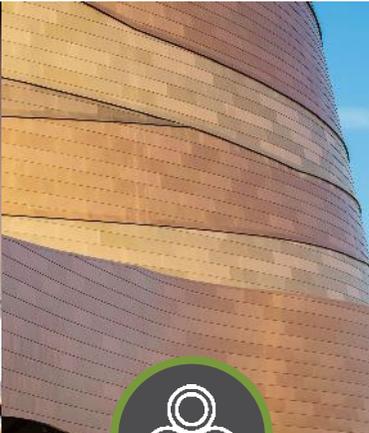


INDUSTRIAL SEGMENTS

Performance Coatings Group

PERFORMANCE COATINGS GROUP

INDUSTRIAL SEGMENTS

					
					
Protective & Marine	Coil & Extrusion	Automotive Refinish	General Industrial	Industrial Wood	Packaging Coatings

Provide Solutions That Customers Use to Differentiate in Their Industries

GENERAL INDUSTRIAL DIVISION

SEGMENTS OF END-MARKETS



TRANSPORTATION



GENERAL FINISHES



DESIGN



ENERGY



HEAVY EQUIPMENT



BUILDING PRODUCTS



MILITARY

MISSION

The General Industrial Coatings division of Sherwin-Williams delivers uncompromised asset protection to our customers.

We stand by these declarations. We are:

- MORE THAN COATINGS PEOPLE
- PERFORMANCE PEOPLE
- GOOD-IS-NOT-GOOD-ENOUGH PEOPLE
- FUELED BY OUR OWN CURIOSITY
- COLLABORATORS
- INNOVATORS
- NEVER-GIVE-UP-ERS

