STRENGTH BUILT IN
This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements generally can be identified by words such as "anticipate," "believe," "estimate," "expect," "intend," "plan," "target," "continue," "predict," "project," "change," "result," "future," "will," "could," "can," "may," "likely," "potentially," or similar expressions that concern our strategy, plans, expectations or intentions. Forward-looking statements include, but are not limited to, statements about future financial and operating results, our plans, objectives, business outlook, priorities, expectations and intentions, expectations for sales growth, comparable sales, earnings and performance, stockholder value, capital expenditures, cash flows, the housing market, the home improvement industry, demand for services, share repurchases, our strategic initiatives, including the impact of these initiatives on our strategic and operational plans and financial results, and any statement of an assumption underlying any of the foregoing and other statements that are not historical facts. Although we believe that the expectations, opinions, projections and comments reflected in these forward-looking statements are reasonable, such statements involve risks and uncertainties and we can give no assurance that such statements will prove to be correct. Actual results may differ materially from those expressed or implied in such statements.

Forward-looking statements are subject to inherent uncertainties, risk and other factors that are difficult to predict and could cause our actual results to vary in material respects from what we have expressed or implied by these forward-looking statements. Important factors that could cause our actual results and financial condition to differ materially from those expressed in our forward-looking statements include, among others, those discussed under Item 1A. Risk Factors and Item 7 Management’s Discussion and Analysis of Financial Condition and Results of Operations in our most recent Annual Report on Form 10-K and subsequent filings with the SEC.

We caution that you should not place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise. Readers are urged to carefully review and consider the various disclosures made in our reports filed with the SEC that advise of the risks and factors that may affect our business, results of operations and financial condition.
Investment Highlights

Industry leader with unique business model, strong brand recognition and trusted reputation

Diversified product offerings and geographies mitigates exposure to cyclical U.S. housing market

Strong market share in wood products with significant opportunities in all addressable markets

Industry-leading gross profit and operating margins

Strong balance sheet enables financial flexibility and stockholder returns

Committed to returning a minimum of 50% of cash flow from operations to stockholders
Company Overview

Simpson Manufacturing Co. designs, engineers and manufactures structural connectors, anchors, fasteners, software solutions and other products for new construction, repair and remodel, and do-it-yourself markets.

Key Facts and Figures

- **Ticker:** NYSE: SSD
- **Market Cap**\(^{(1)}\): $3.69 B
- **Year Founded:** 1956
- **Year Public:** 1994
- **2018 Revenue:** $1.08 B
- **Headquarters:** Pleasanton, CA
- **Operations in 50 locations** globally
- **Employees:** 3,135

Unique Business Model …

- Simpson has spent over 60 years providing the highest-quality structural building solutions, and has built a strong foundation of **product innovation, customer service and industry leadership**
- Simpson is seen as a **thought leader in supporting the process of building safer, stronger structures** in collaboration with customers, specifiers and code officials
- Simpson continues to **differentiate from competitors across operating segments by designing and marketing end-to-end construction product systems**
- Simpson **promotes a culture of employee ownership** focused on the value and contributions of every employee

…Drives Stockholder Value

- **Balanced capital allocation strategy** utilizes free cash flow to **grow the business** and to **provide returns to stockholders**\(^{(2)}\):
  - \(~30\%~\) Increase in quarterly dividend
  - \(~80\%~\) Cash flows from operations returned to stockholders
  - $232 M Share repurchases

---

\(^{(1)}\) As of October 31, 2019.

\(^{(2)}\) Data represents January 1, 2017 to September 30, 2019.
Products for Construction

Wood Construction Products

- Produce and market over 10,000 standard and custom products
- Typically made of steel and are used primarily to strengthen, support and connect wood joints

SAMPLE PRODUCT LINES:
Truss plates, screw-delivery systems, holdowns, fasteners, joist hangers, wood & steel shearwalls, moment frames

Product Applications

Single Family  DIY: Decks  Multi-Family  Outdoor Accents® Hardware
Products for Construction (continued)

Concrete Construction Products

- Produce and market over 1,000 standard and custom products
- Composed of various materials including steel, chemicals and carbon fiber used to anchor, protect and strengthen concrete

