



Q4 & Full Year 2017 Financial Results

February 6, 2018

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 2018 financial projections, including 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, cost savings, contributions from acquisitions, raw material cost increases, 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 undue 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 Measures,” and “Forward-Looking Statements” as well as “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2016 and our Quarterly Report on Form 10-Q for the quarters ended March 31, 2017, June 30, 2017 and September 30, 2017.

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, Adjusted Net Income, 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 consists of EBITDA adjusted for (i) non-cash items included within net income, (ii) items 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. Adjusted net income shows the adjusted value of net income attributable to controlling interests after removing the items that are determined by management to be items that we do not consider indicative of our ongoing operating performance unusual or nonrecurring in nature. Our use of the terms net sales excluding FX, Adjusted Net Income, 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, Adjusted Net Income, EBITDA, Adjusted EBITDA and Free Cash Flow should not be considered as alternatives to net sales, net income, operating income or any other performance measures derived in accordance with GAAP as measures of operating performance or operating cash flows or as measures of liquidity. Net sales excluding FX, Adjusted Net Income, 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, Adjusted Net Income, EBITDA, Adjusted EBITDA, Free Cash Flow or tax rate, as adjusted, as-reported on a forward-looking basis because the information necessary to calculate a meaningful or accurate estimation of reconciling items is not available without unreasonable effort. For example, such reconciling items include the impact of foreign currency exchange gains or losses, gains or losses that are unusual or nonrecurring in nature, as well as discrete taxable events. We cannot estimate or project those items and they may have a substantial and unpredictable impact on our US GAAP results.

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 Axalta’s core operating performance. As we do not measure segment operating performance based 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.

Q4 & Full Year 2017 Highlights



■ Q4 2017 financial results

- ✓ Net sales of \$1,164.8 million up 13.4%, driven by acquisition growth of 8.6% year-over-year
- ✓ Net loss (attributable to Axalta) of \$61.5 million versus \$37.2 million net loss in Q4 2016
- ✓ Adjusted net income of \$90.2 million versus \$70.5 million in Q4 2016
- ✓ Adjusted EBITDA of \$245.4 million versus \$224.5 million in Q4 2016

■ FY 2017 financial results

- ✓ Net sales of \$4,352.9 million up 7.0% driven by acquisition growth of 7.4% offset by 1.0% negative price/mix
- ✓ Net income (attributable to Axalta) of \$36.7 million versus \$38.8 million in 2016
- ✓ Adjusted net income of \$293.7 million versus \$279.8 million in 2016
- ✓ Adjusted EBITDA of \$885.2 million versus \$902.4 million in 2016

■ End-market observations

- ✓ Refinish: Positive underlying growth with ongoing market share gain at body shop end customer level, positive price-mix effect in Q4 2017 and full year
- ✓ Industrial: Significant acquisition driven growth, coupled with high single digit organic growth in Q4 2017 and full year
- ✓ Light Vehicle: Pricing inflection from bottom in Q2 2017; supportive demand in Q4 and Q1 2018 to date
- ✓ Commercial Vehicle: Accelerating sales growth of 20.4% in Q4 2017, supported by all regions

Q4 & Full Year 2017 Highlights (cont.)



▪ Balance sheet & cash flow highlights

- ✓ Operating cash flow of \$540.0 million in 2017 versus \$559.3 million in 2016
- ✓ Free cash flow of \$415.0 million in 2017 versus \$423.1 million in 2016
- ✓ Net leverage ratio reduced 0.2x in Q4 2017 to 3.6x from Q3 2017, primarily from strong cash generation

▪ Capital deployment update

- ✓ Allocated \$564.4 million of capital to acquisitions during the year; closed eight acquisitions
- ✓ Wood coatings integration largely completed; others well on track or complete
- ✓ Repurchased \$58.4 million in shares at \$29.31 average price during 2017

▪ Operating highlights

- ✓ Significant Axalta Way savings met short and longer-term targets; more to come in 2018 from complexity reduction and other operating and overhead sources of productivity savings
- ✓ Over 250 new product introductions in 2017; multiple product line launches continued in Q4
- ✓ Opened Asia Pacific Technology Center in Shanghai and 9 total new R&D and training centers globally in 2017

