#### UNITED STATES

# SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

#### FORM 8-K

#### **CURRENT REPORT**

#### PURSUANT TO SECTION 13 OR 15(d) OF THE

#### SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported) October 31, 2018

# AXALTA COATING SYSTEMS LTD.

(Exact name of registrant as specified in its charter)

Bermuda
(State or other jurisdiction of incorporation)

001-36733 (Commission File Number) 98-1073028 (IRS Employer Identification No.)

Two Commerce Square, 2001 Market Street, Suite 3600, Philadelphia, Pennsylvania 19103
(Address of principal executive offices) (Zip Code)
(855) 547-1461
Registrant's telephone number, including area code

Not Applicable (Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- "Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- "Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- "Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- "Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company "

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

#### Item 7.01 Regulation FD Disclosure.

On October 31, 2018, Axalta Coating Systems Ltd. ("Axalta") posted presentation slides to Axalta's Investor Relations website (http://ir.axaltacs.com), which will be presented at several upcoming investor presentations. A copy of the presentation materials is furnished hereto as Exhibit 99.1.

The information contained herein and in the accompanying exhibits shall not be deemed filed for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liability of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such a filing.

In the presentation slides and prepared remarks during the upcoming investor presentations, Axalta presents, and will present, certain non-GAAP financial measures. Axalta management believes that presenting these non-GAAP financial measures provides meaningful information to investors in understanding operating results and may enhance investors' ability to analyze financial and business trends. In addition, Axalta management believes that these non-GAAP financial measures allow investors to compare period to period more easily by excluding items that could have a disproportionately negative or positive impact on results in any particular period. Non-GAAP measures are not a substitute for GAAP measures and should be considered together with the GAAP financial measures. As calculated, Axalta's non-GAAP financial measures may not be comparable to other similarly titled measures of other companies.

#### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

Exhibit No.	Description
99.1	Fourth Quarter 2018 Investor Presentation

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

AXALTA COATING SYSTEMS LTD.

Date: October 31, 2018 By: /s/ Sean M. Lannon

Sean M. Lannon

Vice President and Interim Chief Financial Officer

Exhibit 99.1



Axalta Coating Systems Ltd.

Investor Presentation
Fourth Quarter 2018

AXALTA COATING SYSTEMS

#### 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 our 2018 goals and financial projections, which include net sales, net sales excluding FX. Adjusted EBITDA, interest expense, tax rate, as adjusted, free cash flow, capital expenditures, depreciation and amortization, diluted shares outstanding, capital expenditures, cost savings, pricing actions, contributions from acquisitions, raw material cost increases, currency effects, product launches 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 undure 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 M

#### 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 adjusted for (i) non-cash thems included within net income, (ii) litems Axalta does not believe are indicative of ongoing operating performance or (iii) nonrecurring, unusual or infrequent items that have not occurred within the last two years or Axalta believes 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. 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, tax rate, as adjusted, and Net Debt may 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, EBITDA, Adjusted EBITDA, Free Cash Flow or tax rate, as adjusted, as-reported on a f

#### 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 Availa's core operating performance assed 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

PROPRIETARY 2 AXALTA COATING SYSTEMS

# **Axalta's Customer Focused Organization**





PROPRIETARY 3 AXALTA COATING SYSTEMS



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#### A Transformation Story

- · Cultural shift; incentive alignment
  - ✓ TSR based long-term compensation
- · Organizational restructuring tightens accountability
  - ✓ Matrix structure, Americas consolidation
- Refining focus on growth
  - ✓ Net sales CAGR 3.5% 2013-17 ex-FX
- Substantial ongoing productivity improvement
  - √ \$200 million Axalta Way savings
- M&A transactions change business mix
  - ✓ 21 deals to date; Industrial has doubled in scale

#### ...with More to Come

#### Axalta's Value Creation Model

- Drive profitable growth with innovation, customer focus and solid core market drivers
  - ✓ Mid-single digit organic net sales growth target
- Operating excellence and cost structure refinement
  - √ \$200 million Axalta Way II target
- Capital allocation with shareholder value focus
  - ✓ IRRs typically target 20% or better
- Substantial coatings consolidation opportunity
  - Robust pipeline of bolt-on targets

Axalta Continues to Evolve and Leverage Structurally Attractive Coatings Markets

PROPRIETARY 4 AXALTA COATING SYSTEMS

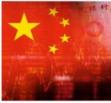
# **Axalta's Global Presence**



















Focused End-Markets, Structural Volume Growth

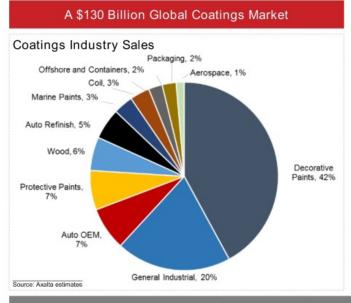
Significant China Growth Opportunity Axalta Way Driving Productivity Consolidation Opportunity with Proven M&A Strategy Strong Free Cash Generation and Allocation Process

