

A high-angle, close-up photograph of a modern, polished chrome faucet and two matching handles installed in a white marble sink. The sink's surface features a prominent, swirling grey and white marble pattern. The lighting is soft, creating gentle reflections on the metallic surfaces and the polished stone. The entire scene is framed by a thin, dark grey border.

MASCO

First Quarter 2021 Earnings Presentation

April 28, 2021

Safe Harbor Statement

This presentation contains statements that reflect our views about our future performance and constitute “forward-looking statements” under the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as “outlook,” “believe,” “anticipate,” “appear,” “may,” “will,” “should,” “intend,” “plan,” “estimate,” “expect,” “assume,” “seek,” “forecast,” and similar references to future periods. Our views about future performance involve risks and uncertainties that are difficult to predict and, accordingly, our actual results may differ materially from the results discussed in our forward-looking statements. We caution you against relying on any of these forward-looking statements.

Our future performance may be affected by the levels of residential repair and remodel activity, and to a lesser extent, new home construction, our ability to maintain our strong brands and reputation and to develop innovative products, our ability to maintain our competitive position in our industries, our reliance on key customers, the length and severity of the ongoing COVID-19 pandemic, including its impact on domestic and international economic activity, consumer confidence, our production capabilities, our employees and our supply chain, the cost and availability of materials and the imposition of tariffs, our dependence on third-party suppliers, risks associated with our international operations and global strategies, our ability to achieve the anticipated benefits of our strategic initiatives, our ability to successfully execute our acquisition strategy and integrate businesses that we have and may acquire, our ability to attract, develop and retain talented and diverse personnel, risks associated with our reliance on information systems and technology, and our ability to achieve the anticipated benefits from our investments in new technology. These and other factors are discussed in detail in Item 1A “Risk Factors” in our most recent Annual Report on Form 10-K, as well as in our Quarterly Reports on Form 10-Q and in other filings we make with the Securities and Exchange Commission. Any forward-looking statement made by us speaks only as of the date on which it was made. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. Unless required by law, we undertake no obligation to update publicly any forward-looking statements as a result of new information, future events or otherwise.



Agenda

1 Summary of Results

Keith Allman

2 Financial/Operations Review

John Sznewajs

3 Q&A

Keith Allman

John Sznewajs

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Summary of Results

Keith Allman

Long-Term Shareholder Value Creation

Driving Shareholder Value

Q1 2021 IN REVIEW

- ✓ Delivered strong top and bottom-line growth in both segments
- ✓ Increased adjusted operating profit 61% and expanded margin 420 basis points
- ✓ Achieved adjusted EPS growth of 89%
- ✓ Repurchased 5.5 million shares for \$303 million
- ✓ Implemented price increases and managed supply chain constraints
- ✓ Updated anticipated full year adjusted EPS to \$3.50-\$3.70 per share from \$3.25-\$3.45 per share



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Financial / Operations Review

John Sznewajs

Strong Start to the Year

Masco Corporation

Quarter Highlights

- Total company sales increased 25%
- FX increased sales by 2% and acquisitions by 4%
- In local currency, North American sales increased 21%, or 17% excluding acquisitions
- In local currency, international sales increased 27%, or 23% excluding acquisitions
- Operating margin expansion due to incremental volume, cost productivity initiatives and lower spend, partially offset by an unfavorable price/cost relationship

(\$ in Millions)	First Quarter 2021
Revenue Y-O-Y Change	\$1,970 25%
Operating Profit* Y-O-Y Change	\$366 \$138
Operating Margin* Y-O-Y Change	18.6% 420 bps
Adjusted EPS* Y-O-Y Change	\$0.89 89%

Exceptional Growth and Margin Expansion

Plumbing Products

Quarter Highlights

- Total segment sales increased 31%
- FX increased sales by 4% and acquisitions by 5%
- In local currency, North American sales increased 27%, or 22% excluding acquisitions
- In local currency, international sales increased 27%, or 23% excluding acquisitions
- Operating margin expansion due to incremental volume, cost productivity initiatives and lower spend, partially offset by an unfavorable price/cost relationship

(\$ in Millions)	First Quarter 2021
Revenue Y-O-Y Change	\$1,249 31%
Operating Profit* Y-O-Y Change	\$253 \$94
Operating Margin* Y-O-Y Change	20.3% 370 bps