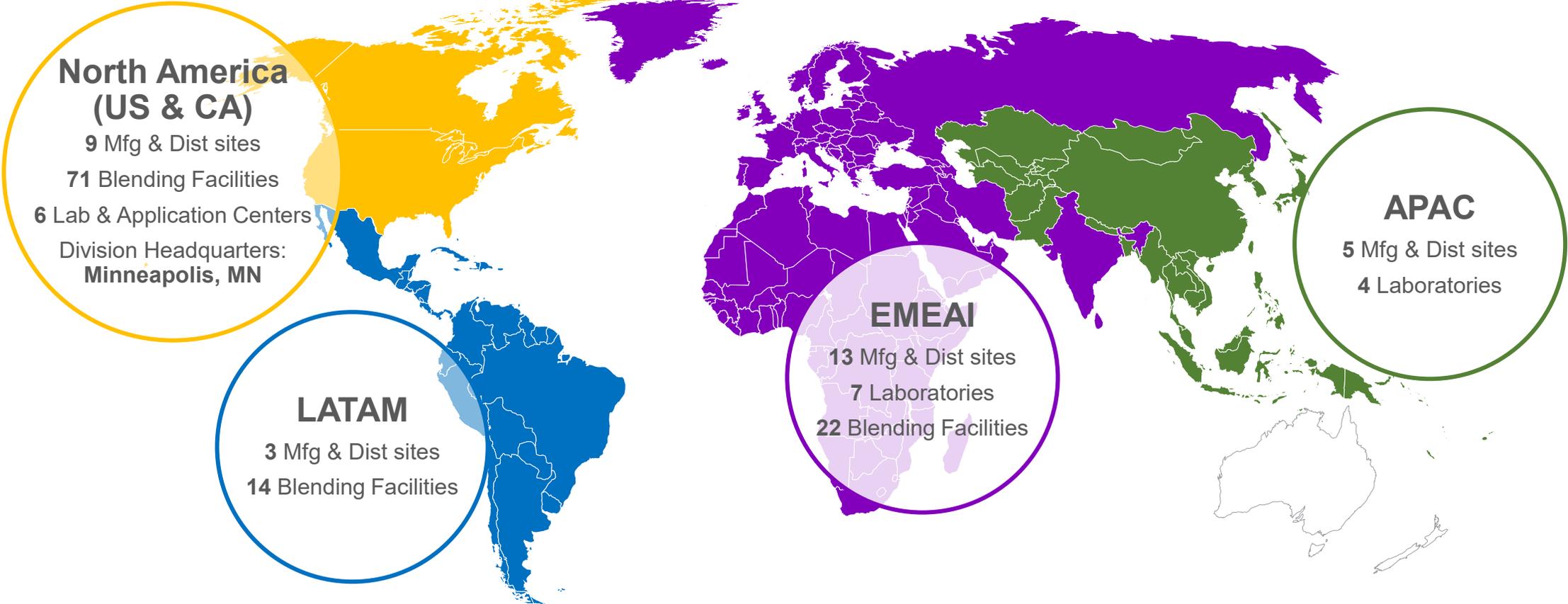




GLOBAL FOOTPRINT

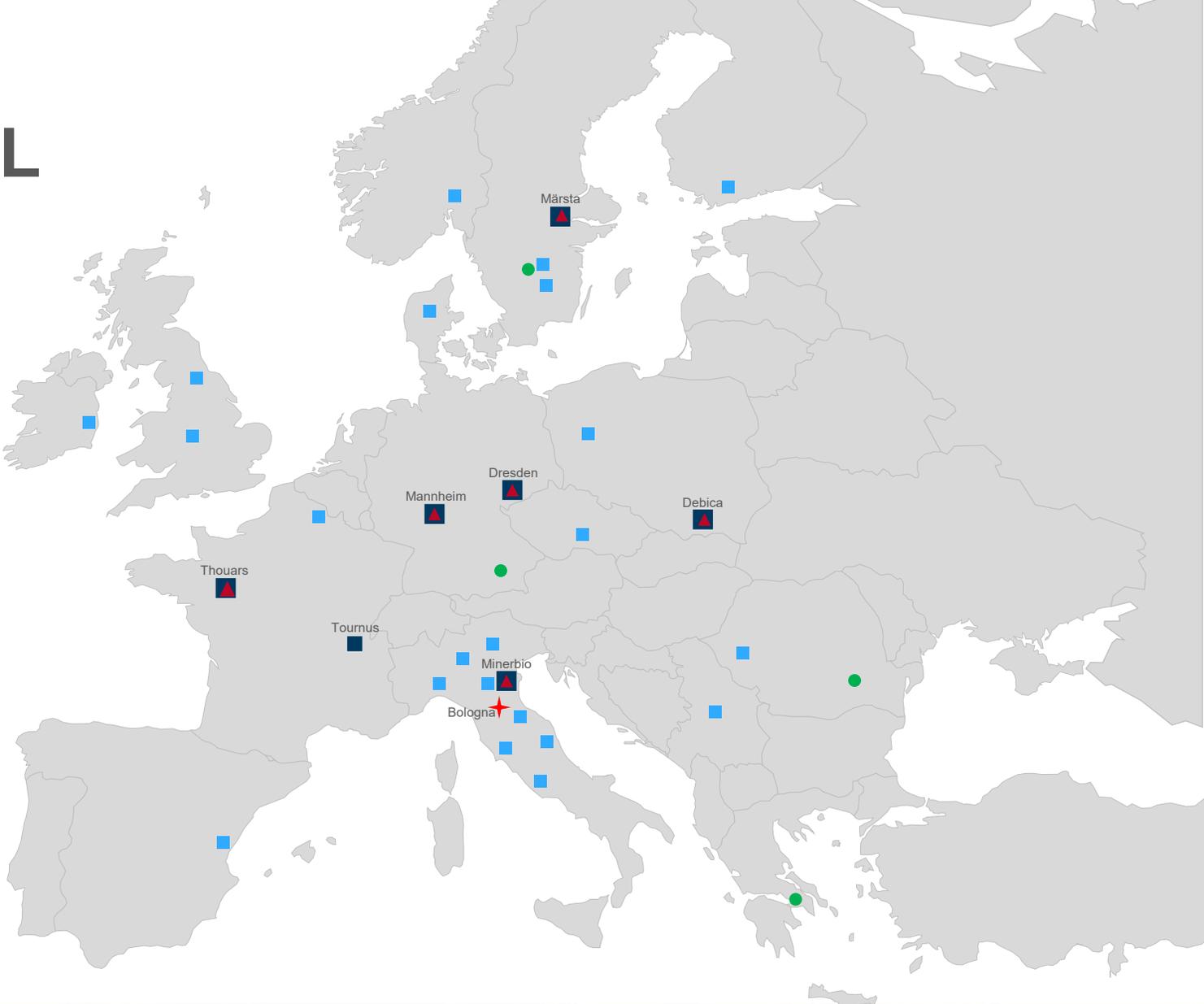
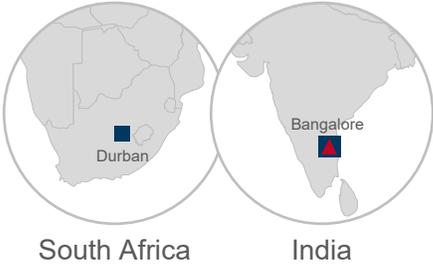
General Industrial Division

