



MASCO

Third Quarter 2021 Earnings Presentation

October 27, 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

Q3 2021 IN REVIEW

- ✓ Fifth consecutive quarter of double-digit sales growth
- ✓ Achieved adjusted EPS of \$0.99 per share
- ✓ Retired 3.1 million shares for \$128 million
(includes 0.9 million shares from final settlement of ASR)
- ✓ Continue to mitigate raw material inflation and supply chain constraints
- ✓ Maintaining guidance midpoint and expect to achieve full year adjusted EPS in the range of \$3.67-\$3.73 per share from previous range of \$3.65-\$3.75 per share
- ✓ Expect to achieve margin expansion and double-digit adjusted earnings per share growth in 2022



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Financial / Operations Review

John Sznewajs

Delivered Strong Top Line Growth

Masco Corporation

Quarter Highlights

- Total company sales increased 11%
- Net acquisitions/divestitures increased sales by 2% and FX impact was minimal
- In local currency, North American sales increased 9%, or 6% excluding acquisitions
- In local currency, international sales increased 15%, or 18% excluding net acquisitions/divestitures
- Operating profit impacted by planned SG&A increases and an unfavorable price/cost relationship, partially offset by incremental volume

(\$ in Millions)	Third Quarter 2021
Revenue Y-O-Y Change	\$2,204 11%
Operating Profit* Y-O-Y Change	\$385 ((\$40))
Operating Margin* Y-O-Y Change	17.5% (390) bps
Adjusted EPS* Y-O-Y Change	\$0.99 (7%)

Robust North American and Int'l Demand

Plumbing Products

Quarter Highlights

- Total segment sales increased 16%
- FX increased sales by 1% and net acquisitions/divestitures by 2%
- In local currency, North American sales increased 16%, or 10% excluding acquisitions
- In local currency, international sales increased 15%, or 18% excluding net acquisitions/divestitures
- Operating profit impacted by planned SG&A increases and an unfavorable price/cost relationship, partially offset by incremental volume



(\$ in Millions)	Third Quarter 2021
Revenue Y-O-Y Change	\$1,329 16%
Operating Profit Y-O-Y Change	\$248 (\$23)
Operating Margin Y-O-Y Change	18.7% (510) bps