Q4 Consolidated Results

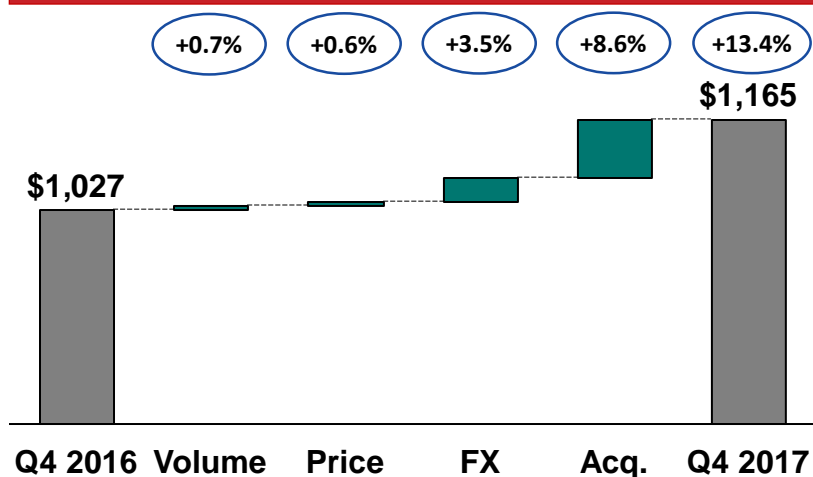


Financial Performance

(\$ in millions)	Q4		% Change	
	2017	2016	Incl. F/X	Excl. F/X
Performance	732	607	20.7%	16.5%
Transportation	433	421	2.8%	0.2%
Net Sales	1,165	1,027	13.4%	9.9%
Net Loss ⁽¹⁾	(62)	(37)		
Adjusted EBITDA	245	225	9.3%	

(1) Represents Net Loss attributable to controlling interests

Net Sales Variance



Commentary

Net sales growth driven by acquisitions, positive organic volumes across most regional end-markets

- Acquisitions provided +8.6% growth in Performance Coatings, mainly in North America and EMEA
- Strong volume growth in Commercial Vehicle and Industrial, partially offset by Refinish distribution-focused volume pressure in North America and stable Light Vehicle
- Refinish and Industrial increasing average prices; Light Vehicle average price is less negative in Q4 sequentially
- 3.5% favorable currency impact driven by stronger Euro

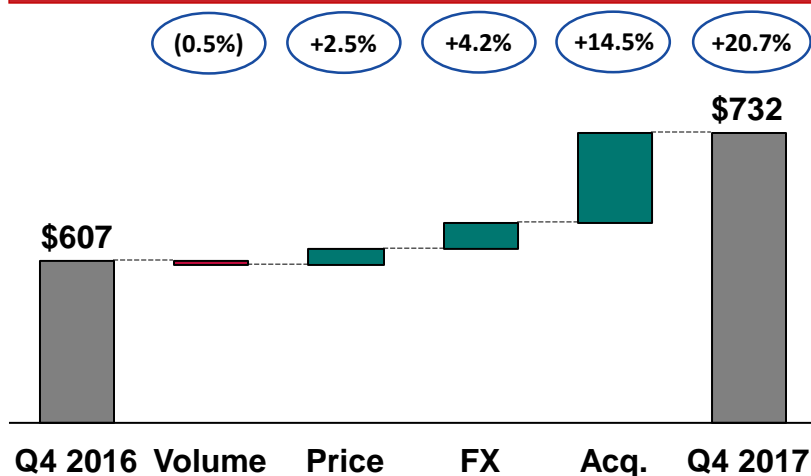
Q4 Performance Coatings Results



Financial Performance

(\$ in millions)	Q4		% Change	
	2017	2016	Incl. F/X	Excl. F/X
Refinish	440	420	4.7%	0.6%
Industrial	292	186	56.8%	52.8%
Net Sales	732	607	20.7%	16.5%
Adjusted EBITDA	165	137	21.2%	
% margin	22.6%	22.5%		