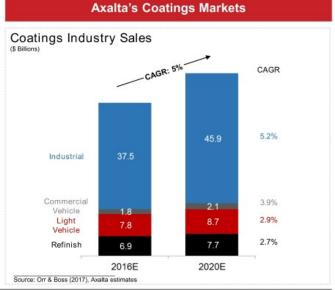
ROIC Growth Focus, Shareholder Value Alignment

PROPRIETARY 6 AXALTA COATING SYSTEMS

# We are Focused on Structurally Attractive Coatings End-Markets







Long Term Alignment With Global Growth

PROPRIETARY 7 AXALTA COATING SYSTEMS

# Axalta is a Global Leader in Many of Our Markets...







# Transportation Coatings: Light Vehicle



#### Performance Coatings: Industrial



- in Powder coatings globally
- in Industrial Wood coatings (North America)
- in Energy Solutions coatings globally
- in Industrial E-coat globally

#### Transportation Coatings: Commercial Vehicle



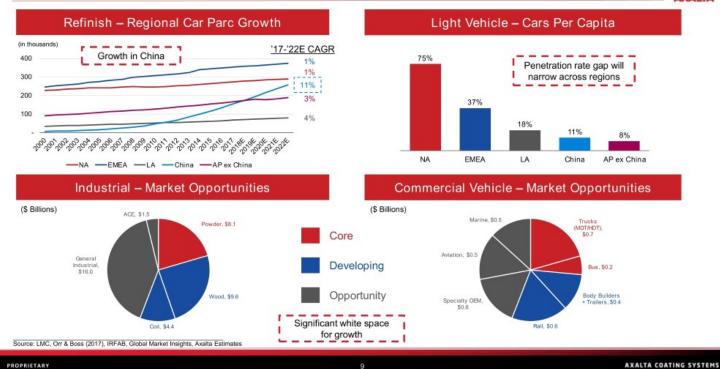
~90% of Sales from Markets Where Axalta Has #1 or #2 Global Share

Source: Orr & Boss, Axalta estimates (2017)

PROPRIETARY 8 AXALTA COATING SYSTEMS

# ...But We also have Substantial White Space Growth Opportunities



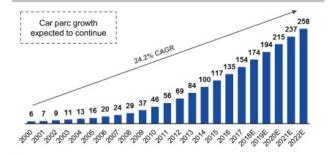




#### Refinish

- Car parc growth
- · Mainstream and economy segment growth
- Follow market to Tier 2-4 cities
- Growth through M&A

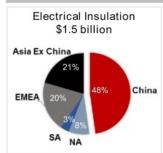
#### Car Parc Growth

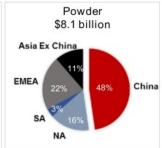


#### Industrial

- China consumes >40% of global industrial coatings today
- · Shift from export end users to domestic consumers
- Importance of local production and supply
- Enhanced portfolio mainstream and acquired products

#### Global Coatings Consumption





# Performance Coatings

Source: LMC Automotive, 2017e

PROPRIETARY 10 AXALTA COATING SYSTEMS

# China Represents a Huge Growth Opportunity, Cont'd

Light vehicles per person expected to increase over time

China



#### Light Vehicle

· Adding business with domestic OEMs

47%

NA & EMEA

- Automotive fleet penetration per capita drives market growth
- · Target customer shift to interior cities requires new plants

Penetration Gap

#### Commercial Vehicle

- Huge truck market >1 million vehicles per year production
- · Modernization of fleet drives demand for quality coatings
- Train and bus represent growth markets

#### Growing and New Partners

DAIMLER











# **Transportation Coatings**

Source: LMC Automotive Q4, 2017 Estimates

PROPRIETARY 11 AXALTA COATING SYSTEMS

# Focus on Operating Excellence, Axalta Way Savings Continue with Phase II



#### Axalta Way II

- Achieved Phase I \$200 million target
- Axalta Way II target: \$200 million over next four years

# Axalta Operating Excellence (AOE)

- Lean implementation in Wuppertal, Germany and Mt. Clemens, MI
- Global rollout to drive substantial productivity improvement over time

#### Innovation Investment

- ~\$180 million annual innovation investment (>4% of net sales)
  - >250 new products per year drive our organic growth

#### Salesforce Investment

- New tools to manage customer relationships
- New leadership, aligned incentives key to results

# Enhanced IT Tools

- New ERP upgrades phase in; Wood carve-out completed in 150 days
- 100% of our Enterprise Data is now stored in the cloud

### Axalta Continues to Focus on Organizational Optimization

PROPRIETARY 12 AXALTA COATING SYSTEMS



# 2017 Key Acquisitions







Century Industrial Coatings North America



Spencer Coatings EMEA – U.K.







