

The Sherwin-Williams Co. in Home and Garden

June 2022

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Sherwin-Williams was particularly well prepared for 2020 disruptions

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Ingredient and materials shortages harming supply, and inflationary pressures are growing

Sherwin-Williams is quite well positioned for inflationary cycles, but with some vulnerability

EXPOSURE TO FUTURE GROWTH

Exposure to growth

Sherwin-Williams is not exposed in depth to emerging markets with the greatest potential

There is an immediate threat from Asia Pacific rivals gaining ground in the forecast period

COMPETITIVE POSITIONING

Relative performance

Key brands: high fragmentation will affect pushing price increases into retail

Sherwin-Williams is one of the trailblazers in the use of virtual product trial from the home

Some of these technologies were niche future investments...now they are business critical

A distinctive part of the Sherwin-Williams business model is the scale of direct-to-consumer

Sherwin-Williams is part of PaintCare , an international program starting into paint circularity

HOME PAINTS

Sherwin-Williams' product strategy focuses on air and surface hygiene, removing VOCs

New materials innovation from powder coatings

Nippon is offering anti-viral additives via partnerships in its odourless range

The Dulux brand in Australia is also operating in the same VOC and "fresher air" space

Key brand stories: what are the leading messages for this company and main competitors

KEY FINDINGS

Executive summary

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Projected company sales: FAQs (1)

Projected company sales: FAQs (2)

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