Net Sales Variance



Commentary

Strong net sales growth led by acquisition contribution and positive price contribution, Industrial organic growth

- 14.5% growth from acquisitions
- Refinish volumes marginally impacted by North America headwinds, offset by strong Industrial organic volume growth of high single digits across all regions
- Positive price contribution across both Refinish and Industrial
- 4.2% currency tailwind mainly from the Euro

Adjusted EBITDA margin steady

- Margin remained steady with positive pricing, lower operating costs, and acquisition contribution, offset by lower Refinish volumes and raw material inflation

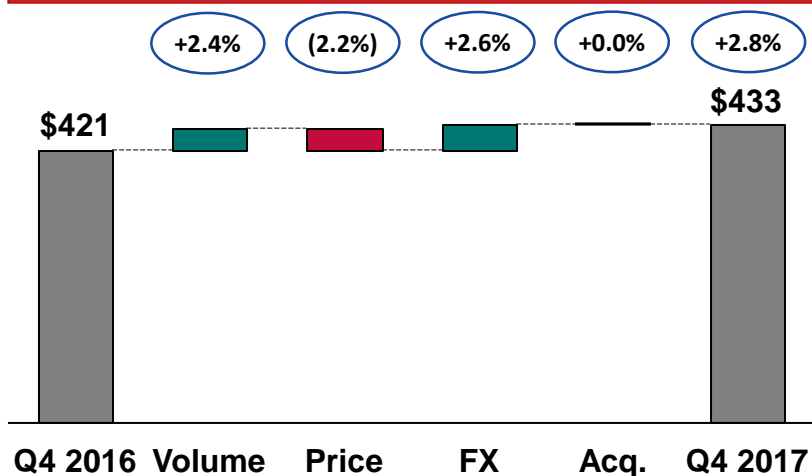
Q4 Transportation Coatings Results



Financial Performance

(\$ in millions)	Q4		% Change	
	2017	2016	Incl. F/X	Excl. F/X
Light Vehicle	339	343	(1.2%)	(3.8%)
Commercial Vehicle	94	78	20.4%	17.4%
Net Sales	433	421	2.8%	0.2%
Adjusted EBITDA	80	88	(9.1%)	
% margin	18.5%	20.9%		

Net Sales Variance



Commentary

Net sales led by robust Commercial Vehicle growth

- Commercial Vehicle strong growth across all regions; solid Light Vehicle volume growth in EMEA and Latin America, while lower North America volume continued
- Lower average pricing in Light Vehicle reflecting earlier concessions, but less negative sequentially
- 2.6% currency tailwind mainly from the Euro

Adjusted EBITDA margin lower

- Margin impact from lower average selling prices and raw material headwinds, partially offset by reduction in operating costs and volume growth

FY Consolidated Results

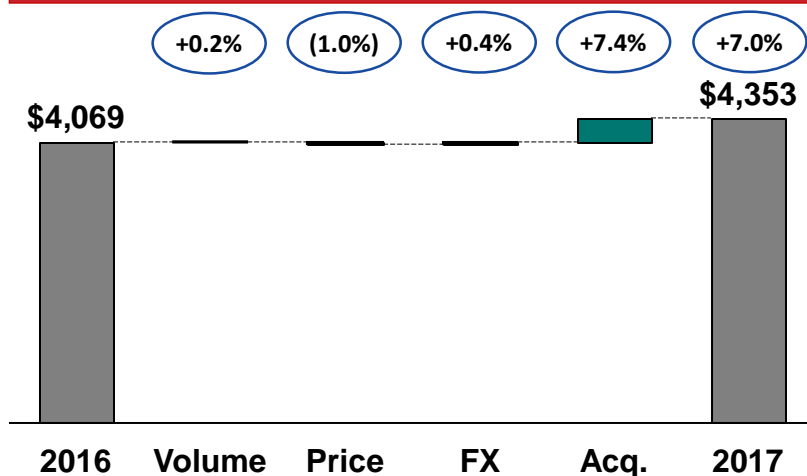


Financial Performance

(\$ in millions)	FY		% Change	
	2017	2016	Incl. F/X	Excl. F/X
Performance	2,675	2,399	11.5%	11.2%
Transportation	1,678	1,670	0.4%	(0.1%)
Net Sales	4,353	4,069	7.0%	6.6%
Net Income ⁽¹⁾	37	39		
Adjusted EBITDA	885	902	(1.9%)	