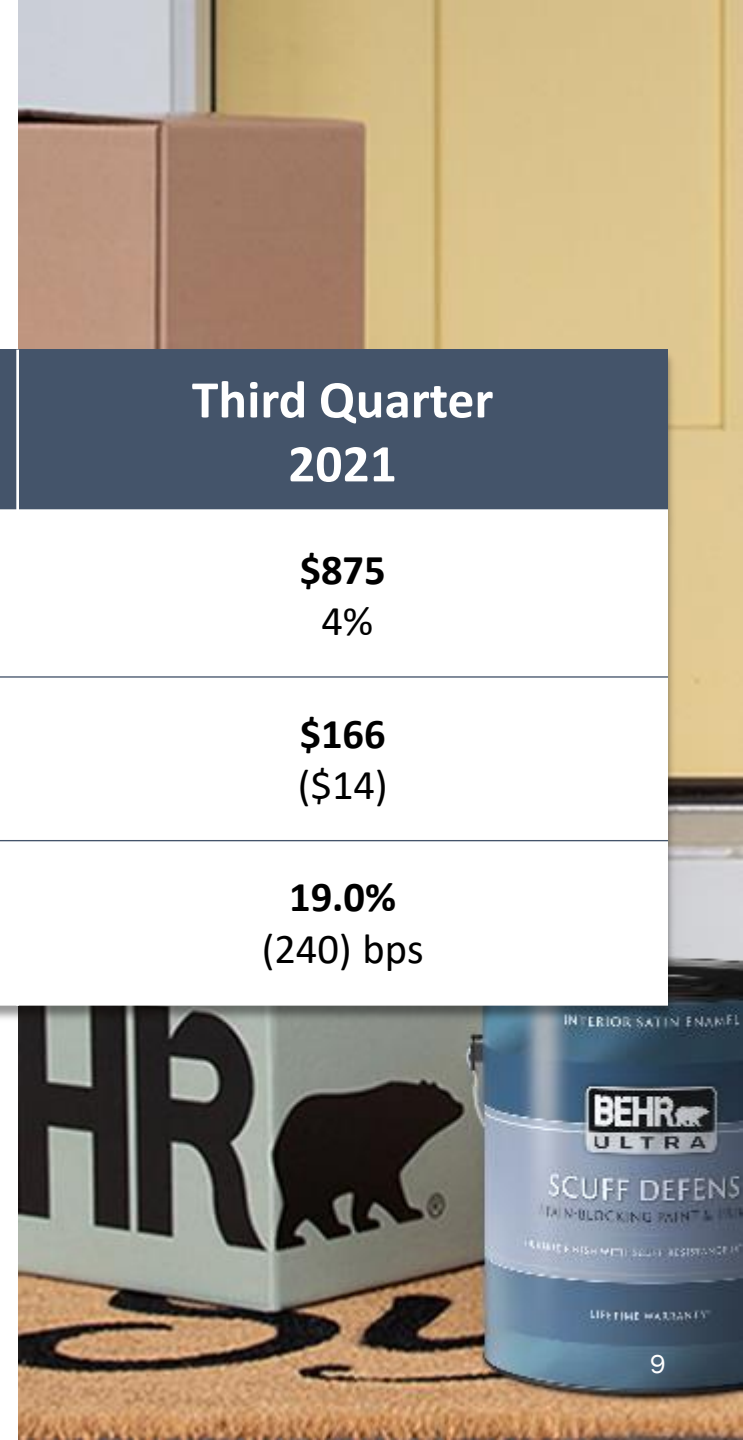
Solid Sales Growth Against Tough Comp

Decorative Architectural Products

Quarter Highlights

- Total segment sales increased 4%
- Acquisitions increased sales by 1%
- Revenue of paints and other coating products increased high single digits against double-digit comp
- DIY paint sales declined mid-single digits
- PRO paint sales grew over 45%
- Operating profit impacted by lower volume, increased commodity costs and higher marketing expense, partially offset by higher net selling prices

(\$ in Millions)	Third Quarter 2021
Revenue Y-O-Y Change	\$875 4%
Operating Profit* Y-O-Y Change	\$166 (\$14)
Operating Margin* Y-O-Y Change	19.0% (240) bps



Strong Balance Sheet

Masco Corporation

Balance Sheet Metrics as of 9/30/2021

Cash and cash investments	\$854M
Revolver availability	<u>\$1,000M</u>
Total liquidity	\$1,854M
Net leverage ¹	1.3x
Working capital as a % of sales ¹	17.0%



Full Year 2021 Outlook

2021 Adjusted EPS \$3.67 – \$3.73

Business Segment	2021 Forecasted Sales Growth		2021 Forecasted Adjusted Operating Profit Margin
Plumbing Products	Organic:	~17-19%	~18.5%
	Net Acquisitions:	~3%	
	FX:	~2%	
	TOTAL:	~22-24%	
Decorative Architectural Products	Organic:	~0-3%	~19.0%
	Acquisitions:	~1.5%	
	TOTAL:	~2-5%	
Total Masco	Organic:	~10-12%	~17.5%
	Net Acquisitions:	~2.5%	
	FX:	~1%	
	TOTAL:	~14-16%	



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Q&A

Keith Allman

John Sznewajs

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Appendix

2021 Estimates

Item	Assumption
Rationalization charges	~\$5m
Tax rate	25%
General corporate expense	~\$100m
Interest and other expense ¹	~\$115m
Capital expenditures (includes maintenance capex of ~\$75m)	~\$130m
Depreciation and amortization ²	~\$150m
Favorable foreign currency translation impact to sales ³	~\$100m
Share repurchases/acquisitions	~\$1b
Average diluted share count for 2021	~252m
Working capital as a % of net sales	~16.0%
Free cash flow conversion ⁴	~85-90%

Capital Allocation Strategy

Balanced Approach to Continue to Drive Shareholder Value

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 increased 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
- Select bolt-on acquisitions
- Expect to deploy ~\$1 billion for share repurchases or acquisitions in 2021



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



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LONG-TERM OUTLOOK

Average annual sales growth

- Organic: ~3-5%
- Acquisition: ~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

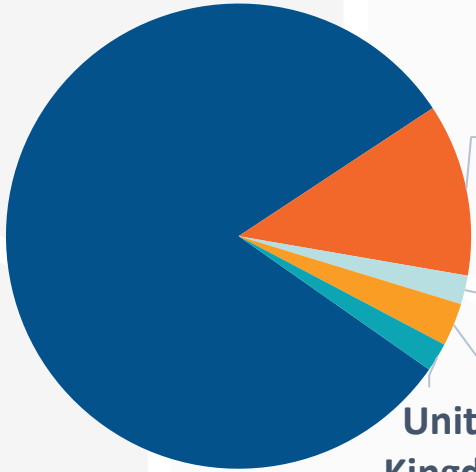
- ~10%

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 of 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 through March 2022. 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 – Third Quarter

