



Fourth Quarter and Full Year 2010 Financial Results

**Charles E. Bunch, Chairman and
Chief Executive Officer**

**Robert J. Dellinger, Sr. Vice President
and Chief Financial Officer**

**Information current as of
January 20, 2011**

Forward-Looking Statements



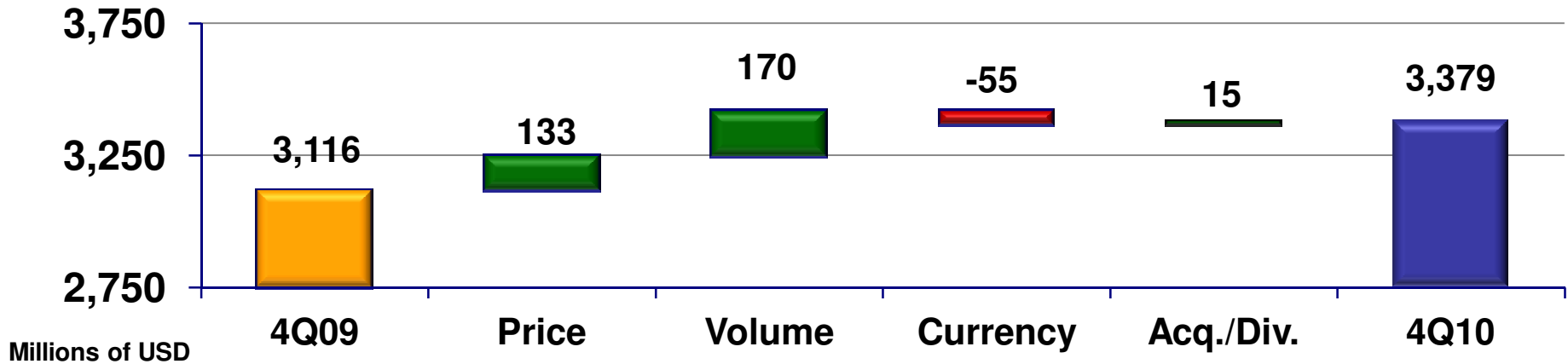
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Fourth Quarter Financial Recap

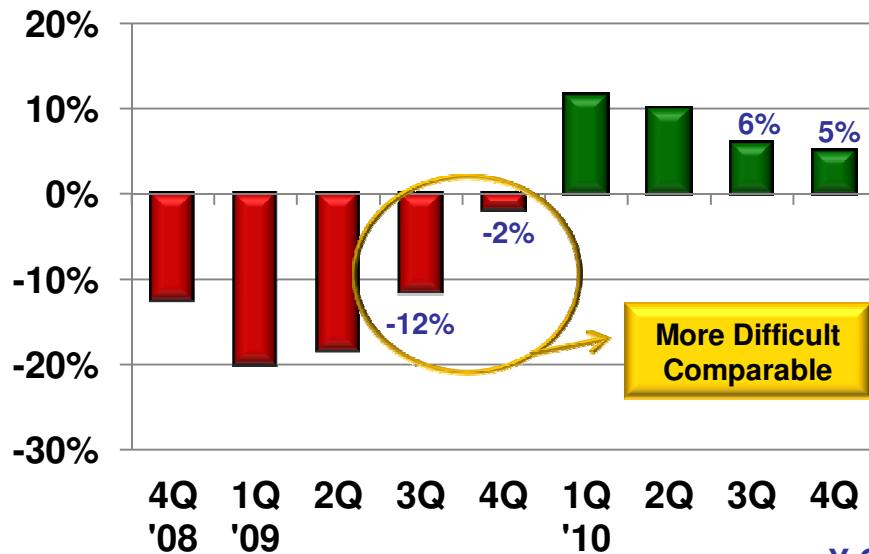


- ❖ Record quarterly sales and earnings per share
- ❖ Volume recovery continues; strong emerging region growth
- ❖ Higher pricing in all segments; coatings raw material cost inflation
- ❖ Lower full year tax rate
- ❖ Strong cash performance; cash returned to shareholders