Plascoat EMEA Industrial

#### Benefits

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

#### **Key Data**

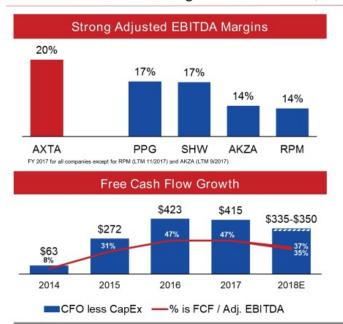
- 8 total transactions in 2017
- \$564 million capital deployed
- Annual run-rate of ~\$370 million in sales

We Have a Robust Pipeline and Will Continue to Leverage Market Consolidation

PROPRIETARY 13 AXALTA COATING SYSTEMS

# Axalta Generates Strong Free Cash Flow; Disciplined Allocation





#### A Sound Capital Allocation Process

- Axalta is the margin leader and generates substantial free cash flow
- We have organic and inorganic investment opportunities that we expect will enhance overall returns on capital
- We have completed 21 M&A transactions with total allocated capital of ~\$790 million since 2015
- We have repurchased over \$200 million of our common shares to date
- We have invested over \$500 million in capex projects since 2015 with strong assumed IRRs
- 2018 free cash flow includes upfront customer investments with attractive long-term commitments

Strong and Sustainable Cash Flows Drive Value

PROPRIETARY 14 AXALTA COATING SYSTEMS

# Axalta is Squarely Focused on Shareholder Value Creation



# Productivity Growth Technology and innovation drivers Evolution of culture and incentives Clear strategies by end-market with accountability Axalta Operating Excellence (AOE) rollout Inflation offset as starting point Shareholder Value Creation Capital M&A Allocation Coatings consolidation Target increased return on invested capital (ROIC) At least 50% of FCF deployed to M&A over time Share buyback opportunistically opportunity continues Strong track record to date Bolt-on deals minimize risk, maximize returns Add products, technology, market access Returns enhanced by synergies

PROPRIETARY 15 AXALTA COATING SYSTEMS

# Sustainability at Axalta



#### Environment



- Environment, Health & Safety policies well defined
- Responsible Care® RC (ISO) 14001 certification
- Next generation health & safety training introduced
- Production localization strategy reduces risk, cost and environmental impact
- Targeting reduced environmental impact across multiple categories with specific goals in place
- Product sustainability benefits from low-to-no VOC or HAPs formulations and from new application technologies

# Social

- Supply chain initiatives including Supplier Code of Conduct and Supplier Sustainability Risk Management Program
- Enhancing product stewardship systems
- Employee engagement
  - ✓ Development and recruitment programs
  - Communications with Inside Axalta intranet
  - Volunteerism supported
  - Employee diversity supported with Axalta Women's Network
- Corporate social responsibility programs
  - STEM education
  - Environmental stewardship



- Environment, Health, Safety & Sustainability Committee of the Board
- Created sustainability function and team
- · Material issues and goal setting
- Ethics & integrity compliance program
- Cybersecurity initiatives
- Bi-annual sustainability reporting cycle
- Engage OEM procurement sustainability teams

PROPRIETARY 16 AXALTA COATING SYSTEMS



# Awards and Recognition by Customers and Rating Bodies











Axalta received the EcoVadis Gold Star award given to the top 5% of surveyed companies based on environmental, social, labor and fair business practices









PROPRIETARY 17 AXALTA COATING SYSTEMS



# Key Objectives for Growth and Value Creation

Outgrow Our End-Markets

Axalta Way II Execution

Incremental Cost Actions

**Drive Product Innovation** 

Disciplined Capital Allocation Mid-single digit organic net sales growth; higher with M&A

Ongoing savings from optimizing our organization

Closing any price-cost gap with focused actions

Over 250 new product launches

M&A, share buybacks, ongoing internal projects

Axalta's Vision To maximize our customers' productivity and product functionality by offering them innovative coatings solutions and best-of-class service

PROPRIETARY 18 AXALTA COATING SYSTEMS



# Financial Overview

# **Axalta's Growth Algorithm**





#### Improving Returns Over Time

- Mid-single digit core growth includes market growth, modest share capture and incremental pricing in key businesses
- Free cash flow allocation is primarily directed to M&A and opportunistic share buybacks
- We expect to improve ROIC with strong capital allocation in internal investment, M&A and maximizing productivity
- M&A: Seek above market average returns from bolt-on deals

Organic Growth + FCF Deployment = Strong Topline Growth

PROPRIETARY 20 AXALTA COATING SYSTEMS



#### Value Creation From Multiple Sources and Disciplined Process

Growth Supported by Clear Strategies, Greater Resources

- Capex of ~\$160 million and R&D of ~\$180 million annually supports maintenance and strategic growth
- · Growth strategies in place for each business and each region

Market Share Gains in Core Markets From Innovation, Service Execution

- Refinish market share increased by ~500 basis points 2013-2017
- · Strong headway in multiple other coatings verticals

Emerging Markets Focus for Long Term Growth

- Axalta has substantially expanded in Asia Pacific ex-China, Middle East and Africa since inception
- · We are levered to EM growth across most businesses