(1) Represents Net Income attributable to Axalta

Net Sales Variance



Commentary

Solid net sales growth from Industrial and Commercial Vehicle markets

- Strong net sales growth in Industrial across all regions; lower Refinish volumes due to distributor working capital adjustments in North America
- Solid volume growth in Commercial Vehicle across all regions; Light Vehicle volume growth in Asia Pacific and Latin America, offset by pricing concessions and lower North America volumes
- Acquisitions contributed 7.4% to net sales growth
- Currency tailwind driven by strengthening Euro in 2H 2017

Adjusted EBITDA margin down 190 bps

- Adjusted EBITDA margin impacted by lower average pricing in Transportation and raw material inflation, partially offset by incremental productivity savings

Debt and Liquidity Summary



Capitalization		
(\$ in millions)	@ 12/31/2017	Maturity
Cash and Cash Equivalents	\$770	
Debt:		
Revolver (\$400 million capacity)	-	2021
First Lien Term Loan (USD)	1,939	2024
First Lien Term Loan (EUR) ⁽¹⁾	469	2023
Total Senior Secured Debt	\$2,408	
Senior Unsecured Notes (USD)	491	2024
Senior Unsecured Notes (EUR) ⁽¹⁾	394	2024
Senior Unsecured Notes (EUR) ⁽¹⁾	529	2025
Capital Leases	54	
Other Borrowings	41	
Total Debt	\$3,916	
Total Net Debt⁽²⁾	\$3,146	
2017 Adjusted EBITDA	\$885	
Total Net Leverage⁽³⁾	3.6x	

Comments

- **Leverage ratio improvement compared to Q3 2017 due to...**
 - ✓ Cash build in the quarter
 - ✓ Improved LTM EBITDA
- ...Partially offset by**
 - ✓ Higher Euro debt balances due to stronger Euro

(1) Assumes exchange rate of \$1.193 USD/Euro

(2) Total Net Debt = Total Debt minus Cash and Cash Equivalents

(3) Total Net Leverage = Total Net Debt / 2017 Adjusted EBITDA

Full Year 2018 Guidance



(\$ millions)	2017A	2018E
Net Sales	+7.0%	~8-9%
Net Sales, ex FX	+6.6%	~6-7%
Adjusted EBITDA	\$885	\$940-980
Interest Expense	\$147	~\$165
Tax Rate, As Adjusted	16.2%	19-21%
Free Cash Flow <small>Cash flow from operations less capex</small>	\$415	\$420-460
Capex	\$125	~\$160
D&A	\$348	~\$365
Diluted Shares (millions)	246	~249

Comments
<ul style="list-style-type: none"> Net sales growth includes incremental M&A contribution of ~3% from completed transactions in 2017 Adjusted EBITDA contribution driven by volume, price, acquisition contribution, and net productivity Margin headwind from input cost inflation, offset largely by price and cost actions 2018 tax rate, as adjusted, benefits slightly from U.S. Tax Reform; 2017 Tax rate benefited from 4.1% on stock comp windfall benefits not forecasted for 2018 Free cash flow growth primarily from Adjusted EBITDA growth offset slightly from Capex, severance, and Euro and variable interest headwinds Capex predominately for growth and high-IRR productivity projects



Appendix

Full Year 2018 Assumptions



Macroeconomic Assumptions

- Global GDP growth of approximately 3.2%
- Global industrial production growth of approximately 3.1%
- Global auto build growth of approximately 1-2%
- Higher crude oil prices coupled with supply side constrictions due to natural disasters and China environmental policy, continue to impact raw material pricing