PPG Quarterly Sales

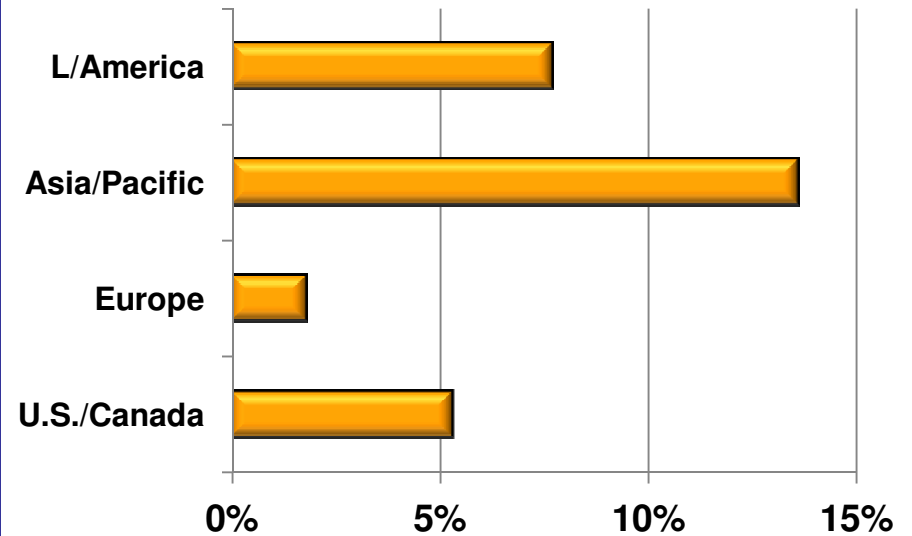


Total PPG Volume



More Difficult Comparable

4Q PPG Regional Volume Trends



Strengthening of Volume Recovery – 4Q More Difficult Comparable

Fourth Quarter 2010



4Q 2010 Adjusted EPS*



Record Fourth Quarter Results

Comparison vs. 4Q 2009

- ❖ Record segment earnings
 - Improving volumes
 - Lower costs
- ❖ Price and inflation impacts
- ❖ Late year tax changes:
 - U.S. tax legislation passed
 - PPG tax planning initiatives
 - Statutory rate changes

* Adjusted EPS – see presentation appendix for reconciliation to reported EPS.