Globalizing Existing Products to Reach Underserved Markets  Migrating industrial products from Europe to Asia; globalizing Syrox mainstream technology; leveraging Wood from N.A. to new regions; E-coat technology in EMEA marketed successfully to global OEM customers

1) Total R&D includes Selling Technical Expense as well as Technology Functional cost

PROPRIETARY 21 AXALTA COATING SYSTEMS



	Q3		% Change	
(\$ in million)	2018	2017	Incl. F/X	Excl. F/X
Performance	755	694	8.9 %	11.1 %
Transportation	384	398	(3.5)%	(0.4)%
Net Sales	1,139	1,092	4.4 %	6.9 %
Net Income (loss) (1)	(13)	55		
Adjusted EBITDA	235	210	12.0 %	



#### Commentary

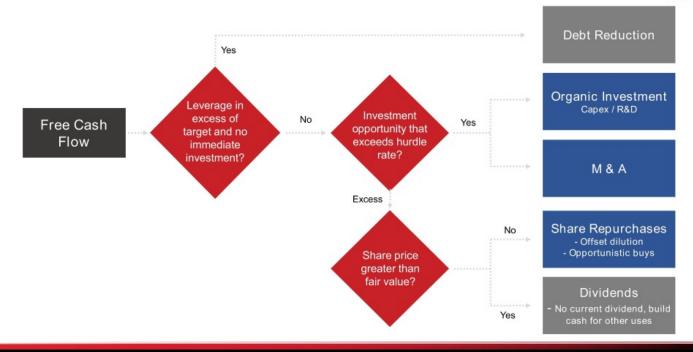
Solid organic net sales growth including volume growth and continued price-mix build

- Strong volume growth in Refinish including recovery from prior year North America distributor working capital adjustments; modest volume growth in Industrial and Light Vehicle
- Continued sequential price momentum in Refinish and Industrial; largely static Light
   Vehicle average price, but price recapture efforts continuing
- 2.5% unfavorable currency impact across all regions

PROPRIETARY 22 AXALTA COATING SYSTEMS

# Focus on Capital Allocation





PROPRIETARY 23 AXALTA COATING SYSTEMS



#### Return on Invested Capital (ROIC)

#### NOPAT ROIC (LTM)



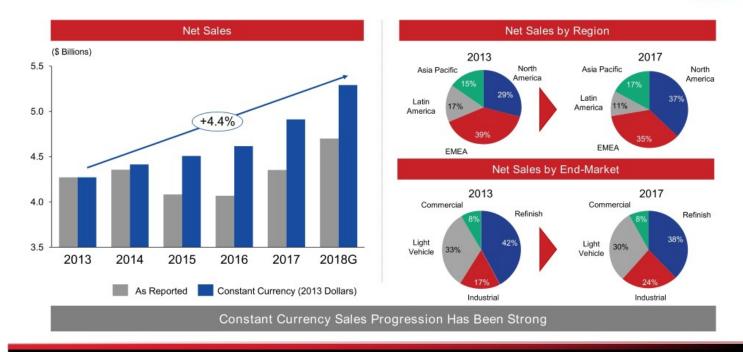
Notes: 1) ROIC = Net Operating Profit After Tax (NOPAT) / (Total Debt + Preferred Stock + Minority Interest + Equity); 2) AXTA total capital excludes identifiable intangible assets; 3) Data as of 12/2017 for all companies except RPM (11/2017) and AKZA (9/2017); 4) Book taxes have been adjusted to exclude impact from US Tax reform for AXTA, PPG, 8 SH2.

### Commentary

- Axalta's ROIC includes ~\$3 billion asset "step up" from the 2013 LBO under purchase price accounting
- Drivers of ROIC upside:
  - ✓ NOPAT growth from ongoing business execution
  - ✓ Capital allocation: Organic investments, returnaccretive M&A, and focus on asset efficiency
- Axalta remains committed to improving ROIC over time through consistent execution of our current strategy
- LTM NOPAT is impacted by multiple factors in 2017 that limited performance but held levels from 2016

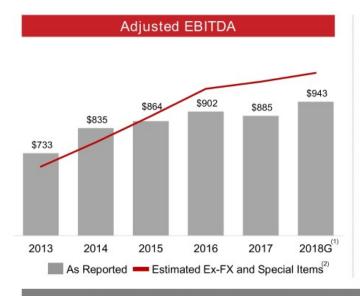
PROPRIETARY 24 AXALTA COATING SYSTEMS





PROPRIETARY 25 AXALTA COATING SYSTEMS





#### **Growth Drivers**

- Adjusted EBITDA margins increased from 15.6% in 2012 to 20.3% in 2017
- Pricing actions positively contributed to margin expansion
- Volume growth and share gain provided operating leverage over fixed costs
- Acquisition contribution mainly in Industrial complemented organic growth
- Axalta Way created culture of cost discipline
- Procurement strategies mitigated rising costs

Strong Margin Progress, Upside From Volume Growth and Productivity Expected Over Time

