MEMBER DATA HIGHLIGHTS 2021

WHERE MAJORITY OF THEIR PAINT IS PURCHASED:

(MULTIPLE RESPONSES ALLOWED)

<table>
<thead>
<tr>
<th>2021 GROWTH</th>
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<tbody>
<tr>
<td>90%</td>
<td>+5%</td>
</tr>
<tr>
<td>74%</td>
<td>+24%</td>
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<tr>
<td>38%</td>
<td>+19%</td>
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<tr>
<td>14%</td>
<td>+10%</td>
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</tbody>
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HOW MUCH MEMBERS SPEND ON PAINT:

- LIQUID SPEND: $429M
- SUNDARY PURCHASES: $140M

INDUSTRY NICHE

- 14% COMMERCIAL
- 50% COMMERCIAL & RESIDENTIAL
- 34% RESIDENTIAL
- 2% INDUSTRIAL

PCA'S TOP PRIORITIES

- Educational Programming
- Training
- Networking Opportunities

THEIR BUSINESS

STRENGTHS

- Quality of work
- Superior customer experience
- Dynamic team
- Excellent communication

WEAKNESSES

- Number of employees
- Training systems
- Production management

PCA has benefited member companies through essential resources, educational opportunities, and connections with trail-blazing companies.

EMPLOYEE MODEL:

- 58% W2
- 30% Both
- 12% Subcontractors

WORKFORCE ACROSS ALL MEMBER COMPANIES:

- 24K

MEMBERSHIP FACTS:

- Longest Membership: 50+ years
- Majority of Members: 7 years

TOTAL NUMBER OF RESPONSES: 216

ALL CALCULATIONS ARE ROUNDED TO THE NEAREST HUNDRED.