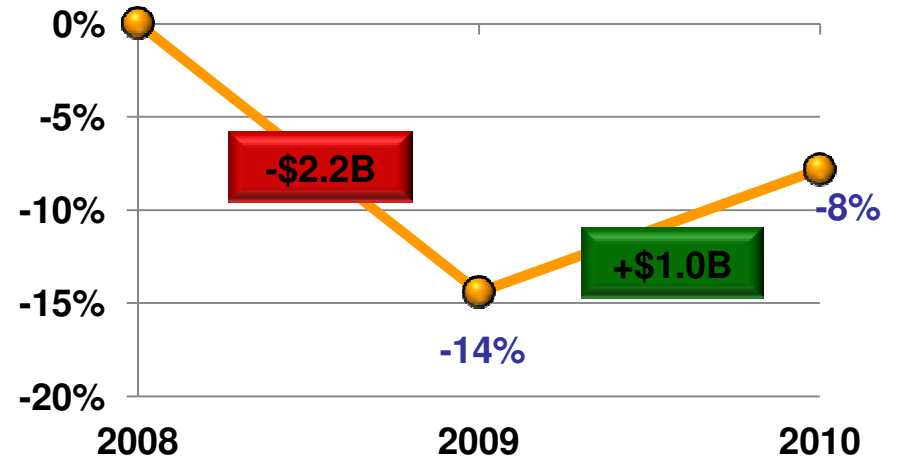
Full Year 2010



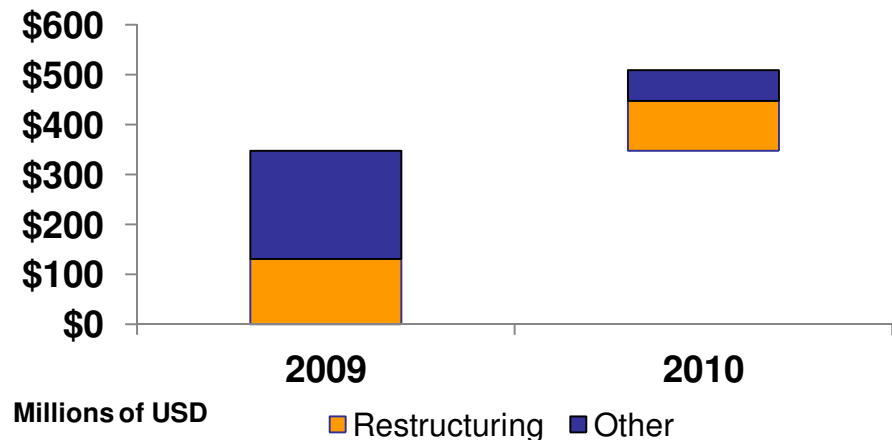
Full Year 2010 Adjusted EPS*



Cumulative Sales \$\$ Volume Decline vs. 2008



Cumulative Cost/Mfg. Improvement vs. 2008



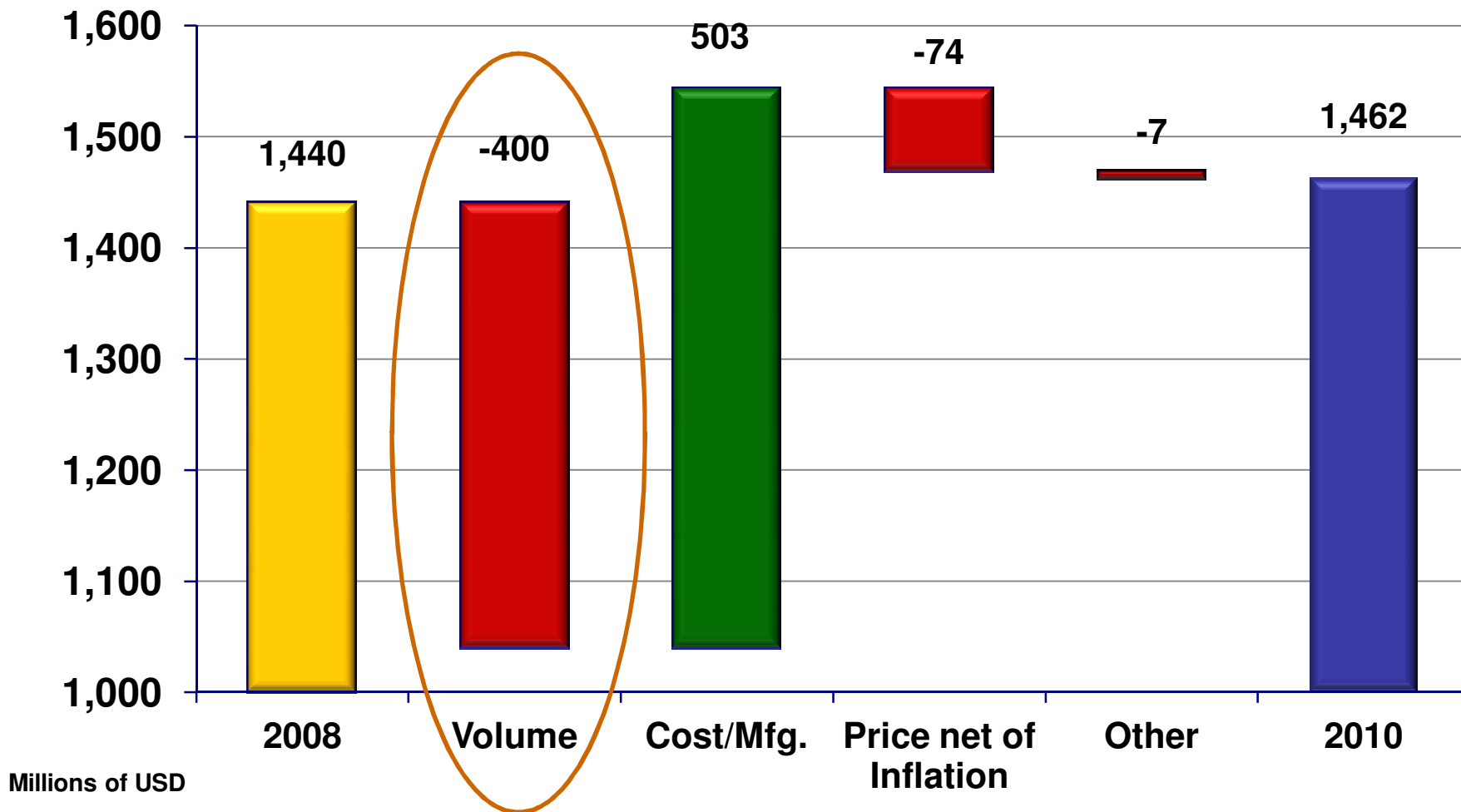
Partial Volume Recovery; Continued Cost Focus

* Adjusted EPS – see presentation appendix for reconciliation to reported EPS.

2008 – 2010 Earnings Bridge



Earnings Before Interest & Taxes (excluding unusual items) *



Continued Volume Recovery Remains a Significant Earnings Lever

*See presentation appendix for reconciliation to reported income before taxes.