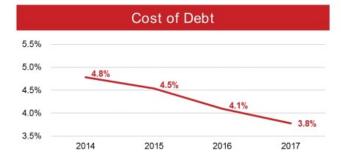
Note:
(1) Midpoint of 2018 guidance Adjusted EBITDA range of \$935-950 million
(2) Estimated Adjusted EBITDA Ex-FX and Special items excludes the impact of FX, Venezuela results (deconsolidated 2017), North America Refinish distributor adjustments (2017), natural disaster impacts (2017)

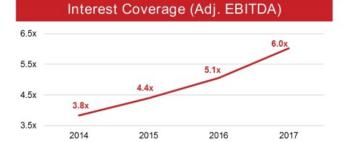
PROPRIETARY AXALTA COATING SYSTEMS

# **Debt and Liquidity Summary**







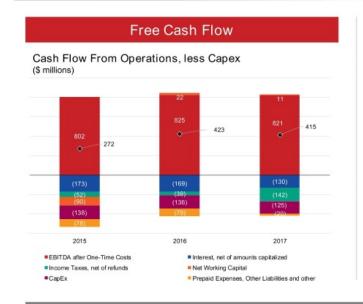


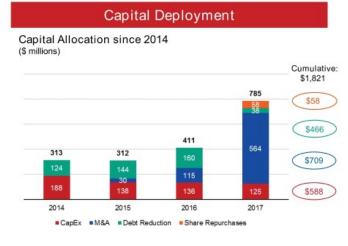


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# Free Cash Flow Strong and Improving; Deployment Accelerating







Cash Flow is Supporting Increased Capital Deployment and Returns

PROPRIETARY 28 AXALTA COATING SYSTEMS



(\$ millions)	Q2 Guide	2018E
Net Sales	8-9%	~8%
Net Sales, ex FX	6-7%	~7%
Adjusted EBITDA	\$950-980	\$935-950
Interest Expense	~\$165	~\$165
Tax Rate, As Adjusted	19-21%	18-20%
Free Cash Flow Cash flow from operations less capes	\$420-460	\$330-350
Capex	~\$160	~\$160
D&A	~\$370	~\$370
Diluted Shares (millions)	~244	~244

#### Comments

- Full year net sales guidance has been revised to reflect ~1% FX benefit due to 2H headwinds
- Net sales growth includes M&A contribution of ~3% from completed transactions
- Adjusted EBITDA range updated to reflect macroeconomic conditions including FX and slower auto builds
- Free Cash Flow range revised for updated Adjusted EBITDA outlook coupled with increased upfront customer investments associated with commercial contracts
- Tax rate, as adjusted, reflects slight reduction relating to stock-based compensation excess tax benefits
- Capex predominately for growth and high-IRR productivity projects

PROPRIETARY 29 AXALTA COATING SYSTEMS



Performance Coatings: Refinish

#### Axalta Refinish Investment Thesis



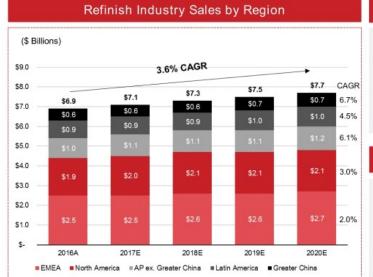
- · The global automotive refinish market is stable, consolidated and growing
  - Refinish is highly stable, linked to global miles driven and accident rates
  - ✓ The top four Refinish players hold two-thirds of the global market
  - ✓ End-market growth ~3-4% per year expected
- Axalta leads with the broadest and deepest technology and market reach
  - ✓ We lead the global market with 25% share; higher share in developed regions
  - ✓ Our deep portfolio of next-generation technology addresses wide-ranging customer needs
  - ✓ Axalta has broad market reach across product and customer types globally
- Axalta continues to grow through an aggressive and disciplined strategy
  - Organic and inorganic product introductions to increase reach and competitiveness
  - ✓ Benefiting from consolidation and professionalization of body shop market
  - Tailwind from growing car parc, especially in emerging markets
  - Adding technology and services to solidify competitive moat and customer relationships



PROPRIETARY 31 AXALTA COATING SYSTEMS

# The Global Refinish Market is Attractive and Dynamic





Source: Orr & Boss (2017)

# Industry Trends Align With Core Competencies

- · Growing eco-regulations require innovations
- Performance needs drive technology improvements
- Consolidation trend supported by field sales model
- Distribution expertise allows for agility across regions

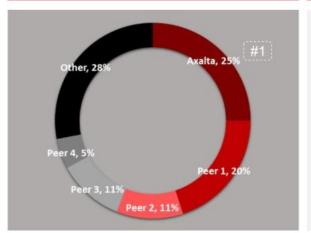
#### Market Requires Innovation to Drive Growth

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

PROPRIETARY 32 AXALTA COATING SYSTEMS







Source: Orr & Boss (2017)

