



PPG PLATINUM DISTRIBUTOR® ADVANTAGE **Canada PROGRAM OUTLINE**

PLATINUM APPRECIATION (PPG STOCK) – 0.45% of Total Purchases¹

- Payout – Bi-annually in April and August
- Calculation – (Total Purchases)*(0.45%)
- Qualifications – Meet the contractual requirements outlined in the Platinum Distributor Agreement

PLATINUM FUNCTIONAL ADVANTAGE – Rebate 1.5% of Total Purchases¹

- Payout – Paid monthly, one month in arrears
- Calculation – (Total Purchases)*(1.5%)
- Qualifications – Meet the contractual requirements outlined in the Platinum Distributor Agreement

PPG PLUS ASSOCIATED PRODUCTS (“AP”) ADVANTAGE – Rebate 5.00% of PPG AP Purchases³

- Payout – Paid annually in Q1 2026 to distributors who meet the qualifications below
- Calculation – (PPG AP Purchases)*(5%)
- Qualifications – Meet the contractual requirements outlined in the Platinum Distributor Agreement and meet the milestones below:
 1. Exceed prior year PPG-branded AP and other AP purchases by 5%

PLATINUM PLUS ADVANTAGE – Rebate 1.25% of Paint Purchases²

- Payout – Paid annually in Q1 2026 to distributors who meet the qualifications below
- Calculation – (Paint Purchases)*(1.25%)
- Qualifications – Meet the contractual requirements outlined in the Platinum Distributor Agreement and meet the milestones below:
 1. Exceed total Paint Purchases from the previous year, on a corporate-wide basis, by at least **8%**
 2. **Ensure that Paint Purchases reach 70% of the year's target by September 30**



COMMERCIAL GROWTH ADVANTAGE – Rebate 1.00% of Commercial Liquid Paint Purchases⁴

- Payout – Paid annually in Q1 2026 to distributors who meet the qualifications below
- Calculation – (Commercial Liquid Paint Purchases)*(1%)
- Qualifications – Meet the contractual requirements outlined in the Platinum Distributor Agreement and meet the milestones below:
 1. Exceed total Commercial liquid paint purchases from the previous year, on a corporate-wide basis, by at least **10%**
 2. **Win a minimum of 1 point value that is a commercial account**

END OF YEAR ADVANTAGE – Rebate 1.00% of Paint Purchases²

- Payout – Paid annually in Q1 2026 to distributors who meet the qualifications below
- Calculation – (Paint purchases)*(1%)
- Qualifications – Meet the contractual requirements outlined in the Platinum Distributor Agreement and meet the milestones below:
 1. Certified DTR Verification via Platinum Progress Forms & Reports section- Distributor Technical Representative (DTR) Certification – Have one person on staff become a certified DTR by completing both the DTR exam from the PPG KNOWLEDGE COLLEGE™ and the hands-on evaluation or complete a field certification for at least one technician
 2. SEM® | Exceed SEM Purchases from the previous year, on a corporate-wide basis, by at least **25%** (Purchases include those purchased directly from SEM and WD)**
 - **April 15, 2025: Q1 (2025)**
 - **July 15, 2025: Q2 (2025)**
 - **October 15, 2025: Q3 (2025)**
 - **January 3, 2026: Q4 (2025)**
 3. Complete the Profit Planning Survey by March 31