Performance Coatings



| \$MM (USD) | 4Q10 | 4Q09 | Chg | % | | 2010 | 2009 | Chg | % |
|-----------------|--------------|--------------|-----------|------------|--|--------------|--------------|------------|------------|
| Sales | 1,102 | 1,026 | 76 | 7% | | 4,281 | 4,095 | 186 | 5% |
| Earnings | 170 | 149 | 21 | 14% | | 661 | 551 | 110 | 20% |
| Margin % | 15.4% | 14.5% | -- | -- | | 15.5% | 13.5% | -- | -- |

| Select Sales Detail | Total | Volume | Currency |
|---------------------|-----------|-----------|------------|
| 4Q Y-O-Y Change | 7% | 6% | -1% |

| Select Sales Detail | Total | Volume | Currency |
|---------------------|-----------|-----------|-----------|
| 2010 Y-O-Y Change | 5% | 0% | 2% |

Fourth Quarter

- ✓ Record earnings on continued margin improvement
- ✓ Continued high sales growth in both Aerospace and Protective & Marine
- ✓ Architectural Coatings volumes flat with prior year
- ✓ Mid-single digit Auto Refinish volume growth
- ✓ Tight cost focus remains

Full Year

- ✓ Record full year earnings despite mid-single digit percent declines in Architectural volumes
- ✓ Positive business mix continues (strengthening Auto Refinish and Aerospace businesses)
- ✓ Record Protective & Marine results
- ✓ Solid pricing gains

Industrial Coatings



| \$MM (USD) | 4Q10 | 4Q09 | Chg | % | | 2010 | 2009 | Chg | % |
|-----------------|-------------|--------------|------------|-------------|--|--------------|--------------|------------|-------------|
| Sales | 949 | 859 | 90 | 10% | | 3,708 | 3,068 | 640 | 21% |
| Earnings | 79 | 89 | -10 | -11% | | 378 | 159 | 219 | 138% |
| Margin % | 8.3% | 10.4% | -- | -- | | 10.2% | 5.2% | -- | -- |

| Select Sales Detail | Total | Volume | Currency |
|---------------------|------------|------------|------------|
| 4Q Y-O-Y Change | 10% | 10% | -1% |

| Select Sales Detail | Total | Volume | Currency |
|---------------------|------------|------------|-----------|
| 2010 Y-O-Y Change | 21% | 19% | 1% |

Fourth Quarter

- ✓ Solid volume gains versus improving prior year results
- ✓ Global auto OEM volumes up nearly 15%, outpacing industry
- ✓ Raw materials inflation partially offset by pricing & lower costs
- ✓ Asian sales up 30%, size of Asian business surpasses U.S./Canada

Full Year

- ✓ Strong, but only partial volume recovery from recession in mature regions
- ✓ Considerable emerging regions growth (>35%)
- ✓ Raw material inflation greater than pricing in second half of the year
- ✓ Price increases and additional cost initiatives underway for 2011

Architectural Coatings – EMEA



| \$MM (USD) | 4Q10 | 4Q09 | Chg | % | | 2010 | 2009 | Chg | % |
|--|------------|------------|------------|-------------|--|--------------|--------------|------------|-------------|
| Sales | 426 | 457 | -31 | -7% | | 1,874 | 1,952 | -78 | -4% |
| Earnings | 2 | 11 | -9 | -82% | | 113 | 128 | -15 | -12% |
| Depreciation & Amortization | | | | | | 107 | 109 | -- | -- |
| EBITDA | | | | | | 220 | 237 | -- | -- |
| EBITDA Margin | | | | | | 11.7% | 12.1% | -- | -- |

| % of Sales by Quarter (Excl. Currency Impacts) | Q1 | Q2 | Q3 | Q4 |
|---|------------|------------|------------|------------|
| Avg. '08 - '10 | 23% | 29% | 28% | 20% |

Fourth Quarter

- ✓ Results reflect historical sales seasonality
- ✓ Currency -\$28MM to sales
- ✓ Solid pricing, reflecting higher raw materials
- ✓ Mid-single-digit percentage volume declines

Full Year

- ✓ Negative currency headwind of \$7MM on earnings, ~\$70MM on sales
- ✓ Stable volume trend all year (down mid-single-digit percents) and stable Y-O-Y earnings / margins
- ✓ Strong, consistent cash generation
- ✓ Further pricing actions underway

Optical & Specialty Materials



| \$MM (USD) | 4Q10 | 4Q09 | Chg | % | | 2010 | 2009 | Chg | % |
|-----------------|--------------|--------------|-----------|------------|--|--------------|--------------|------------|------------|
| Sales | 268 | 245 | 23 | 9% | | 1,141 | 1,002 | 139 | 14% |
| Earnings | 57 | 47 | 10 | 21% | | 307 | 235 | 72 | 31% |
| Margin % | 21.3% | 19.2% | -- | -- | | 26.9% | 23.5% | -- | -- |

| Select Sales Detail | Total | Volume | Currency |
|---------------------|-----------|------------|------------|
| 4Q Y-O-Y Change | 9% | 10% | -2% |

| Select Sales Detail | Total | Volume | Currency |
|---------------------|------------|------------|-----------|
| 2010 Y-O-Y Change | 14% | 14% | 0% |