SAMPLE PRODUCT LINES: Powder-actuated tools, mechanical anchors, adhesives, concrete repair systems, fiberglass jackets, carbon fiber

Six Key End Markets

<table>
<thead>
<tr>
<th>Light-Framed Construction</th>
<th>Retrofit</th>
<th>Waste Water Treatment Plants</th>
<th>Direct OEM</th>
<th>Commercial Cold-Formed Steel</th>
<th>Bridge and Marine</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aligns with core competency and allows leveraging of resources</td>
<td>Strong product mix and historical success with customer group</td>
<td>Historical success with stainless steel and crack injection offerings</td>
<td>Strong product offering &amp; new opportunity to sell direct</td>
<td>Investments have developed a strong, high margin product mix</td>
<td>FX-70 and CSS product lines are top in industry</td>
</tr>
</tbody>
</table>
Addressable Market Opportunity

Addressable Market:
- Fasteners (Addressable): $1.3 B (9%)
- Concrete (Addressable): $730 M (13%)
- Wood Connectors & Truss (Addressable): $1.5 B (100%)

Note: Market sizes and market shares based on internal estimates using information as of December 31, 2018. Includes North America, Europe and Pacific Rim.
Simpson’s Market Share (1)

SSD’s Share
$165 M (13%)

SSD’s Share
$151 M (21%)

SSD’s Share
$763 M (51%)

Fasteners (SSD Share)     Concrete (SSD Share)     Wood Connectors & Truss (SSD Share)

Note: Market share based on net sales as of the full year ended December 31, 2018. Market sizes based on internal estimates using information as of December 31, 2018. Includes North America, Europe and Pacific Rim.
Global Presence

Simpson Manufacturing Co. operates across 3 reporting segments (North America, Europe & Asia/Pacific) with 2 primary product lines (Wood Construction & Concrete Construction)

Factories, offices, and warehouses in Australia, Austria, Canada, Chile, China, Czech Republic, Denmark, France, Germany, Netherlands, New Zealand, Norway, Poland, Portugal, Sweden, Switzerland, Taiwan, UK and USA

Distribution in Australia, Canada, Chile, parts of South America, Western Europe, part of Eastern Europe, Middle East, Japan and other Asian countries, Mexico, New Zealand, UK and USA

Our > 24,000 Customers distribute our product through their own distribution channels
Our investments in adjacent products and markets have helped mitigate our exposure to a cyclical U.S. housing market over time...
Strategic Growth Initiatives Rationale

...while also allowing us to provide a complete product solution to our customers and to improve sales and margins in our core wood connector business.

<table>
<thead>
<tr>
<th>EUROPE</th>
<th>CONCRETE</th>
<th>SOFTWARE</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Attractive opportunity to grow wood connectors, fasteners and concrete products with tailwinds from improved economic conditions</td>
<td>• Sharpening focus on higher-margin product lines to drive profitability and increase market share from 10% in 2016 to 14% by 2020</td>
<td>• Preserves market share of core wood connector business through availability of end-to-end product and software solution</td>
</tr>
<tr>
<td>• Helps diversify from significant exposure to U.S. housing starts</td>
<td>• Complementary to wood construction product offering</td>
<td>• Development of best-in-class truss software solution, specifically, enhances technological capabilities to remain competitive</td>
</tr>
<tr>
<td>• Expands trusted brand reputation through extensive testing and education capabilities</td>
<td>• Able to perform throughout all industry cycles given less reliance on U.S. housing starts for growth</td>
<td>• Over 40% of our core wood connector sales are to customers with software needs</td>
</tr>
</tbody>
</table>
Over 40% of our core wood connector sales are to customers with software needs

STRATEGIC RATIONALE

- Without software solutions, we believe a meaningful portion of our market share in our core wood connector products would be at risk
- Investments in software have enhanced our technological capabilities to remain competitive in wood construction space
- Simpson’s proprietary software allows data to transfer into “estimation workflows”, where customers can:
  - Review blueprints and provide builders with a required bill of materials, specified with Simpson products
  - Submit the bill of materials into their back-office systems to save and process the order
Competitive Advantages

Aside from our strong brand recognition and trusted reputation, Simpson is unique due to:

- **Strong customer support and education for engineers, builders, contractors and code officials**
  - Provide on-site customer installation training and support

- **Extensive product testing capabilities at our state-of-the-art test lab**
  - We lead the industry in developing higher load values, faster product installations and increased building safety standards to better serve the needs of our customers

- **Product availability with delivery in typically 24 – 48 hours or less**

- **Active involvement with code officials and agencies to improve building construction practices**

Testing of Simpson Strong-Tie® FX-70 Structural Repair and Strengthening System at Simpson’s Tyrell Gilb Research Lab – the industry’s first full-scale, cyclic test of a repaired wood pile.
Simpson Historical Operating Income Margin Versus Proxy Peer Average

 Proxy peer average includes: AAON, AMWD, APOG, AWI, CBPX, EXP, ROCK, IIIN, DOOR, PATK, PGTI, NX, SUM, TREX, USCR and WMS.
From 2010 – 2018, Simpson has grown EPS by 370% and increased its annual dividend by 118%

Our 2018 Sales by Product…

(|$ USD Millions|)

- Wood Construction $913
- Concrete Construction $165
- Other $0

and Across Operating Segments

(|$ USD Millions|)

- North America $911
- Europe $159
- Asia/Pacific $9

EPS(1)

<table>
<thead>
<tr>
<th>Year</th>
<th>EPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$0.58</td>
</tr>
<tr>
<td>2011</td>
<td>$1.04</td>
</tr>
<tr>
<td>2012</td>
<td>$0.87</td>
</tr>
<tr>
<td>2013</td>
<td>$1.05</td>
</tr>
<tr>
<td>2014</td>
<td>$1.29</td>
</tr>
<tr>
<td>2015</td>
<td>$1.38</td>
</tr>
<tr>
<td>2016</td>
<td>$1.86</td>
</tr>
<tr>
<td>2017</td>
<td>$1.94</td>
</tr>
<tr>
<td>2018</td>
<td>$2.72</td>
</tr>
</tbody>
</table>

Dividends Per Share(2)

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividends Per Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$0.40</td>
</tr>
<tr>
<td>2011</td>
<td>$0.50</td>
</tr>
<tr>
<td>2012</td>
<td>$0.50</td>
</tr>
<tr>
<td>2013</td>
<td>$0.55</td>
</tr>
<tr>
<td>2014</td>
<td>$0.62</td>
</tr>
<tr>
<td>2015</td>
<td>$0.70</td>
</tr>
<tr>
<td>2016</td>
<td>$0.81</td>
</tr>
<tr>
<td>2017</td>
<td>$0.87</td>
</tr>
<tr>
<td>2018</td>
<td>$0.87</td>
</tr>
</tbody>
</table>

(1) The enactment of the Tax Cuts and Jobs Act in December 2017 resulted in a provisional net charge of $2.2 million in the fourth quarter of 2017, or an impact of $0.04 per fully diluted share.

(2) Chart represents annual dividends declared. Part of the 2013 dividend was accelerated due to uncertainty of changes to tax code in 2013. The dividend paid in December 2012 is included in 2013.
Disciplined Capital Allocation Strategy

Simpson has established a current target capital return to stockholders of a minimum of 50% of cash flows from operations through both dividends and repurchases of its common stock

Cash Flow from Operations

- Improve cash flow through better management of working capital and overall balance sheet discipline
- Committed to returning 50% of cash flow from operations to stockholders

Share Repurchases

- Maintain opportunistic approach
- ~$49 million available for share repurchases (of $100 million authorization through 2019)

Organic Growth Investments

- Focus primarily on organic growth opportunities through strategic capital investments in the business

Dividends

- Maintained and grown quarterly cash dividends consistently since 2004
Thoughtful Deployment of Capital

In nearly three years\(^{(1)}\) we have…

- Increased our quarterly dividend by approximately 30%
- Repurchased more than $230 million in shares, including a record $111 million in fiscal 2018

…resulting in returns of our cash flow from operations to stockholders of approximately 80%.