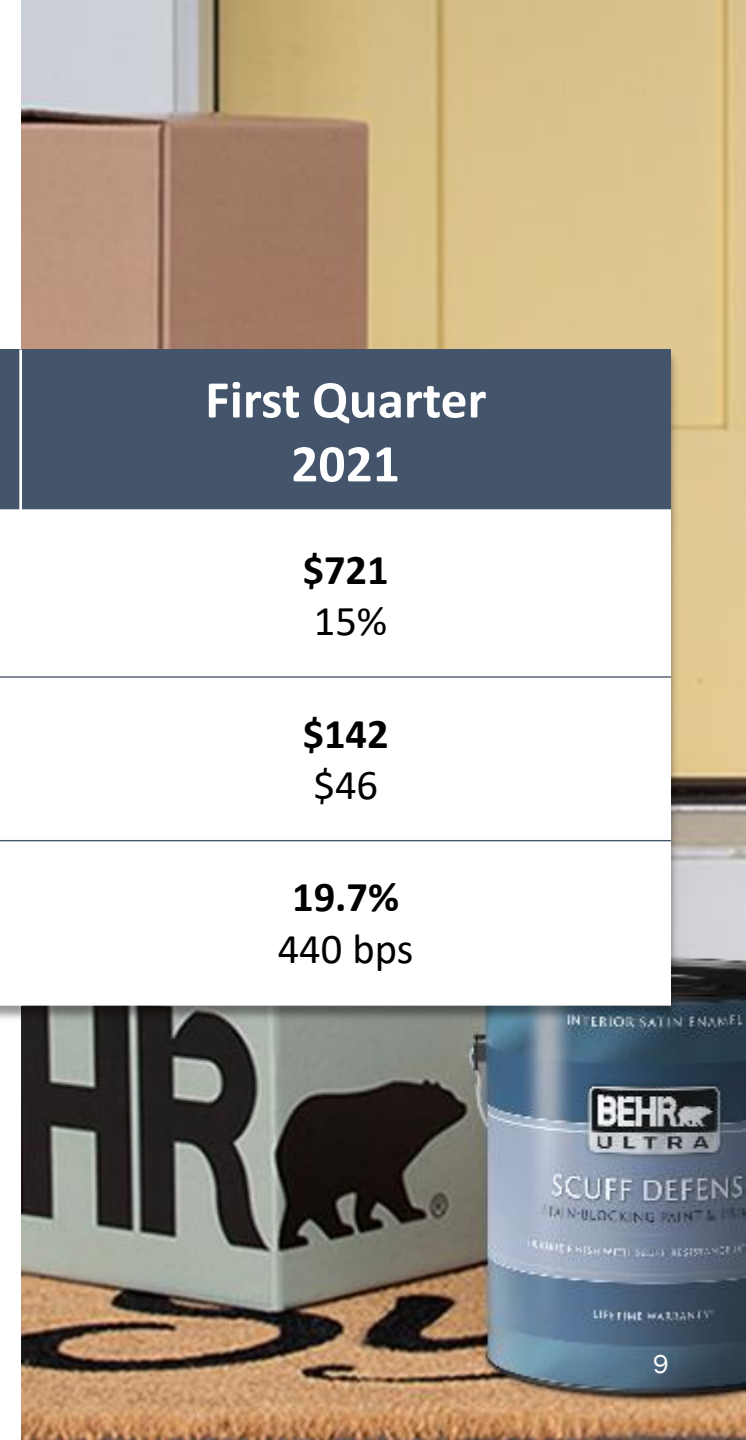
Double Digit Sales Growth Across Segment

Decorative Architectural Products

Quarter Highlights

- Total segment sales increased 15%
- Acquisitions increased sales by 2%
- Revenue of paints and other coating products grew low teens
- DIY paint sales grew high teens
- PRO paint sales declined low single digits
- Operating margin expansion due to incremental volume, cost productivity initiatives and lower spend, partially offset by an unfavorable price/cost relationship

(\$ in Millions)	First Quarter 2021
Revenue Y-O-Y Change	\$721 15%
Operating Profit* Y-O-Y Change	\$142 \$46
Operating Margin* Y-O-Y Change	19.7% 440 bps