GENERAL INDUSTRIAL GLOBAL LOCATIONS



GENERAL INDUSTRIAL EMEI FOOTPRINT

- Mfg & ● Dist sites
- Blending Facilities
- ▲ R&D Lab
- ★ Headquarters



GENERAL INDUSTRIAL EUROPE

PRODUCTION PLANTS



MINERBIO (ITALY)



THOUARS (FRANCE)



TOURNUS (FRANCE)



MÄRSTA (SWEDEN)



DRESDEN (GERMANY)



MANNHEIM (GERMANY)



DEBICA (POLAND)



LAB CAPABILITIES

General Industrial Division

GENERAL INDUSTRIAL PORTFOLIO



Liquid Coatings	Electrodeposition Coatings	Powder Coatings	Aftermarket	Paint Service Provider
<ul style="list-style-type: none">• High-performance, solvent-based coatings• Water-based coatings	<ul style="list-style-type: none">• Multiple technologies• Onsite support	<ul style="list-style-type: none">• Superior Edge coverage• Dry-on-Dry technologies	<ul style="list-style-type: none">• Aerosols 400ml• Touch-Up	<ul style="list-style-type: none">• Management of finishing operations on-site• Product & application expertise drive more efficient operations

Performance-focused Offerings

POWDER COATINGS



Heat Transfer
Inverspeed
Anti Graffiti
Inverbond
Antimicrobial
PE/P/Q
Inverpul
Syntha Pulvin®
Valde ECP
Bonded
Valde Steel
OneCure
Powdura
metallic

ELECTROCOAT SOLUTIONS

- **Eco-conscious method to protect metal substrates being a closed-loop industrial process**
- **Robust platforms to cover all needs of the industry**
- **Large range of products to be selected based on the strongest requirements of the industry**

VECTROGARD 2000 – Cathodic Acrylic

- Excellent abrasion resistance, excellent chemical resistance, good corrosion resistance and full color spectrum available

VECTROGARD 3000 – Cathodic Epoxy

- Excellent chemical and corrosion resistance, industry leading edge-corrosion protection

VECTROGARD 3100 – Cathodic Epoxy

- Excellent chemical and corrosion resistance, industry leading edge-corrosion protection (tin-free formulation)

STRATEGIC TECHNOLOGY

DRIVERS



Product Performance

Provide Custom Formulations

Improve Edge Corrosion Resistance

Increase Weathering Performance

Protect Brand



Operational Excellence

Increase First Pass Yield

Ensure High Quality Standards

Reduce Cycle Time in Factory

Shrink Manufacturing Footprint



Application Engineering

Minimize Application Costs

Maximize Operational Efficiency

Increase Coverage with Fewer Cycles

Reduce Rework



Sustainable Compliance

Reduce Solvent Emissions

Lower Energy Consumption

Eliminate Hazardous Chemicals

Reduce Waste Generation



Multi-Local Support

On-site Technical Support

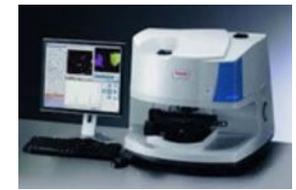
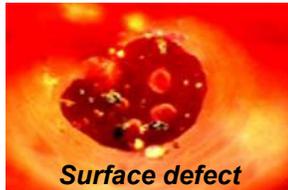
Complete Global Product Lines