Fourth Quarter

- ✓ Record sales in both businesses
- ✓ Double-digit volume gains (both Optical Products & Silicas)
- ✓ Record earnings despite higher growth focused selling & advertising

Full Year

- ✓ Record sales & earnings
- ✓ Return to historic double-digit growth rates
- ✓ Transitions growth in emerging regions of ~20%
- ✓ Adjacent products supplementing growth rate

Commodity Chemicals



| \$MM (USD) | 4Q10 | 4Q09 | Chg | % | | 2010 | 2009 | Chg | % |
|-----------------|--------------|-------------|-----------|-------------|--|--------------|--------------|------------|------------|
| Sales | 376 | 306 | 70 | 23% | | 1,434 | 1,273 | 161 | 13% |
| Earnings | 73 | 8 | 65 | 812% | | 189 | 152 | 37 | 24% |
| Margin % | 19.4% | 2.6% | -- | -- | | 13.2% | 11.9% | -- | -- |

Fourth Quarter vs. Prior Year

- ✓ Significant earnings recovery continues
- ✓ Higher maintenance costs
- ✓ Substantially higher ECU prices

Fourth Quarter vs. Prior Quarter

- ✓ Higher earnings - ECU prices growing during the quarter
- ✓ Higher maintenance costs (planned outage), resulting in lower capacity utilization
- ✓ Lower natural gas costs, depleting hedge position

Full Year

- ✓ Rapid, “V” shaped earnings recovery
- ✓ Average natural gas costs ~\$5.50/MMBTU, negative priced gas hedges reduced earnings
- ✓ Double-digit full year margins despite earnings trough, hedges
- ✓ Excellent cash generation
- ✓ Very low caustic inventory exiting 2010

Glass



| \$MM (USD) | 4Q10 | 4Q09 | Chg | % | | 2010 | 2009 | Chg | % |
|-----------------|--------------|------------|-----------|------------|--|-------------|--------------|------------|-------------|
| Sales | 258 | 223 | 35 | 16% | | 985 | 849 | 136 | 16% |
| Earnings | 29 | 1 | 28 | n/a | | 74 | -39 | 113 | 290% |
| Margin % | 11.2% | 0% | -- | -- | | 7.5% | -4.6% | -- | -- |

| Select Sales Detail | Total | Volume | Currency |
|---------------------|------------|------------|------------|
| 4Q Y-O-Y Change | 16% | 15% | -1% |

| Select Sales Detail | Total | Volume | Currency |
|---------------------|------------|------------|-----------|
| 2010 Y-O-Y Change | 16% | 18% | 0% |

Fourth Quarter

- ✓ Earnings recovery continues, double-digit operating margin
- ✓ Broad earnings contributions - volume, price and lower costs
- ✓ Higher volumes in both businesses
- ✓ Fiber Glass capacity utilization remained at ~100%