Strong Balance Sheet

Masco Corporation

Highlights

- Repurchased ~5.5 million shares for ~\$303 million
- Called our 2022, 2025, and 2026 debt maturities and refinanced with a combination of new 7, 10, and 30-year notes
- Annual interest savings of ~\$35 million
 - 2021 interest expense ~\$110 million¹
 - 2022 interest expense ~\$100 million
- Anticipate Board of Directors to increase the annual dividend to \$0.94 at its May meeting

Balance Sheet Metrics as of 3/31/2021

Cash and cash investments	\$838M
Revolver availability	<u>\$1,000M</u>
Total liquidity	\$1,838M
Net leverage ²	1.3x
Working capital as a % of sales ²	17.5%

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Q&A

Keith Allman

John Sznewajs

MASCO



Appendix

Full Year 2021 Outlook

Business Segment	2021 Forecasted Sales Growth	2021 Forecasted Adjusted Operating Profit Margin
Plumbing Products	Organic: ~10-13% Acquisitions ¹ : ~3% FX: ~2% TOTAL: ~15-18%	~18.0%
Decorative Architectural Products	Organic: ~3-7% Acquisitions: ~1.5% TOTAL: ~4-9%	~19.0%
Total Masco	Organic: ~7-11% Acquisitions ¹ : ~2.5% FX: ~1% TOTAL: ~10-14%	~17.0%
2021 Adjusted EPS \$3.50 - \$3.70		



2021 Estimates

Item	Assumption
Rationalization charges	~\$5m
Tax rate	25%
General corporate expense	~\$95m
Interest and other expense ¹	~\$115m
Capital expenditures (includes maintenance capex of ~\$75m)	~\$150m
Depreciation and amortization ²	~\$150m
Favorable foreign currency translation impact to sales ³	~\$75m
Share repurchases	~\$800m
Average diluted share count for 2021	~254m
Working capital as a % of net sales	~16.0%
Free cash flow conversion ⁴	~95%

Balanced Approach to Continue to Drive Shareholder Value

Capital Allocation Strategy

1 Reinvest in the Business

- Capex: 2-2.25% of sales
- Working capital: ~16.0% of sales

2 Maintain investment grade credit rating

- Gross debt to EBITDA below 2.5x

3 Maintain relevant dividend

- Board intends to increase annual dividend to \$0.94 per share beginning 2Q 2021
- Dividend payout ratio of ~30%

4 Deploy excess free cash flow to share repurchase or acquisitions

- Consistently in the market for share repurchase, but opportunistic
- New share repurchase authorization of \$2.0 billion effective February 10, 2021
- Expect to deploy ~\$800 million for share repurchases in 2021
- Select bolt-on acquisitions

Growth Above Market

Long-Term Outlook

Low ticket, repair and remodel products provide growth and stability through an economic cycle

Market leading brands, history of innovation, customer focus

Strong free cash flow and value creating capital allocation

Average annual sales growth:

Organic: ~3-5%
Acquisitions: ~1-3%

Operating margin:

Expand margins through cost productivity and volume leverage

Capital deployment:

Share buybacks: ~2-4% EPS growth
Dividends: ~1-2% return on top of EPS growth

Average annual EPS growth:

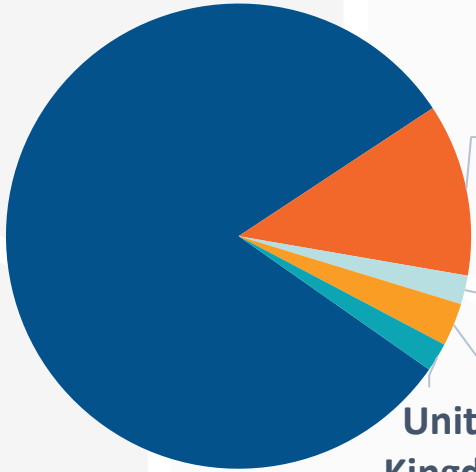
~10%

Updated Expected Dividend Schedule

Declaration Date	Record Date	Payable Date
Week of May 10, 2021	Week of May 24, 2021	Week of June 14, 2021
Week of July 26, 2021	Week August 9, 2021	Week of August 30, 2021
Week of October 25, 2021	Week of November 8, 2021	Week of November 29, 2021
Week of February 7, 2022	Week of February 21, 2022	Week of March 14, 2022

The table reflects our expected dividend schedule for the next four quarters. Dividend payments are subject to declaration by our Board of Directors, and the dates noted do not constitute a notice of a dividend record date or imply that the Company will declare and pay a dividend for the quarter indicated.