(\$ in Millions)	Q3 2021	Q3 2020	Q3 2019
Net sales	\$ 2,204	\$ 1,983	\$ 1,716
Gross profit, as reported	\$ 753	\$ 752	\$ 611
Rationalization charges	-	1	5
Gross profit, as adjusted	\$ 753	\$ 753	\$ 616
<i>Gross margin, as reported</i>	34.2%	37.9%	35.6%
<i>Gross margin, as adjusted</i>	34.2%	38.0%	35.9%
Selling, general and administrative expenses, as reported	\$ 368	\$ 328	\$ 322
Rationalization charges	-	-	4
Selling, general and administrative expenses, as adjusted	\$ 368	\$ 328	\$ 318
<i>Selling, general and administrative expenses as percent of net sales, as reported</i>	16.7%	16.5%	18.8%
<i>Selling, general and administrative expenses as percent of net sales, as adjusted</i>	16.7%	16.5%	18.5%
Operating profit, as reported	\$ 385	\$ 424	\$ 289
Rationalization charges	-	1	9
Operating profit, as adjusted	\$ 385	\$ 425	\$ 298
<i>Operating margin, as reported</i>	17.5%	21.4%	16.8%
<i>Operating margin, as adjusted</i>	17.5%	21.4%	17.4%

EPS Reconciliation – Third Quarter

<i>(in Millions, Except per Common Share Data)</i>	Q3 2021	Q3 2020	Q3 2019
Income from continuing operations before income taxes, as reported	\$ 342	\$ 380	\$ 241
Rationalization charges	-	1	9
Pension costs associated with terminated plans	-	6	-
Fair value adjustment to contingent earnout obligation	14	-	-
(Earnings) from equity investments, net	(5)	(1)	(1)
Loss on extinguishment of debt	-	6	-
Income from continuing operations before income taxes, as adjusted	\$ 351	\$ 392	\$ 249
Tax at 25% rate	(88)	(98)	(62)
Less: Net income attributable to noncontrolling interest	19	18	12
Income from continuing operations, as adjusted	\$ 244	\$ 276	\$ 175
 Income from continuing operations per common share, as adjusted	 \$ 0.99	 \$ 1.06	 \$ 0.61
Average diluted common shared outstanding	247	261	287

EPS Outlook Reconciliation

	2021	
	Low End	High End
Income from continuing operations per common share	\$ 1.67	\$ 1.73
Rationalization charges	0.01	0.01
Pension costs associated with terminated plans (1)	1.32	1.32
Fair value adjustment to contingent earnout obligation (2)	0.04	0.04
Loss on sale of business	0.05	0.05
(Gain) on preferred stock redemption	(0.04)	(0.04)
(Earnings) from equity investments, net	(0.02)	(0.02)
Loss on extinguishment of debt	0.53	0.53
Losses providing no tax benefit (3)	0.08	0.08
Allocation to participating securities per share (4)	0.03	0.03
Income from continuing operations per common share, as adjusted	\$ 3.67	\$ 3.73

(1) Represents costs associated with our qualified domestic defined-benefit pension plans that were settled in the second quarter of 2021.

(2) Represents expense from the revaluation of contingent consideration related to a prior acquisition in the third quarter of 2021.

(3) Represents losses providing no tax benefit in certain jurisdictions, primarily related to the termination of our qualified domestic defined-benefit pension plans and the divestiture of a business in the second quarter of 2021.

(4) 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

<i>(\$ in Millions)</i>	September 30, 2021	
Debt	\$	2,960
Less: Cash and cash investments		(854)
Net Debt	\$	2,106

<i>(\$ in Millions)</i>	TTM September 30, 2021	
Operating profit, as reported	\$	1,494
Rationalization charges		4
Operating profit, as adjusted	\$	1,498
Depreciation and amortization		148
EBITDA, as adjusted	\$	1,646
Net Debt to EBITDA		1.3X

Working Capital as a % of Sales

<i>(in Millions)</i>	As Reported September 30, 2021
Receivables	\$ 1,330
Inventories	1,107
Less: Accounts payable	(1,037)
Working Capital	\$ 1,400
Working capital as a % of sales (last 12 months)	17.0%