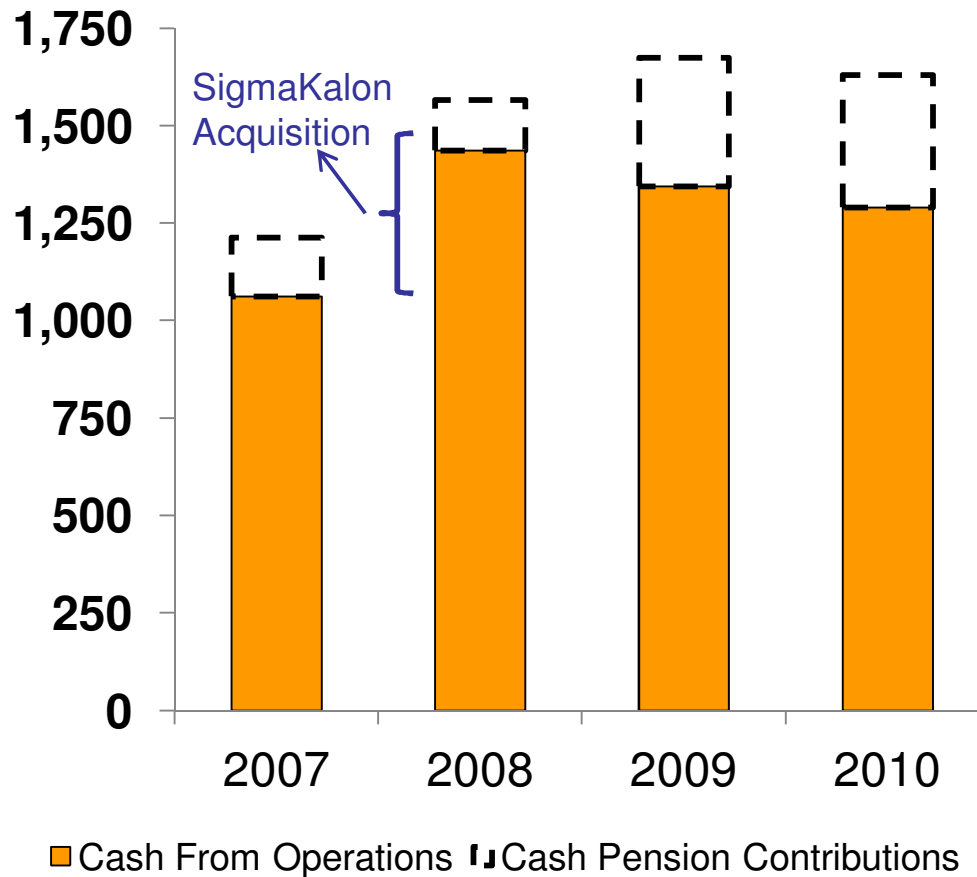
Full Year

- ✓ Substantial earnings recovery from prior year loss
- ✓ Significantly lower costs / higher manufacturing utilization
- ✓ Improved Fiber Glass volumes
- ✓ Higher equity earnings (electronics end-use market)

Cash From Operations



Cash From Operations



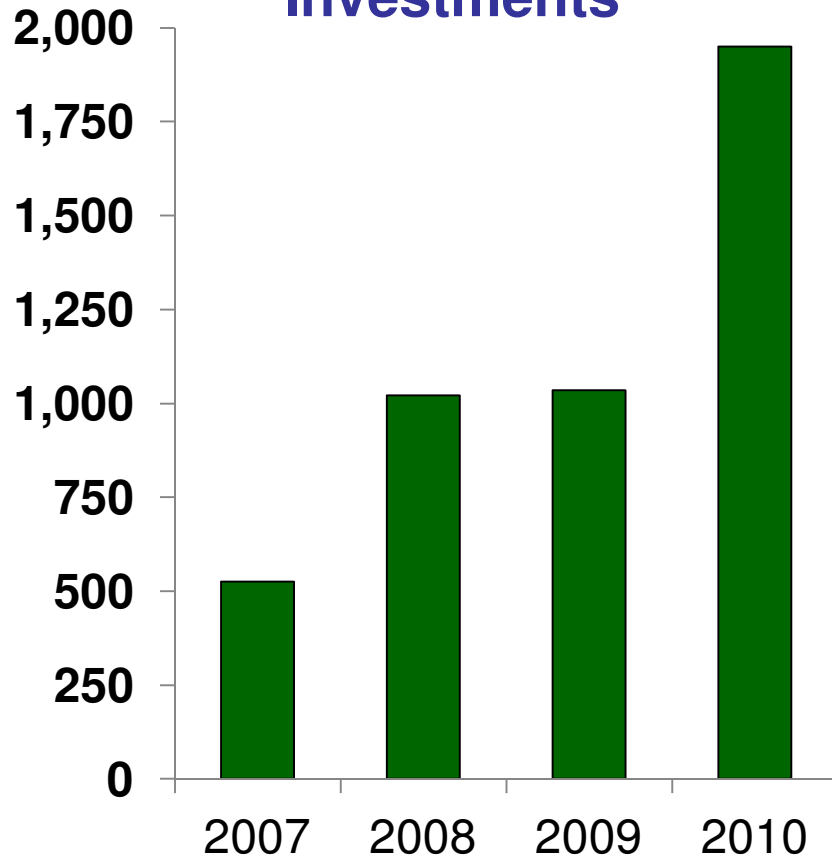
- ✓ Strong and consistent cash from operations continues
- ✓ Maintained positive step-change since SigmaKalon acquisition, despite recession impacts
- ✓ Large cash pension contributions in 2009 & 2010 (~\$335MM per year) notably reduced cash from operations
- ✓ Pension contribution for 2011 expected to be \$100MM-\$125MM