2020 Segment Mix*

Business Segment	2020 Revenue	R&R% vs. NC	NA% v. Int'l	Total Geographic Revenue Split
Plumbing Products	\$4.1B	 83%	 67%	 North America 81% Europe 12% Other 2% China 3% United Kingdom 2%
Decorative Architectural Products	\$3.1B	 96%	 100%	
Total Company	\$7.2B	 89%	 81%	

R&R = % of sales to repair and remodel channels
NA = % of sales within North America

NC = % of sales to new construction channels
Int'l = % of sales outside North America

2020 Channel Mix*

2020 Channel Mix as a Percentage of Sales			
Channel	Plumbing Products	Decorative Architectural Products	Total Masco
Retail	24%	85%	50%
Wholesale/trade	56%	11%	36%
E-commerce	12%	4%	9%
Specialty dealers/other	8%	0%	5%

Profit Reconciliations – First Quarter

(\$ in Millions)	Q1 2021	Q1 2020
Net sales	\$ 1,970	\$ 1,581
Gross profit, as reported	\$ 700	\$ 547
Rationalization charges	1	3
Gross profit, as adjusted	\$ 701	\$ 550
<i>Gross margin, as reported</i>	35.5%	34.6%
<i>Gross margin, as adjusted</i>	35.6%	34.8%
Selling, general and administrative expenses, as reported	\$ 335	\$ 322
<i>Selling, general and administrative expenses as percent of net sales, as reported</i>	17.0%	20.4%
Operating profit, as reported	\$ 365	\$ 225
Rationalization charges	1	3
Operating profit, as adjusted	\$ 366	\$ 228
<i>Operating margin, as reported</i>	18.5%	14.2%
<i>Operating margin, as adjusted</i>	18.6%	14.4%

EPS Reconciliation – First Quarter

<i>(in Millions, Except per Common Share Data)</i>	Q1 2021	Q1 2020
Income from continuing operations before income taxes, as reported	\$ 157	\$ 174
Rationalization charges	1	3
Pension costs associated with expected terminated plans	9	6
(Earnings) from equity investments, net	(2)	—
Loss on extinguishment of debt	168	—
Income from continuing operations before income taxes, as adjusted	\$ 333	\$ 183
Tax at 25% rate	(83)	(46)
Less: Net income attributable to noncontrolling interest	20	8
Income from continuing operations, as adjusted	\$ 230	\$ 129
 Income from continuing operations per common share, as adjusted	 \$ 0.89	 \$ 0.47
 Average diluted common shares outstanding	 257	 274

EPS Outlook Reconciliation

	2021	
	Low End	High End
Income from continuing operations per common share	\$ 1.52	\$ 1.72
Rationalization charges	0.01	0.01
Pension costs associated with expected terminated plans (1)	1.42	1.42
Loss on extinguishment of debt	0.52	0.52
Allocation to participating securities per share (2)	0.03	0.03
Income from continuing operations per common share, as adjusted	<u>\$ 3.50</u>	<u>\$ 3.70</u>

(1) Represents costs associated with our qualified defined-benefit domestic pension plans that are expected to be terminated in 2021.

(2) Represents the impact of distributed dividends and undistributed earnings to unvested restricted stock awards as well as an allocation to redeemable noncontrolling interest in accordance with the two-class method of calculating earnings per share.

Net Leverage Reconciliation

(\$ in Millions)		March 31, 2021
Debt	\$	2,961
Less: Cash and cash investments		(838)
Net Debt	\$	2,123

(\$ in Millions)		TTM March 31, 2021
Operating profit, as reported	\$	1,435
Rationalization charges		9
Operating profit, as adjusted	\$	1,444
Depreciation and amortization		142
EBITDA, as adjusted	\$	1,586
Net Debt to EBITDA		1.3X

Working Capital as a % of Sales

<i>(in Millions)</i>	As Reported March 31, 2021
Receivables	\$ 1,305
Inventories	948
Less: Accounts payable	(925)
Working Capital	\$ 1,328
Working capital as a % of sales (last 12 months)	17.5%