# Leading a Growing Industry

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

PROPRIETARY 33 AXALTA COATING SYSTEMS

## Our Strength can be Measured in Each Region



## North America

- As the leading provider to MSOs, Axalta benefits from continued consolidation
- Opportunity for growth in value product lines provides additional potential for growth
- Leading VOC-compliant products meet environmental regulation shifts

# EMEA

- Strong market access through leading brands and distributors
- Products to support a diverse region with both mature and developing markets
- Underpenetrated in select countries
- Environmental regulations driving waterborne adoption

## Asia Pacific

- Growth driven primarily by expansion of the Chinese car parc
- Axalta's broad presence in automotive coatings assists with the significant OEM influence in collision repair and insurance industry
- Opportunity for growth in value product lines through recent and future acquisitions

### Latin America

- Well positioned in Mexico and Brazil – the largest Latin America markets
- Agility in price increases help offset inflation and currency devaluation
- Opportunity for growth in value product lines, continued segmentation and focus on a cost to compete









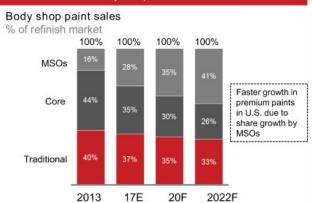


PROPRIETARY 34 AXALTA COATING SYSTEMS

## Refinish Growth Drivers Globally







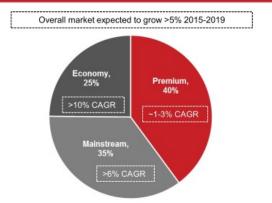
#### Europe Growth in CEE



- 3% growth expected from 2017-2022
- ~2.2% car parc growth, faster than W Europe
- Higher GDP growth
- Highly fragmented body shop market

Source: Axalta, McKinsey

#### China Growth in Mainstream & Tier Cities



- · Faster growth is expected in mainstream and economy
- Growth in Tier 3-4 cities is strong and expected to continue
- Tier 1 has been slowed by regulations
- Axalta is following the market to Tier 2-4 cities

Source: Axalta, McKinsey, CIRC (China Insurance Regulatory Commission)

PROPRIETARY AXALTA COATING SYSTEMS







2013



2016 - 2018





Industrial sales

2x since 2013

1960 - 2013





2014 - 2018







PROPRIETARY 37 AXALTA COATING SYSTEMS

## Our Industrial Business Today





- Kitchen cabinets
- Building products
- Flooring
- Furniture



- Auto metal parts
- Appliances
- Architectural extrusions
- Furniture
- General Industrial



- Metal building products
- Architectural extrusions
- Lighting
- Appliances



- Power tools
- E-mobility
- Wind turbines
- Power generation



- ACE
- Oil and gas
- Structural steel
- Storage tanks
- Helmets
- Fences

13K Customers

Dedicated

Manufacturing Plants

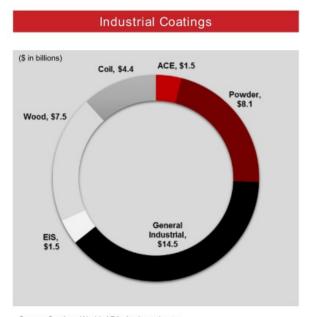
Shared Manufacturing Plants Countries

PROPRIETARY

AXALTA COATING SYSTEMS

## Industrial Coatings: A \$38 Billion Market Opportunity for Axalta





Source: Coatings World, APA, Axalta estimates



- Market growth of 5.4% CAGR (2013-20e)
- Growth driven by global GDP and industrial production
- Building and construction markets strong
- · Global infrastructure growth is driving demand
- China drives >40% of global industrial coatings consumption

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## 2017 Our Place in the Market













#2

North American Wood Coatings Supplier

#2 Global Powder Coatings Supplier

North American Coil Coatings Supplier

Global Electrical Insulation Supplier

#2

Global Industrial E-Coat Supplier

251

10,531 customers customers

87 customers

customers

**1,602** customers















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## Transportation Coatings | Segment Overview





# **Transportation Coatings**

Synergies

Market

Drivers

Global

OEM

Alliances





## Light Vehicle

- Original Equipment Manufacturers
- Plastic and composite coatings
- Metal coatings
- Interior coatings
- Accessories



#### Commercial Vehicle

- Commercial truck
- Rail
- Bus
- Utility vehicles
- RVs / off-road / pleasure craft
- General aviation







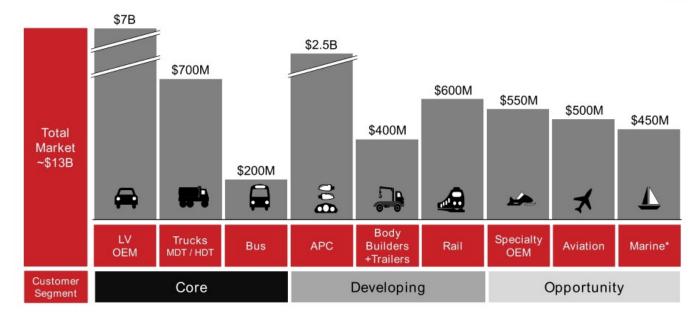
#2 supplier to light vehicle OEM market Support #1 supplier to heavy duty truck and bus markets