Step-Change Improvement Following SigmaKalon Acquisition Continues

Cash & Short-Term Investments



Cash & Short-Term Investments



Millions of USD

- ✓ Growth in 2011 year-end balance aided by November \$1B debt issuance
- ✓ Approximate 2010 cash uses:
 - Capital Spending - \$300MM
 - Debt Repayment - \$250MM
 - Dividends - \$360MM
 - Share Repurchases - \$600MM
- ✓ Nearly \$1B returned to shareholders in 2010 – ~75% of cash generated
- ✓ Reduce toward historical cash levels in 2011 – cash deployment to support earnings growth

Approximately 75% of Cash from Operations Returned to Shareholders

PPG Debt Issuance



November 2010 Debt Issuance Details

| <u>Term</u> | <u>\$MM</u> | <u>Rate</u> |
|--------------------------|-------------|-------------|
| 5-Year | \$250 | 1.90% |
| 10-Year | \$500 | 3.60% |
| 30-Year | \$250 | 5.50% |
| Total / Weighted Average | \$1,000 | 3.65% |

PPG Financial Metrics



| <u>Item</u> | <u>2010 Actual</u> | <u>2011 Current View</u> | <u>Comment</u> |
|--|------------------------------|---------------------------------|---|
| Cash and Short-Term Investments | ~\$2.0B | Reduce Toward Historical Levels | Invest to Support EPS Growth Opportunities |
| Asbestos no longer a special EPS adjustment | \$(0.04) Included as Special | \$(0.04) Ongoing EPS Impact | Presentation Change: No Longer a Special Charge (Corporate) |
| Tax Rate (ongoing) | 26% | 26% - 27% | Mix of Geographic Earnings |
| Pension Expense | ~\$160MM | \$140MM - \$150MM | Lower Discount Rate Offset by Higher Asset Returns |
| OPEB Expense | ~\$100MM | \$100MM - \$110MM | Lower Discount Rate; Health Care Inflation |
| Operating Working Capital (% of Sales) | 19.2% | 18.0% - 19.0% | Improved Efficiency; Continued Focus |

Conclusion



Strong 2010 Performance:

- Leveraging gradual volume recovery to deliver solid EPS recovery; Aggressive cost management
- Growth in emerging/other low tax regions aided EPS
- Positive step-change in cash generation continued; Nearly \$1B in cash returned to shareholders
- Volumes grew, but remained \$1.2 billion below 2008 levels

2011 Outlook:

- Record 2nd half 2010 EPS provides momentum heading into 2011
- Economic recovery expected to strengthen and broaden
- Cash deployment focused on growth initiatives

For More Information



Thank you for your interest in PPG Industries, Inc.

Investors

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Media

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Appendix



Adjusted EPS Reconciliation



| First Quarter | 2010 | | 2009 | | 2008 | |
|--|--------------|---------------|-------------|---------------|--------------|---------------|
| | <u>\$\$</u> | <u>EPS</u> | <u>\$\$</u> | <u>EPS</u> | <u>\$\$</u> | <u>EPS</u> |
| Net Loss/(Income) Attributable to PPG as Reported | \$30 | \$0.18 | \$(111) | \$(0.68) | \$100 | \$0.61 |
| Business Restructuring | - | - | 141 | 0.86 | - | - |
| Acquisition-Related Costs | - | - | - | - | 89 | 0.54 |
| Change in U.S. Tax Law (U.S. Patient Protection and Affordable Care Act) | 85 | 0.51 | - | - | - | - |
| Net Charge for Asbestos Settlement | 2 | 0.01 | 2 | 0.01 | - | - |
| Adjusted Net Income | <u>\$117</u> | <u>\$0.70</u> | <u>\$32</u> | <u>\$0.19</u> | <u>\$189</u> | <u>\$1.15</u> |

Amounts in Millions of USD except EPS

Adjusted EPS Reconciliation



| Second Quarter | 2010 | | 2009 | | 2008 | |
|--|--------------|---------------|--------------|---------------|--------------|---------------|
| | <u>\$\$</u> | <u>EPS</u> | <u>\$\$</u> | <u>EPS</u> | <u>\$\$</u> | <u>EPS</u> |
| Net Income Attributable to PPG as Reported | \$272 | \$1.63 | \$146 | \$0.89 | \$250 | \$1.51 |
| Auto Glass & Services Depreciation catch-up | - | - | - | - | 11 | 0.07 |
| Auto Glass & Services Divestiture benefits costs | - | - | - | - | 12 | 0.07 |
| Net Charge for Asbestos Settlement | 2 | 0.01 | 2 | 0.02 | 2 | 0.01 |
| Adjusted Net Income | <u>\$274</u> | <u>\$1.64</u> | <u>\$148</u> | <u>\$0.91</u> | <u>\$275</u> | <u>\$1.66</u> |

