BizNGO Chemical Footprint Project Conference 2015
Moving Beyond Compliance: Campaigns & Corporate Strategies

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GOJO Industries – Akron, Ohio

- Purpose-driven
- Family-owned
- Private Company
Objectives

- Share the new GOJO 2020 Sustainable Value Strategies and Goals
- Illustrate the highpoints and lessons learned from our journey thus far
- Invite your feedback and engagement during the remainder of the conference and going forward
Establish and maintain an industry-leading sustainable chemistry policy, including halving our Chemical Footprint by 2020
## GOJO Sustainable Value Strategies & Goals

<table>
<thead>
<tr>
<th>Five-Year Strategy</th>
<th>2020 Goals</th>
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<tr>
<td><strong>Innovate to Create Sustainable Value</strong></td>
<td>• Double global sales from products with third-party certifications</td>
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<td>• Establish and maintain an industry-leading sustainable chemistry policy, including halving our Chemical Footprint</td>
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<td>• Source reduce packaging material by 15%</td>
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<td><strong>Elevate Public Health and Well-Being</strong></td>
<td>• BHAG: Bring Well-Being to One Billion People Every Day</td>
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<td>• Be the most recognized advocate for well-being through hygiene in our industry</td>
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<td><strong>Steward a Thriving Environment</strong></td>
<td>• Recover and reuse or recycle 50% of dispenser materials from the value chain</td>
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<td>• 90% of GOJO Strategic, Preferred and Collaborative suppliers meet GOJO Sustainable Value Responsible Sourcing Criteria</td>
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<td>• GOJO distribution operations powered by renewable energy</td>
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<td><strong>Foster a Culture of Sustainable Value</strong></td>
<td>• Core processes are infused with SWOW℠ to create Sustainable Value</td>
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<td>• All employees are engaged in SWOW℠</td>
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1946 – Founding: A Safer Way to Clean Hands
2006 – First to Market Green Certified Hand Cleaners
2010 – World’s First Green Certified Hand Sanitizer
2013 – Sustainable Chemistry and Packaging Policy

- Help achieve GOJO and customer sustainability goals
- Promote viable ingredient, material and process alternatives
- Meet or exceed customer expectations
- Meet or exceed legal and regulatory requirements
- Reduce risks and improve costs

GOJO SUSTAINABLE
CHEMISTRY POLICY
STRATEGIC INTENT
GOJO is committed to developing formulas in a responsible, innovative, and proactive manner that minimizes potential health and environmental impacts. GOJO Sustainable Chemistry is about strategic asset balancing, and fully considers the following objectives:
- Help achieve GOJO and customer sustainability goals
- Promote viable ingredient and process alternatives
- Meet or exceed customer expectations
- Meet or exceed legal and regulatory requirements
- Reduce risks and improve costs

GOJO SUSTAINABLE PACKAGING AND SYSTEMS POLICY
STRATEGIC INTENT
GOJO is committed to designing packaging and delivery systems in a responsible, innovative, and proactive manner that integrates potential health and environmental impacts, and fundamentally changes the following objectives:
- Help achieve GOJO and customer sustainability goals
- Promote viable material and process alternatives
- Meet or exceed customer expectations
- Meet or exceed legal and regulatory requirements
- Reduce risks and improve costs

Guiding Principles

GOJO Sustainable Value Prize Principles:
- We evaluate opportunities to integrate Sustainability values on a case-by-case basis, with a global lens.
- We prioritize work on identified areas of environmental sustainability.
- We encourage and seize the opportunities hidden within a complex and ever-evolving landscape.
- We strive to move beyond short-term risk and cost mitigation to long-term opportunity creation.

GOJO Sustainable Value Proposition Innovations will:
- Encourage and promote healthy, sustainable behaviors
- Adhere to GOJO’s Precautionary Standards by using ingredients purchased from socially responsible suppliers
- Use ingredients that are constructive, that never compromise quality and performance standards to improve sustainability
- Disclose ingredient information in a way that allows health and environmental impacts to be assessed

We will take the following approaches to advance our goals, targeting improvements relative to existing solutions.

GOJO Sustainable Value Packaging and Systems Innovations will:
- Encourage and promote healthy, sustainable behaviors
- Adhere to GOJO’s Precautionary Standards by using materials purchased from socially responsible suppliers
- Use materials that are cost-effective, that never compromise quality and performance standards to improve sustainability
- Minimize or eliminate waste by designing with the products end of life in mind.
Sustainable Value Guiding Principles

- Decision making guidance to embed the mindset

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<th>GUIDING PRINCIPLES</th>
<th>Decisions and actions will be guided by the following set of principles:</th>
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<td>GOJO Sustainable Value Principles:</td>
<td>We evaluate short and long-term reputational implications of our decisions</td>
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<td>We innovate products with market-facing sustainable value, advocating for both evolutionary and revolutionary solutions</td>
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<td>We employ whole systems thinking in all of our work, acknowledging the full life cycle of our products and processes</td>
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<td>We evaluate opportunities to enhance Sustainable Value on a case by case basis, with a global lens</td>
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<td>We optimize social, environmental and economic sustainability</td>
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<td>We uncover and seize the opportunities hidden within a complex and evolving landscape</td>
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2014 – CFP Pilot Participation
2014 – Exceeded 2015 Goal Targets

GOJO 2014
SUSTAINABILITY SCORECARD

- Hand Hygiene (Diluted): +51% change since 2010
- Water Use: 50% change since 2010
- GHG Emissions: -52% change since 2010
- Solid Waste: -6% change since 2010
- Waste Recycled: 13% change since 2010
- Hazardous Waste: 73% change since 2010
- Certified Products: 126% change since 2010

In 2010, GOJO announced voluntary goals to improve our environmental impacts. We set 2015 targets of:
- Reducing water use by 36 percent
- Reducing solid waste by 25 percent
- Reducing greenhouse gas (GHG) emissions by 5 percent, compared to the 2010 baseline.
2015 – Multiple Highpoints!

Relative Priority of Sustainability Topics

- Topics to Manage, Set Goals, & Provide Robust Discussion in Reporting
- Topics to Monitor & Potentially Manage

Significance to GOJO

Significance to Stakeholders

Topics:
- Quality
- Partnerships
- Chemicals
- Reporting
- Governance of
- Thought Leadership
- Sustainable Supply Chain
- Reducing and Offsetting Impacts
- Reduce Waste in Use Phase
- Product Labeling/Public Disclosure
- Product Certifications
2015 – Multiple Highpoints!

2015 CHAMPION FOR CHANGE AWARD
Lessons Learned & Best Practices

- Set a clear **VISION**; don’t merely aim for “improvements”
- Focus on **PROCESS** to positively impact products
- Make time for the tough **CONVERSATIONS**
- It is not only R&D’s job; **EVERYONE** has a role
- Establish external stakeholder **ACCOUNTABILITY**
- **ENGAGE, LEARN & COLLABORATE!**
We're On This Journey Together

- GOJO is dedicated to being a best-in-class partner to our stakeholders

- To view our Sustainability Report
  - [http://www.gojo.com/sustainability](http://www.gojo.com/sustainability)

- To contact me, email
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