Technology Transfer Capabilities

Global Account Management

TESTING AND ANALYTICAL CAPABILITIES

- Standard Quality Control Testing
- Chemical Reagent Analysis
- Salt Spray / Humidity
- Weathering (QUV, Xenon Arc, Florida, Arizona)
- Differential Scanning Calorimeter (DSC)
- Microscopy
- Cross-Sectional Analysis of Defects
- Metal Flake Orientation
- Film Build Measurement
- 3D Imaging
- Scanning Electron Microscope (SEM)
- Energy Dispersive X-Ray Analysis (EDX)
- IR Scanning
- Particle Size Analysis
- Resistivity Testing
- Application Testing
- Topographic and Phase Imaging
- Hardener to Binder
- Mix Ratio Measurement
- Advanced Analytical: XRF, SEM, NMR, FTIR, GC
- TGA (Thermal Gravimetric Analysis) and Gradient Oven
- Helium Pycnometer



CERTIFIED A2LA TEST LAB

- Fully staffed to provide complete OEM-specified testing
- SW provides plaques & reports for all types of OEM approvals



STATE OF ACCREDITATION TO ISO 9001	
 THE SHERWIN-WILLIAMS COMPANY Corrosion, Durability, and Functional Lab (CORROSION) 100 East Third Street Minneapolis, MN 55401 Attention: Safety Phone: 612-371-7000	
MECHANICAL	
Valid Until: November 30, 2019	Certificate Number: 2019 01
In recognition of the successful completion of the A2LA evaluation process, accreditation is granted to the laboratory at the location listed above, as well as other facilities Laboratory Location Detail Below, to perform the following testing activities:	
Tests	Test Methods
Environmental Exposure	
Apparatus Evaluation	AUTM (DIN), FILTM (D 104-01), DE 104-04
Credibility of Coatings for Testing	AUTM (DIN)
Coating Corrosion	GMPT 1P (Supersolvent 2010) GMPT20P (Supersolvent 2010) GMPT30 (Saturated Vapor 75 GMPT/200) FILTM (D 104-01), DE 104-04 (Mechanical) S.A.E. (S1) (Automotive Salt Fog only), S. 72 (DIP only)
Sealability	AUTM (DIN), DE24T, D480, DQ120
Salt Fog	AUTM (DIN), FILTM (D 104-01), GMPT20P (Supersolvent 2010), GMPT30, DQ111
UV Weathering	AUTM (DIN), Q133, D780, DQ111, S.A.E. (S94) (Automotive), D527
Mechanical Testing	
Adhesion Tensile Resistance	AUTM (DIN), GMPT1P (Supersolvent 2010)
Adhesion	AUTM (DIN), FILTM (D 104-01), GMPT1P (Supersolvent 2010), GMPT30, DQ111
Clay Resistance	AUTM (DIN), GMPT20P (Supersolvent 2010), GMPT30, S.A.E. (S94) (Automotive), D527
<small>(A2LA Cert No. 2019 01) Revised 05/07/2018</small>  Page 1 of 2	
<small>3300 Peabody Court, Suite 220 Peabody, MA 01969-0111 Phone: 301-994-3333 Fax: 301-994-3333 www.a2la.org</small>	





DIFFERENTIATORS

General Industrial Division

GENERAL INDUSTRIAL DIVISION

DIFFERENTIATORS



**MORE THAN 120
BLENDING
FACILITIES**



**SUBJECT
MATTER
EXPERTISE**



**GLOBAL
& LOCAL
EXECUTION**



**PRODUCT
DEPTH &
BREADTH**

We Offer More Than Coatings

COMPLETE DEVELOPMENT SUPPORT

DELIVERING DIFFERENTIATED SOLUTIONS



Color & Design	Design Engineering	Application Centers	Product Testing	Customer Line Trial	Finished Product
<ul style="list-style-type: none"> • DesignHouse® • Tailor-made colorimetric software • Trends & innovation 	<ul style="list-style-type: none"> • Lean 6 sigma • Lean manufacturing • Improving coating solutions 	<ul style="list-style-type: none"> • Application booths and equipment • Tests on original supports 	<ul style="list-style-type: none"> • Complete ASTM logs • Centers of excellence • Color matching 	<ul style="list-style-type: none"> • Local tech service • Drop-in solutions • Qualification online 	<ul style="list-style-type: none"> • Speed to market • Made to Stock products • Tailor-made solutions