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# Transportation | Significant White Space Provides Growth Opportunities





SOURCE: Orr & Boss, IRFAB, Global Market Insights, Axalta estimates

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<sup>\*</sup> Excluding commercial, container, military and off-shore



Growth Opportunities Across Segments					Per Capita Market Growth			
Customer Segment	Market Size (\$ billions)	Share	# Plants	Product	Region	Content	US EMEA COMPANDA COMP	
Core	~\$3.0	>25%	~200	•	•	•	SA 🚓 🚓	
Developing	~\$1.5	>10%	~200	•	$\oplus$	$\oplus$	India  China  Increasing to 2 vehicles per 10 residents = \$700M+ market growth	
Opportunity	~\$2.5	<10%	~400	lacktriangle	$\oplus$	$\oplus$	= 1 car per 10 residents	

Achieving 20% Global Share Represents More Than \$500M in Growth Potential

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## Light Vehicle | Increasing Content Per Vehicle with Components



## White Space in Exteriors and Interiors

- Focus markets with global leadership and strategy
- Exterior / APC a top 5 "customer"
  - ✓ Adjacent to core products
  - Relationships with paint engineering critical
  - Technology focus a differentiator
- Interior coatings added in 2016
  - ✓ OEM focus area for differentiation leading to enriched content
  - ✓ Future vehicles increase cabin size and focus on interiors
  - ✓ Driving excellence in small batch systems and support



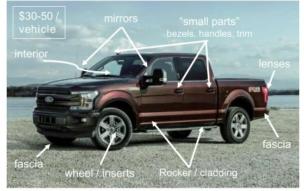
















Content Opportunity Represents > \$250 Million in Growth Potential

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## Our Commercial Vehicle Business is Growing and Diverse



#### Market White Space

- Growth opportunities:
  - Underpenetrated geographies (China)
  - Adjacent markets (eg. Marine, Protective)

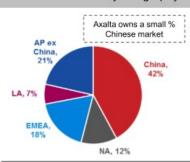
#### Share Gain

- Share of wallet opportunity in existing markets
  - √ Vehicles per customer
  - Content per vehicle

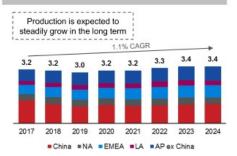
#### Technology

- We have leading technology to expand our business
  - ✓ Bus ✓ Aviation ✓ Marine
  - ✓ Rail ✓ Recreational Vehicles

## HDT & MDT Builds by Geography



#### HDT & MDT Builds Growth



## Superior Products



Leveraging our highly productive technology from truck to other vehicle markets globally

## Strong Momentum Driven by Customer-Centric Approach

Source: LMC Automotive Q4, 2017 Estimates

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# Emerging OEMs and Geographies

- New entrants
- Rising JVs
- Emerging OEMs



#### Design & Consumer Preferences

- Styling trends
- Consumer choice
- Personalization



## Sustainability

- Environmental requirements
- Advanced substrates
- Vehicle lightweighting



#### Advanced Manufacturing

- Big data, line service
- Enhanced productivity
- New technology applications



### **Future Mobility**

- Autonomous driving
- Ride sharing
- Changing ownership and use patterns

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# Adjusted EBITDA Reconciliation



		Successor	Predecessor Jan 1 - Jan 31,	Combined						
(\$	in millions)	Q3 2018	Q3 2017	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013	2013	FY 2013
	Net Income (loss)	(12)	\$56	\$48	\$45	\$96	\$32	(222)	\$9	(213)
	Interest Expense, net	40	38	147	178	197	218	215		215
	Provision (Benefit) for Income Taxes	14	2	142	38	62	-	(46)	7	(39)
	Depreciation & Amortization	93	89	347	322	308	309	301	10	311
	Reported EBITDA	\$135	\$185	\$684	\$583	\$662	\$559	\$248	\$26	\$274
Α	Debt extinguishment and refinancing related costs	-	1	14	98	3	6	25		25
В	Foreign exchange remeasurement losses	7	4	7	31	94	81	49	5	54
C	Long-term employee benefit plan adjustments	-		1	2	50	(1)	10	2	12
D	Termination benefits and other employee related costs	82	5	35	62	37	18	148		148
E	Consulting and advisory fees			(1)	10	24	36	55	*	55
F	Transition-related costs	-	2	8		(3)	102	29		29
G	Offering and transactional costs	1	1	18	6	(2)	22	- 2		
Н	Stock-based compensation	9	9	39	41	30	8	7		7
Ŧ	Other adjustments	-	1	4	5	(6)	6	130	-	130
J	Dividends in respect of noncontrolling interest	-	(2)	(3)	(3)	(5)	(2)	(5)		(5)
K	Deconsolidation impacts and impairments	2	4	79	68	31		-	20	-
	Allocated corporate and standalone costs, net				-	-	-	_	6	6
	Total Adjustments	\$100	\$25	\$201	\$319	\$202	\$276	\$448	\$13	\$460
	Adjusted EBITDA	\$235	\$210	\$885	\$902	\$864	\$835	\$695	\$38	\$733

