

We are a Fortune 500 company helping more than 1 million businesses get **Ready™** to open their doors with confidence every day by providing a wide range of products and services that enhance our customers' image and help keep their facilities and employees clean, safe and looking their best. With products and services including **uniforms, floor care, restroom supplies, first aid and safety products, fire extinguishers and testing, and safety compliance training**, Cintas helps customers get **Ready for the Workday®**.

NASDAQ: CTAS



VALUE PROPOSITION



We provide businesses with essential and unparalleled image, safety, cleanliness and compliance. This arguably has never resonated more than it does today. A new trend of a greater focus on health, readiness, and outsourcing of non-core activities is underway, and Cintas is well-positioned for the new normal.

OUR VISION:



EXPAND THE MARKET

~60% of new business is with customers who were not in a rental program.

INCREASE MARKET SHARE

We do business with only 1M of the 16M businesses in North America.

PENETRATE CUSTOMER BASE

Our opportunity is significant with penetration rates generally < 20%.

DIVERSE CUSTOMER BASE:

70%

in services providing (healthcare, hospitality, foodservice, etc.)

30%

in goods-producing sectors (manufacturing, construction, etc.)

COMPETITIVE ADVANTAGE:



IT IS OUR CULTURE

Driving meaningful performance and behavior standards.



1 MILLION CUSTOMERS

> **11,000** routes distributing products and services

SIGNIFICANT INVESTMENTS:

- Product and service innovation (retail-inspired garments, branded garments, healthcare scrub rental, hygiene products, chemical dispensing service, etc.)
- New enterprise resource planning system (SAP)

WINNING FINANCIAL FORMULA:



- Organic growth of mid to high single digits
- Incremental operating margins of 20% to 30%
- Double-digit EPS growth
- Strong free cash flow generation



PRUDENT CASH DEPLOYMENT:

- Acquisitions
- Annual dividend increased each year since 1983
- Share buybacks



RECORD OF SUCCESS:

- Grew sales and EPS 49 of past 51 years
- Organic growth of 5% to 7% the past decade
- Double-digit EPS growth
- Increased annual dividend 37 consecutive years

Mike Hansen, EVP & CFO | 513.972.2079



Paul Adler, VP Treasurer & IR | 513.972.4195