Performance-Focused Offerings

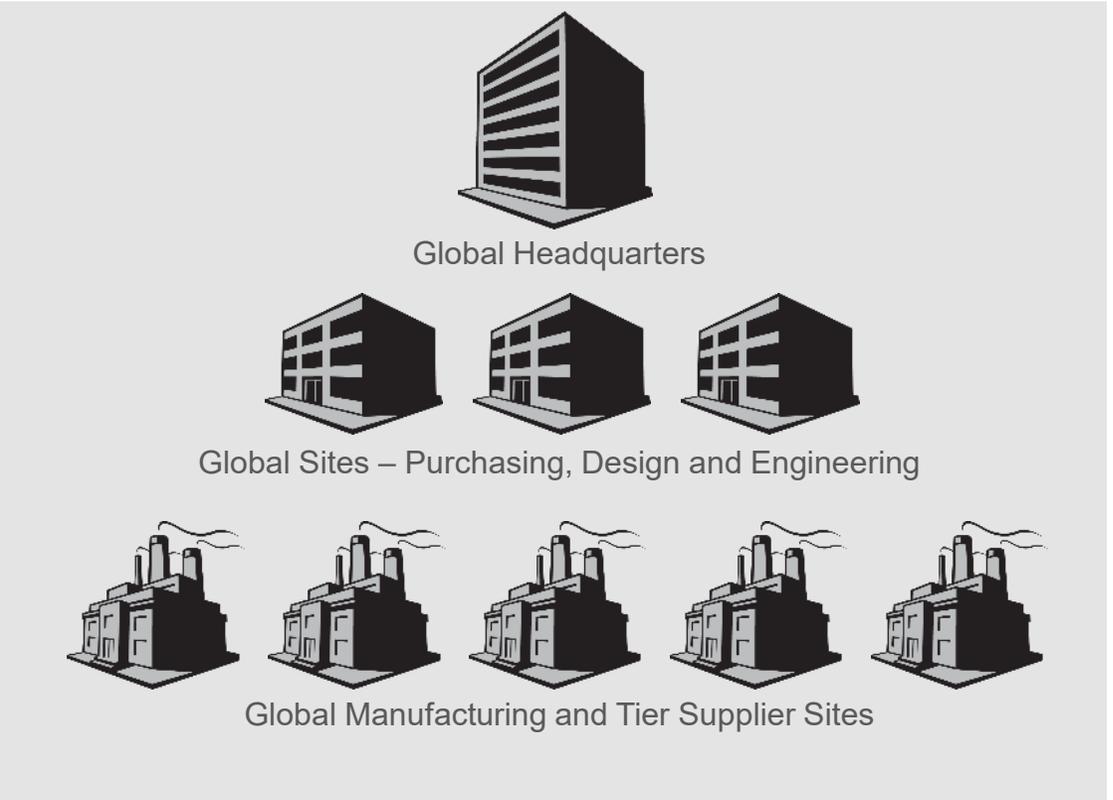


GLOBAL ACCOUNT MANAGEMENT

General Industrial Division

GENERAL INDUSTRIAL DIVISION

GLOBAL REACH, LOCAL SUPPORT



Multi-site Strategic Accounts

GENERAL INDUSTRIAL DIVISION

GLOBAL ACCOUNT MANAGEMENT



Broad Sherwin-Williams reach ensures consistent service & product performance on a global scale

Single Point of Contact

- Manufacturing
- R&D centers
- Multi-regional resources
- Multi-cultural resources
- Operational staff
- Executive management

Innovate with Speed

- Duplicating innovative technologies
- Enabling seamless integration of new solutions to maximize ROI

Driving Best Practices Worldwide

- Sharing process improvements
- Paint line performance tested through Lean Six Sigma, using industry expertise to drive cost savings programs
- Environmental stewardship through innovative technology, standardized product specifications, and expertise

Your Business is Our Obsession



LOCAL SERVICE MODEL

General Industrial Division

GENERAL INDUSTRIAL DIVISION

LOCAL SERVICE MODEL



 <p>LOCAL STOCK POINTS</p>	 <p>FIELD TECH SUPPORT</p>	 <p>FLEXIBLE INVENTORY SOLUTIONS</p>	 <p>RAPID RESPONSE SPECIAL COLORS</p>	 <p>BULK PRODUCTION & STOCKING</p>
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Provide a Local Service Model That Makes it Easy to Do Business

GENERAL INDUSTRIAL DIVISION

GLOBAL REACH, LOCAL SUPPORT



General Industrial Sales and Support

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WILLIAMS®*