SAVING LIVES AND MAKING LIFE BETTER THROUGH WELL-BEING SOLUTIONS

Purpose-Driven Family Enterprise

IMPLEMENTING SUSTAINABLE CHEMISTRY
Establish and maintain an industry-leading sustainable chemistry policy including reducing our chemical footprint by 50%

OBTAINING RELEVANT PRODUCT CERTIFICATIONS
Double global sales from products with third-party certifications by 2020
CHEMICALS OF HIGH CONCERN – TOWARDS REDUCTION

We are working on reducing our 4 largest CoHC’s

<table>
<thead>
<tr>
<th>% of GOJO Chemical Footprint</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>Remainder</th>
</tr>
</thead>
<tbody>
<tr>
<td>% of GOJO Chemical Footprint</td>
<td>40%</td>
<td>30%</td>
<td>20%</td>
<td>10%</td>
<td>5%</td>
</tr>
</tbody>
</table>

92% of total

We are working on reducing our 4 largest CoHC’s

Strategies to Reduce CoHCs
1. Reformulate product – remove or replace CoHC
2. Find a new source / supplier of raw material
3. Encourage customer(s) to switch to an alternative product

Example 1 – Chemical A
• It’s not all about CoHCs. There can be multiple objectives when reformulating.
• Customer response to changes. Customer acceptance must be achieved.
• Technical issues. Performance must be achieved.
• Work began in 2013, heightened in 2016

Example 2 – Chemical B
• Upstream vs. downstream risk of exposure
• Ingredient vs. impurity
• Alternate supplier
• Vendor testing data / 3rd party verification
• Work began in 2017