

| | Gypsum | Distribution | Ceilings |
|----------------------------------|--|--|---|
| <i>Businesses</i> | United States Gypsum Company CGC Inc. Yeso Panamericano S.A. de C.V. | L&W Supply Corporation | USG Interiors, Inc. USG International CGC Inc. |
| <i>Products and Services</i> | Manufactures and markets gypsum wallboard, joint treatments and textures, cement board, gypsum fiber panels, plaster, water-managed exterior systems, shaft wall systems and industrial gypsum products | Specializes in delivering construction materials to job sites | Manufactures and markets acoustical ceiling tile, ceiling suspension grid, specialty ceilings, relocatable wall systems and other building products for U.S. and international markets |
| <i>Best-Known Brand Names</i> | SHEETROCK gypsum panels, SHEETROCK joint compound, DUROCK cement board, FIBEROCK gypsum fiber panels, HYDROCAL gypsum cement, IMPERIAL and DIAMOND building plasters | | AURATONE and ACOUSTONE ceiling tile; DONN DX, FINELINE and CENTRICITEE ceiling grid; COMPASSO suspension trim; CURVATURA 3-D ceiling system; ULTRAWALL relocatable wall systems |
| <i>Leadership Position</i> | World's largest producer of gypsum wallboard, ready-mixed joint compound, fiberglass-reinforced cement board | United States' largest specialty distributor of gypsum wallboard | World's largest producer of ceiling suspension grid; world's second-largest producer of ceiling tile |
| <i>Geographical Areas Served</i> | United States, Canada, Mexico | United States | More than 125 countries in all parts of the world: North, Central and South America, the Caribbean, Europe, the Middle East, Asia, the Pacific Rim, Africa |
| <i>Customers</i> | PURCHASERS: specialty drywall centers, distributors, hardware cooperatives, buying groups, home centers, mass merchandisers INFLUENCERS: architects, specifiers, building owners END USERS: contractors, builders, do-it-yourselfers | PURCHASERS AND END USERS: contractors, builders | PURCHASERS: specialty acoustical centers, distributors, hardware cooperatives, home centers, contractors INFLUENCERS: architects, specifiers, interior designers, building owners, tenants, facility managers END USERS: contractors, builders, do-it-yourselfers |