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## Adjusted EBITDA Reconciliation (cont'd)



- A. During 2017, 2016 and 2014 we refinanced our indebtedness, resulting in losses of \$13 million, \$88 million and \$3 million respectively. During 2017, 2016, 2015 and 2014 we prepaid outstanding principal on our term loans, resulting in non-cash extinguishment losses of \$1 million, \$10 million, \$3 million, respectively. Also during 2013, upon the issuance of the Senior Notes and the entry into the Senior Secured Credit Facilities, we expensed commitment fees related to a terminated Bridge Facility of \$25 million. We do not consider these items to be indicative of our ongoing operative performance.
- B. Eliminates foreign exchange gains and losses resulting from the remeasurement of assets and liabilities denominated in foreign currencies, net of impacts of our foreign currency instruments used to hedge our balance sheet exposures. Exchange effects included the remeasurement of our Venezuelan subsidiary prior to deconsolidation in 2017 as well as a \$19 million loss related to the acquisition date settlement by Axalta of the DuPont Performance Coatings business ("the Acquisition") of a foreign currency contract used to hedge the variability of Euro-based financing.
- C. Eliminates the non-cash, non-service components of long-term employee benefit costs including the elimination of a pension curtailment gain of \$7 million during 2014.
- D. Represents expenses and associated adjustments to estimates primarily related to employee termination benefits and other employee-related costs associated with our Axalta Way and Fit for Growth cost-saving initiatives and additional Axalta CEO recruitment fees, which are not considered indicative of our ongoing operating performance.
- E. Represents expenses and associated changes to estimates for professional services primarily related to our Axalta Way and Fit for Growth initiatives, which are not considered indicative of our ongoing operating performance. Amounts incurred during 2013 and 2014 relate to services rendered in conjunction with our transition from DuPont to a standalone entity.
- F. During 2013, 2014 and 2015 we recorded charges associated with the transition from DuPont to a standalone entity, including branding and marketing, information technology related costs, and facility transition costs. Charges and associated changes to estimates during 2017 and 2018 represent integration costs related to the acquisition of the Industrial Wood business that was a carve-out business from Valspar. All charges are not considered indicative of our ongoing operating performance.
- G. Represents acquisition-related expenses, including changes in the fair value of contingent consideration, as well as \$10 million of costs associated with contemplated merger activities during 2017 and costs associated with the IPO and secondary offerings of our common shares by Carlyle. Included in the 2014 charges was a \$13 million pre-tax charge associated with the termination of the management agreement with Carlyle Investment Management, L.L.C., an affiliate of Carlyle, upon the completion of the IPO. All amounts discussed 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 2015 attributable to the accelerated vesting of all issued and outstanding stock options issued under the Axalta Coating Systems Bermuda Co., Ltd 2013 Equity Incentive Plan (the "2013 Plan") as a result of Carlyle's interest falling below 50% and triggering a liquidity event.
- 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. During 2013 we recorded non-cash fair value inventory adjustments and merger and acquisition
  charges associated with the Acquisition from DuPont for \$104 million and \$28 million, respectively.
- J. Represents the payment of dividends to our joint venture partners by our consolidated entities that are not 100% owned, which are reflected to show cash operating performance of these entities on Axalta's financial statements.
- K. During 2017, we recorded a loss in conjunction with the deconsolidation of our Venezuelan subsidiary of \$71 million. During 2016, we recorded non-cash impairments at our Venezuela subsidiary of \$68 million associated with our operational long-lived assets and a real estate investment. Additionally, during 2017, we recorded non-cash impairment charges related to certain manufacturing facilities previously announced for closure of \$8 million. We do not consider these to be indicative of our oncoing operating performance.
- L. Represents (1) the add-back of corporate allocations from DuPont to DPC for the usage of DuPont's facilities, functions and services; costs for administrative functions and services performed on behalf of DPC by centralized staff groups within DuPont, a portion of DuPont's general corporate expenses; and certain pension and other long-term employee benefit costs, in each case because we believe these costs are not indicative of costs we would have incurred as a standalone company net, of (2) estimated standalone costs based on a corporate function resource analysis that included a standalone executive office, the costs associated with supporting a standalone information technology infrastructure, corporate functions such as legal, finance, treasury, procurement and human resources and certain costs related to facilities management. This resource analysis included anticipated headcount and the associated overhead costs of running these functions effectively as a standalone company of our size and complexity. This estimate is provided for additional information and analysis only, as we believe that it facilitates enhanced companability between Predecessor and Successor periods. It represents the difference between the costs that were allocated to our predecessor by its parent and the costs that we believe would be incurred if it operated as a standalone entity.

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