---

**Cash Flow from Operations, Capital Invested and Capital Returned**

(2017 – YTD 2019\(^{(1)}\))

- **Cash Flow from Operations**: $428 M
- **Capital Expenditures**: $112 M
- **Acquisitions**: $33 M
- **Share Repurchases**: $232 M
- **Dividends**: $107 M

\(^{(1)}\) Data represents January 1, 2017 to September 30, 2019.
### 2020 Plan

#### KEY OBJECTIVES

<table>
<thead>
<tr>
<th>1</th>
<th>FOCUS ON ORGANIC GROWTH</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FY 2016 Actual</strong></td>
<td>• $861 M Net Sales</td>
</tr>
<tr>
<td><strong>2020 PLAN</strong></td>
<td>• ~8% Organic Net Sales CAGR(2)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2</th>
<th>RATIONALIZE COST STRUCTURE TO INCREASE PROFITABILITY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FY 2016 Actual</strong></td>
<td>• 31.8% Operating Expenses as a % of Net Sales</td>
</tr>
<tr>
<td><strong>2020 PLAN</strong></td>
<td>• ~26% - 27% Operating Expenses as a % of Net Sales</td>
</tr>
<tr>
<td></td>
<td>• 16.4% Operating Income Margin</td>
</tr>
<tr>
<td><strong>2020 PLAN</strong></td>
<td>• ~16% - 17% Operating Income Margin</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>3</th>
<th>IMPROVE WORKING CAPITAL MANAGEMENT &amp; BALANCE SHEET DISCIPLINE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FY 2016 Actual</strong></td>
<td>• 2x Inventory Turn Rate</td>
</tr>
<tr>
<td><strong>2020 PLAN</strong></td>
<td>• Working with external consultant to identify further improvements to inventory management</td>
</tr>
</tbody>
</table>

#### IMPROVE RETURN ON INVESTED CAPITAL(3)

- Execution on the 2020 Plan is expected to substantially enhance ROIC
- Expect to achieve 15% to 16% ROIC target by FY 2020, up from 10.4% in FY 2016

#### INCREASE CAPITAL RETURN TO STOCKHOLDERS

- Committed to returning 50% of cash flow from operations to stockholders
- Utilize capital from inventory reductions and balance sheet efficiency improvements to repurchase shares
- Review properties for potential sale / sale-leaseback options; capital release to be used for repurchases

---

(1) Note: Updated as of July 29, 2019. The initial 2020 plan was unveiled on October 30, 2017.

(2) Based on FY 2016 reported net sales of $861 million.

(3) See slide 28 for Return on Invested Capital (ROIC) definition.
Recent stock price performance reflects clarity surrounding business strategy, growth prospects and operational efficiencies.

Note: Proxy peer average includes: AAON, AMWD, APOG, AWI, CBPX, EXP, ROCK, IIIN, DOOR, PATK, PGTI, NX, SUM, TREX, USCR and WMS.

Note: As of October 31, 2019.
## Robust Sustainability Programs

**We believe in doing what’s right for our people, customers and community**

### Environmental Efforts

<table>
<thead>
<tr>
<th><strong>Manufacturing Process</strong></th>
<th>Our value engineering process optimizes design while maximizing performance for construction</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Energy Efficiencies</strong></td>
<td>We strive to increase energy efficiencies at our facilities for environmentally friendly, cost-effective operations</td>
</tr>
<tr>
<td><strong>Sustainable Building Practices</strong></td>
<td>We support established national and local sustainable building practices</td>
</tr>
<tr>
<td><strong>Recycling</strong></td>
<td>We recycle most key materials to reduce our impact on the environment</td>
</tr>
<tr>
<td><strong>Innovative Product Use</strong></td>
<td>Our products strengthen structures they are installed in, making them more able to resist natural forces</td>
</tr>
<tr>
<td><strong>Quality Programs</strong></td>
<td>We follow a quality system that manages defined procedures to ensure consistent product quality</td>
</tr>
<tr>
<td><strong>Environmental Health &amp; Safety</strong></td>
<td>We conduct safety audits at our manufacturing facilities around the world</td>
</tr>
</tbody>
</table>