Currency Assumptions

Currency	2017 % Axalta Net Sales	2017 Average Rate	2018 Average Rate Assumption	USD % Impact of F/X Rate Change
US\$ per Euro	~28%	1.13	1.20	6.2%
Chinese Yuan per US\$	~12%	6.76	6.58	2.7%
Mexican Peso per US\$	~5%	18.92	18.96	(0.2%)
Brazilian Real per US\$	~3%	3.19	3.30	(3.1%)
US\$ per British Pound	~2%	1.29	1.34	3.8%
Russian Ruble per US\$	~1%	58.32	57.59	1.3%
Turkish Lira per US\$	~1%	3.65	3.95	(7.6%)
Other	~48%	N/A	N/A	0.3%

Adjusted EBITDA Reconciliation



(\$ in millions)	FY 2017	FY 2016	Q4 2017	Q4 2016
Net Income (loss)	\$48	\$45	(56)	(35)
Interest Expense, net	147	178	38	37
Provision for Income Taxes	142	38	120	15
Depreciation & Amortization	347	322	92	87
Reported EBITDA	\$684	\$583	\$194	\$104
A Debt extinguishment and refinancing related costs	14	98	1	13
B Foreign exchange remeasurement (gains) losses	7	31	(1)	1
C Long-term employee benefit plan adjustments	1	2	1	(1)
D Termination benefits and other employee related costs	35	62	29	37
E Consulting and advisory fees	(1)	10	-	2
F Transition-related costs	8	-	2	-
G Offering and transactional costs	18	6	12	2
H Stock-based compensation	39	41	8	10
I Other adjustments	4	5	-	(1)
J Dividends in respect of noncontrolling interest	(3)	(3)	(1)	-
K Deconsolidation impacts and impairments	79	68	-	58
Total Adjustments	\$201	\$319	\$51	\$121
Adjusted EBITDA	\$885	\$902	\$245	\$225

Note: Numbers might not foot due to rounding.

Adjusted EBITDA Reconciliation (cont'd)



- A. During FY 2017, Q4 2016 and FY 2016 we refinanced our indebtedness, resulting in losses of \$13 million, \$10 million and \$88 million, respectively. During Q4 2017, FY 2017, Q4 2016 and FY 2016 we prepaid outstanding principal on our term loans, resulting in non-cash extinguishment losses of \$1 million, \$1 million, \$3 million and \$10 million, respectively. 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 attributable to the remeasurement of our Venezuelan subsidiary represented losses of zero and \$2 million for Q4 2017 and FY 2017, respectively, and gains of \$1 million and losses of \$24 million for Q4 2016 and FY 2016, respectively.
- C. Eliminates the non-cash, non-service components of long-term employee benefit costs.
- D. Represents expenses primarily related to employee termination benefits and other employee-related costs associated with our Axalta Way initiatives, which are not considered indicative of our ongoing operating performance.
- E. Represents fees paid to consultants, and associated true-ups to estimates, for professional services primarily related to our Axalta Way initiatives, which are not considered indicative of our ongoing operating performance.
- F. Represents integration costs related to the acquisition of the Industrial Wood business that was a carve-out business from Valspar, which 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 the Q4 2017 and costs associated with the 2016 secondary offerings of our common shares by Carlyle, all of which are not considered indicative of our ongoing operating performance.
- H. Represents non-cash costs associated with stock-based compensation.
- I. 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.
- J. Represents the payment of dividends to our joint venture partners by our consolidated entities that are not wholly owned, which are reflected to show cash operating performance of these entities on Axalta's financial statements.
- K. During FY 2017, we recorded a loss in conjunction with the deconsolidation of our Venezuelan subsidiary of \$71 million. During Q4 2016 and FY 2016, we recorded non-cash impairments at our Venezuela subsidiary of \$58 million and \$68 million, respectively, associated with our operational long-lived assets and a real estate investment. Additionally, during FY 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 ongoing operating performance.