PPG PLATINUM PREMIER™ ADVANTAGE – Rebate 0.50% of Total Purchases¹

- Payout – Paid annually in Q1 2026 to distributors who meet the qualifications below
- Calculation – (Total Purchases)*(0.50%)
- Qualifications – Meet the contractual requirements outlined in the Platinum Distributor Agreement and meet the milestones below:
 1. Complete quarterly actual reporting of year-over-year % PPG paint sales out performance via Platinum Progress within the business plan section.
 - [April 15, 2025: Q1 \(2025\)](#)
 - [July 15, 2025: Q2 \(2025\)](#)
 - [October 15, 2025: Q3 \(2025\)](#)
 - [January 3, 2026: Q4 \(2025\)](#)
 2. Complete quarterly actual reporting of PPG paint inventory level (High, Normal, Low) quarterly via Platinum Progress within the business plan section.
 - [April 15, 2025: Q1 \(2025\)](#)
 - [July 15, 2025: Q2 \(2025\)](#)
 - [October 15, 2025: Q3 \(2025\)](#)
 - [January 3, 2026: Q4 \(2025\)](#)
 3. Complete quarterly purchase forecast via Platinum Progress within the business plan section.
 - March 31, 2025: Q2 2025
 - June 30, 2025: Q3 2025
 - September 30, 2025: Q4 2025
 - December 31, 2025: Q1 2026
 - *Distributors are not obligated to submit a monthly purchase forecast through Platinum Progress in the business plan section to be eligible for the Platinum Premier Advantage. However, it is important to note that this information holds even greater value for PPG than the quarterly forecast that is mandatory. If you possess the capability to provide monthly forecasts, we would greatly appreciate receiving this data as it will greatly assist us in our forecasting, manufacturing, and overall supplier performance.*
 4. PPG MOONWALK® mixing system– Install (signed contract) one *Moonwalk* at a customer or distributor location



COMPETITIVE SHOP WIN⁵ ADVANTAGE – Rebate 0.50% of Paint Purchases²

- Payout – Paid annually in Q1 2026 to distributors who meet the qualifications below
- Calculation – (Paint Purchases)*(0.50%)
- Qualifications – Meet the contractual requirements outlined in the Platinum Distributor Agreement and meet the minimum number of Competitive Shop Win Points in the table below:
 1. Must meet competitive shop wins based on previous years liquid purchases.

Competitive Shop Wins⁵	
Prior Year Distributor Paint Purchases	Distributor-wide Win Points Required
Up to \$1MM	1
\$1MM - \$2.5MM	3.25
\$2.5MM - \$4MM	5.5
\$4MM - \$6MM	7.5
\$6MM - \$8MM	9.5
\$8MM - \$10MM	12.5
Over \$10MM	Calculated using your historic 3-year average +5% growth

Collision Shop Value	Point Value	Commercial Yearly Value @ PPG Dist. Cost
New Win with MoonWalk	Bonus 0.25 Point	
New Win with SEM	Bonus 0.25 Point	
Up to \$999,999	0	Up to \$44,999
\$1,000,000- \$1,999,999	1	\$45,000-\$89,999
\$2,000,000-\$3,749,999	2	\$90,000-\$169,999
\$3,750,000- \$9,999,999	3	\$170,000-\$449,999
\$10,000,000-\$19,999,999	4	\$450,000-\$909,999
\$20,000,000+	5	\$910,000+



Definitions:

1. **“Total Purchases”** – Total PPG invoiced purchases less credits.
Excludes SEM,
2. **“Paint Purchases”** – PPG invoiced liquid purchases of Collision and Commercial paint, less credits. *Excludes – PPG-branded AP, other AP, SEM, 3M*
3. **“PPG Associated Products (AP) Purchases”** – PPG invoiced purchases less credits of PPG-branded AP and other AP.
Excludes – Collision, Commercial, GROW Solvent, GROW Clear, SEM, ICR, 3M
4. **“Commercial Liquid Paint Purchases”** – PPG invoiced liquid purchases of Commercial products sold under the AMERCOAT®, AQUACRON® brand name, as well as CPC, LIC, Powder and Fleet products, less credits.
Excludes – Collision, GROW Solvent, GROW Clear, PPG-branded AP, other AP, SEM, ICR, 3M
5. **“Competitive Shop Win”** – Competitive Collision shop converted to PPG. Commercial win at least \$45,000 value at distributor annual Commercial Paint Purchases, converted to PPG. All wins must be reported to and qualified by the PPG Territory Manager.
Excludes – Certified Distributor Network (CDN)
6. **“SEM Competitive Shop Win”** – SEM Competitive Collision shop allied at a minimum of \$14,000 at suggested user/refinish price. Categories include any SEM branded product such as, aerosols, adhesives, abrasives, tapes, cups, detail, polish and compound, and putty / filler.
Excludes– Certified Distributor Network (CDN)
7. **ICR Purchases-** Purchases will count toward collision paint purchases. 3rd party ICR purchases will be loaded by PPG monthly, to reflect total purchases YTD through the previous month.

**** SEM Purchases-** Purchases must be reported quarterly by the distributor in Platinum Progress by their specified due date.