### Social Programs

<table>
<thead>
<tr>
<th><strong>Employee Involvement</strong></th>
<th>Our employees dedicate hundreds of volunteer hours each year in their local communities</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>All Inclusive Workplace</strong></td>
<td>Our Boulstrop, Denmark, branch was named &quot;Inclusive Workplace of the Year&quot; in 2014</td>
</tr>
<tr>
<td><strong>Scholarships</strong></td>
<td>Our program provides financial assistance to employees’ children, and to engineering and architecture students</td>
</tr>
<tr>
<td><strong>Sponsorships</strong></td>
<td>We sponsor a variety of campaigns to help support those in our industry</td>
</tr>
<tr>
<td><strong>Disaster Relief</strong></td>
<td>Simpson supports disaster relief and recovery efforts around the globe</td>
</tr>
<tr>
<td><strong>Industry Recognition</strong></td>
<td>We collaborated with academia on the NEESWood Capstone project</td>
</tr>
<tr>
<td><strong>Careers</strong></td>
<td>We value the individuals and the creativity that individuals can bring to the workplace</td>
</tr>
</tbody>
</table>

For more information, visit [http://www.simpsonmfg.com/social-responsibility](http://www.simpsonmfg.com/social-responsibility)
### Truss Products

- Truss plates are made from light-gauge galvanized steel and are pressed into lumber to join wood members together, which create a structural roof truss.
- Our manufacturing facilities incorporate state-of-the-art technology to consistently produce top-quality truss connector plates with some of the highest loads in the industry.

### Truss Software

- Our truss software supports our core wood product offering by providing a complete system.
- Our Component Solutions® truss software suite offers comprehensive project management and design tools in a real-time 3D experience.
- Truss Studio® provides simple, robust tools for truss design that enable Designers to become proficient in less time.
- CS Director® streamlines project management by scheduling and tracking tasks, creating truss libraries, managing workflows and providing access to remote team members.
- EWP Studio® is a layout, design and analysis solution for engineered wood products that complements our component software offering.

### Select Truss Products and Software

- **TRUSS PLATES**
- **ROOF TRUSS CLIPS**
- **SEISMIC AND HURRICANE TIES**
- **CS TRUSS STUDIO**
- **CS DIRECTOR**
- **CS EWP STUDIO**
Outdoor Accents® Decorative Hardware

- Outdoor Accents wood connectors and fasteners offer decorative appeal and structural strength to outdoor living areas such as pergolas, gazebos and patio covers.
- The hardware accommodates various lumber sizes, providing flexibility for designing and building custom outdoor structures.

Select Outdoor Accents Products

- APB ADJUSTABLE POST BASE FOR COLUMNS AND POSTS
- APT FLAT STRAPS FOR 90° ANGLES
- OUTDOOR ACCENTS STRUCTURAL WOOD SCREW AND HEX-HEAD WASHER
Concrete Construction — Product Spotlight

Mechanical Anchors

• Our mechanical anchors are designed to install easily and securely into a variety of base materials — including concrete, brick and stone
• For applications where there is a risk of concrete cracking, specific anchors have been designed and tested to offer reliability under these conditions
• Engineers and contractors trust Simpson Strong-Tie anchors for optimum performance under the most demanding structural applications

Select Mechanical Anchors Products

- TITEN HD® HEAVY DUTY SCREW ANCHOR
- TITEN® 2 CONCRETE AND MASONRY SCREW
- STRONG-BOLT® 2 WEDGE ANCHOR
Software Critical to Preserve & Grow Core Business

Technology strengthens our value proposition as the industry trusted partner in construction solutions and building software systems.

**INVESTMENTS IN SOFTWARE**

**Acquired CG Visions (January 2017)**
- Provides expertise and resources to offer software solutions and services to builders and lumber building material dealers
- Supports efforts to further develop integrated software component solutions for the building industry

**Proprietary Truss Software**
- Ongoing development to support truss component manufacturers
- Small and medium-sized component manufacturers represent >40% of truss market
  - Focused on converting medium-sized customers
  - Enabled by increased software capabilities and sophistication of our solutions

**THREE PILLARS**

**DEVELOPMENT**
- Truss Studio design
- Director management
- Web apps

**PARTNER**
- Hyphen back office ERP
- CSD I joist floor design
- Wall panel design

**ACQUIRE**
- CG Visions
- LotSpec Acad & Revit options

Technology strengthens our value proposition as the industry trusted partner in construction solutions and building software systems.
2020 Plan Improvements by Initiative

In an effort to both reduce costs and drive profitability, we will be focused on operational improvements in our key focus areas.