Adjusted Net Income Reconciliation



(\$ in millions)	FY 2017	FY 2016	Q4 2017	Q4 2016
Net Income (loss)	\$48	\$45	(56)	(35)
Less: Net income attributable to noncontrolling interests	11	6	6	2
Net income (loss) attributable to controlling interests	37	39	(62)	(37)
A Debt extinguishment and refinancing related costs	14	98	1	13
B Foreign exchange remeasurement (gains) losses	7	31	(1)	1
C Termination benefits and other employee related costs	35	62	29	37
D Consulting and advisory fees	(1)	10	-	2
E Transition-related costs	8	-	2	-
F Offering and transactional costs	18	6	12	2
G Deconsolidation impacts and impairments	85	68	1	58
H Other	5	-	-	(\$1)
Total adjustments	\$171	\$275	\$44	\$112
I Income tax (benefit) provision impacts	(\$86)	\$34	(\$108)	\$4
Adjusted net income	\$294	\$280	\$90	\$71

Note: Numbers might not foot due to rounding.

Adjusted Net Income Reconciliation (cont'd)



- A. During FY 2017 and Q4 2016 and FY 2016 we refinanced our indebtedness, resulting in losses of \$13 million, \$10 million and \$88 million, respectively. During Q4 2017, FY 2017, Q4 2016 and FY 2016 we prepaid outstanding principal on our term loans, resulting in non-cash extinguishment losses of \$1 million, \$1 million, \$3 million and \$10 million, respectively. 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 attributable to the remeasurement of our Venezuelan subsidiary represented losses of zero and \$2 million for Q4 2017 and FY 2017, respectively, and gains of \$1 million and losses of \$24 million for Q4 2016 and FY 2016, respectively.
- C. Represents expenses primarily related to employee termination benefits and other employee-related costs associated with our Axalta Way initiatives, which are not considered indicative of our ongoing operating performance.
- D. Represents fees paid to consultants, and associated true-ups to estimates, for professional services primarily related to our Axalta Way initiatives, which are not considered indicative of our ongoing operating performance.
- E. Represents integration costs related to the acquisition of the Industrial Wood business that was a carve-out business from Valspar, which are not considered indicative of our ongoing operating performance.
- F. 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 Q4 2017 and costs associated with the 2016 secondary offerings of our common shares by Carlyle, all of which are not considered indicative of our ongoing operating performance.
- G. During FY 2017, we recorded a loss in conjunction with the deconsolidation of our Venezuelan subsidiary of \$71 million. During Q4 2016 and FY 2016, we recorded non-cash impairments at our Venezuela subsidiary of \$58 million and \$68 million, respectively, associated with our operational long-lived assets and a real estate investment. Additionally, during Q4 2017 and FY 2017, we recorded non-cash impairment charges related to abandoned in-process research and development assets and certain manufacturing facilities previously announced for closure of \$1 million and \$9 million, respectively. In connection with the manufacturing facilities announced for closure, we recorded accelerated depreciation of \$5 million for FY 2017. We do not consider these to be indicative of our ongoing operating performance.
- H. Represents costs for non-cash fair value inventory adjustments associated with our business combinations, which we do not consider indicative of ongoing operations.
- I. The income tax impacts are determined using the applicable rates in the taxing jurisdictions in which expense or income occurred and includes both current and deferred income tax expense (benefit) based on the nature of the non-GAAP performance measure. Net income (loss) and adjusted net income for Q4 2017, FY 2017, Q4 2016 and FY 2016 includes \$1 million, \$13 million, \$3 million and \$13 million, respectively, of tax windfall benefits related to stock compensation. Additionally, the income tax impact includes the removal of discrete items for Q4 2017 and FY 2017 which were expenses of \$109 million. Of the \$109 million of discrete income tax impacts, \$113 million is related to the impact of the U.S. Tax Cuts and Jobs Act legislation. Our income tax expense for Q4 2016 and FY 2016 includes the removal of discrete income tax impacts within our effective tax rate which were expenses of \$8 million and \$12 million, respectively.



Thank you

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