Amounts in Millions of USD except EPS

Adjusted EPS Reconciliation



| Third Quarter | 2010 | | 2009 | | 2008 | |
|---|--------------|---------------|--------------|---------------|--------------|---------------|
| | <u>\$\$</u> | <u>EPS</u> | <u>\$\$</u> | <u>EPS</u> | <u>\$\$</u> | <u>EPS</u> |
| Net Income Attributable to PPG as Reported | \$262 | \$1.58 | \$159 | \$0.96 | \$117 | \$0.70 |
| Business Restructuring Charge | - | - | - | - | 110 | 0.67 |
| Gain on Divestiture of Automotive Glass and Services Business | - | - | - | - | (3) | (0.02) |
| Net Charge for Asbestos Settlement | 2 | 0.01 | 2 | 0.01 | 3 | 0.02 |
| Adjusted Net Income | <u>\$264</u> | <u>\$1.59</u> | <u>\$161</u> | <u>\$0.97</u> | <u>\$227</u> | <u>\$1.37</u> |

Amounts in Millions of USD except EPS

Adjusted EPS Reconciliation



| Fourth Quarter | 2010 | | 2009 | | 2008 | |
|---|--------------|---------------|--------------|---------------|-------------|---------------|
| | <u>\$\$</u> | <u>EPS</u> | <u>\$\$</u> | <u>EPS</u> | <u>\$\$</u> | <u>EPS</u> |
| Net Income Attributable to PPG as Reported | \$205 | \$1.24 | \$142 | \$0.85 | \$71 | \$0.43 |
| Net Charge/(Credit) for Asbestos Settlement | 2 | 0.01 | 2 | 0.01 | (3) | (0.02) |
| Adjusted Net Income | <u>\$207</u> | <u>\$1.25</u> | <u>\$144</u> | <u>\$0.86</u> | <u>\$68</u> | <u>\$0.41</u> |

Amounts in Millions of USD except EPS

Adjusted EPS Reconciliation



| Full Year | 2010 | | 2009 | | 2008 | |
|--|--------------|---------------|--------------|---------------|--------------|---------------|
| | <u>\$\$</u> | <u>EPS</u> | <u>\$\$</u> | <u>EPS</u> | <u>\$\$</u> | <u>EPS</u> |
| Net Loss/(Income) Attributable to PPG as Reported | \$769 | \$4.63 | \$336 | \$2.03 | \$538 | \$3.25 |
| Net Charge for Asbestos Settlement | 8 | 0.04 | 8 | 0.05 | 2 | 0.01 |
| Change in U.S. Tax Law (U.S. Patient Protection and Affordable Care Act) | 85 | 0.51 | - | - | - | - |
| Business Restructuring | - | - | 141 | 0.86 | 110 | 0.67 |
| Acquisition-Related Costs | - | - | - | - | 89 | 0.54 |
| Gain on Divestiture of Automotive Glass & Services Business | | | | | (3) | (0.02) |
| Auto Glass & Services Depreciation catch-up | | | | | 11 | 0.07 |
| Auto Glass & Services Divestiture benefits costs | | | | | 12 | 0.07 |
| Adjusted Net Income | <u>\$862</u> | <u>\$5.18</u> | <u>\$485</u> | <u>\$2.94</u> | <u>\$759</u> | <u>\$4.59</u> |

Amounts in Millions of USD except EPS

EBITDA Reconciliation



PPG Architectural Coatings - EMEA:

| | 2010 | 2009 | 2008 |
|--|----------------|----------------|----------------|
| Sales | \$1,448 | \$1,495 | \$1,835 |
| Earnings | 111 | 117 | 141 |
| Depreciation & Amortization | 80 | 80 | 97 |
| EBITDA | 191 | 197 | 235 |
| EBITDA % | 13.2% | 13.2% | 13.0% |

Amounts in Millions of USD, Except Percents

Adjusted Earnings Before Interest and Taxes Reconciliation



| | 2010 | 2009 | 2008 |
|--|-----------------------|---------------------|-----------------------|
| Income Before Taxes | \$1,295 | \$617 | \$908 |
| Interest Expense, net of Interest Income | 155 | 166 | 227 |
| Asbestos Settlement – Net | 12 | 13 | 4 |
| Business Restructuring | | 186 | 163 |
| Acquisition-related costs | | | 117 |
| Gain on Automotive Glass and Services Divestiture | | | -15 |
| Divestiture Related Benefit Costs | | | 19 |
| Depreciation catch-up charge | | | 17 |
| Adjusted Earnings Before Interest and Taxes | <u>\$1,462</u> | <u>\$982</u> | <u>\$1,440</u> |

Amounts in Millions of USD