**EUROPE**
- Consolidated European management team to one head of operations; creates efficiencies and accountability across European business
- Divested Gbo Poland and Gbo Romania; enables management to focus on end user markets core to its strategy
- Consolidated two operating facilities with duplicative operations into a single location; expect to realize cost savings

**CONCRETE**
- Ceased development of low-margin concrete repair product lines; addressable market size shifts to $1.3B
- Improved concrete gross profit margins by 240 basis points year-over-year in 2018
- Focus on higher-margin product lines and cease acquisitions in concrete repair space

**SOFTWARE**
- Investing in software solution enhancements while holding R&D expenses steady
- Refocus efforts on medium-sized truss component manufacturers to grow share
  - Continue to support smaller-sized customers
  - Improve operating efficiencies through rationalization of manufacturing footprint
Track Record of Stockholder Engagement and Responsiveness

- Members of our management and Board engaged with stockholders, representing ~51% of our shares, regarding compensation and governance topics, which resulted in the following changes:
  - Introduced long-term incentive award with three year relative TSR performance modifier
  - Increased percentage of NEO’s compensation that is delivered in equity and vests over multiple years
  - Added stock ownership guidelines for each of our Named Executive Officers and directors
  - Improved disclosure of our compensation programs
- Hired independent compensation consultant to assist the Board in redesigning the compensation plan

- In direct response to stockholder feedback and following a deep review of our executive compensation and governance practices, the Board approved several significant changes including:
  - Transformed our executive compensation program to enhance long-term performance orientation
    - Increased the proportion of total NEO compensation delivered in equity with multi-year vesting
    - Established three year performance measurement period in long-term incentive awards
    - Adopted operational metrics in long-term incentives that align with our strategy
    - Modified compensation targeting practices to target the median for compensation elements
  - Eliminated the stockholder rights plan
  - Shortened director term limits to 15 years for new directors that are elected to the Board (current directors’ term limits will remain at 20 years)
  - Adopted compensation risk policies; clawback, anti-hedging and anti-pledging

- Called a special meeting to provide stockholders with an opportunity to vote on Board declassification and the elimination of cumulative voting
- Committed to adopt proxy access after the special meeting of stockholders
- Announced the retirement of Thomas Fitzmyers as Vice Chairman of the Board, effective as of the 2017 Annual Meeting of Stockholders
- Elected new independent director, Michael Bless, at the 2017 Annual Meeting of Stockholders
- Unveiled "2020 Plan" to improve operational performance and enhance stockholder value

- Announced the election of current board member James Andrasick as chairman of the Board, effective January 1, 2019
- Peter Louras served as the Company’s chairman until December 31, 2018 and will continue to serve on the Board until the 2019 annual meeting. In accordance with the Board’s Corporate Governance Guidelines on director tenure, which provides that no non-employee director who was on the Board prior to 2016 will be nominated for reelection after 20 years of board service, the Board does not plan to nominate Mr. Louras for re-election at the 2019 annual meeting of the Company’s stockholders.

The Board has a track record of engaging with and seeking the feedback of our stockholders as well as taking action on the feedback received.
When referred to in this presentation, the Company’s return on invested capital (“ROIC”) for a fiscal period is calculated based on (i) the net income of the last four quarters as presented in the Company’s condensed consolidated statements of operations prepared pursuant to generally accepted accounting principles in the U.S. (“GAAP”), as divided by (ii) the average of the sum of the total stockholders’ equity and the total long-term liabilities at the beginning of and at the end of such period, as presented in the Company’s consolidated balance sheets prepared pursuant to GAAP for that applicable year. For the purposes of comparability in this calculation, total long-term liabilities excludes long-term finance lease liabilities, which were recognized as of June 30, 2019 as a result of the January 1, 2019 adoption of ASU 2016-02. As such, the Company’s ROIC, a ratio or statistical measure, is calculated using exclusively financial measures presented in accordance with GAAP.
SIMPSON’S PEOPLE MAKE THE DIFFERENCE

simpsonmfg.com/financials