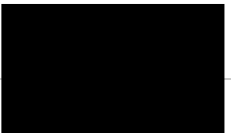




ZEP PARTNERSHIP

Document for discussion

- 1** Introduce the core team dedicated to supporting our relationship with [REDACTED]
- 2** Share observations from our recent store walkthrough at your [REDACTED] location
- 3** Discuss how we can jointly expand our value-add partnership
 - Review areas of opportunity
 - Review product bundle and value proposition for [REDACTED]
- 4** Align on next steps



WE HAVE A LEGACY OF PERFORMANCE



Established in 1937. Zep is a leading innovator, producer and distributor of specialty chemicals for the industrial, manufacturing, vehicle care, food & beverage and retail markets.



**Professional
Solutions Done
Right**

Our offerings

- **Technical/solutions** expertise enabling regulatory compliance and customer productivity targets
- **Breadth of differentiated**, EPA/FDA approved products & chemistries that disinfect, maintain and protect
- **R&D assets** to create or secure novel, differentiated and safe chemistries
- **Innovative, proprietary formulas** that meet regulatory and performance specifications to your industry
- **Coating technologies** that provide long term clean protection



Value we deliver

Lower Total Cost of Clean

Increased Productivity

Cost Saves and Simplicity

Innovation & sustainability

Compliance and Safety

Brand enhancement



INTRODUCTIONS – DEDICATED TEAM TO SUPPORT OUR PARTNERSHIP



Tad Schimmelpfennig

Retail – President

Tad.Schimmelpfennig@zep.com



Andrew Mayse

Retail – VP

Andrew.Mayse@zep.com



Randy Freeman

Corporate Accounts – VP

Randy.Freeman@zep.com



Bill Moody

Direct Sales – EVP

Bill.Moody@zep.com



COMPLETED A WALKTHROUGH OF YOUR [REDACTED] STORE ON 6/1

APPLICATIONS COVERED



Floor Care



Bathroom and facilities maintenance



Glass surfaces



Disinfectants



Hand care



Air care

MAIN OBSERVATIONS FROM OUR SITE VISIT

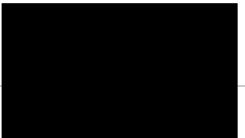
Initial observations from store walkthrough

- Products are not restricted to a locked-out system as recommended by industry best practices
- Lack of a dilution systems limits usage control and may affect the consistency of results
- Many different SKUs are ordered through distributors resulting in a scattered and mixed program
- Improved customer experience enhanced cleanliness in restrooms

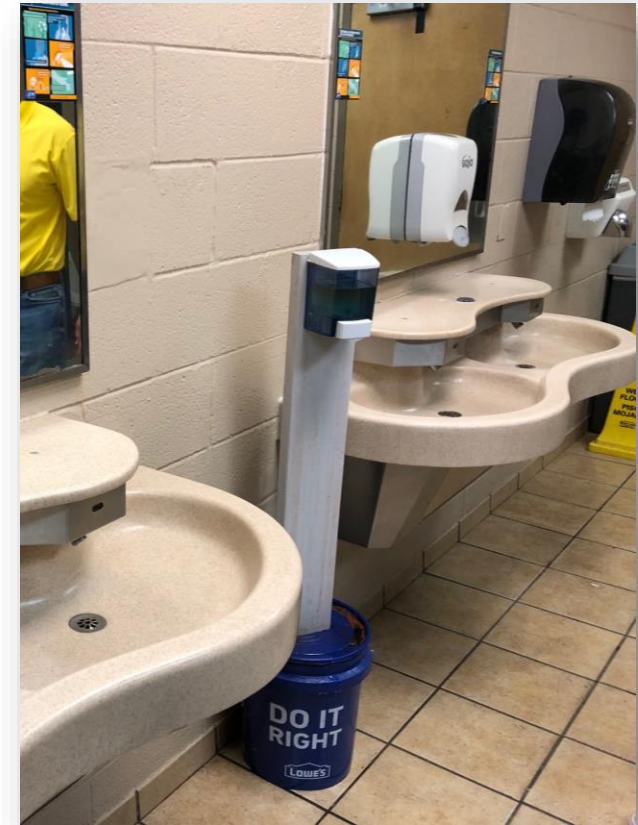
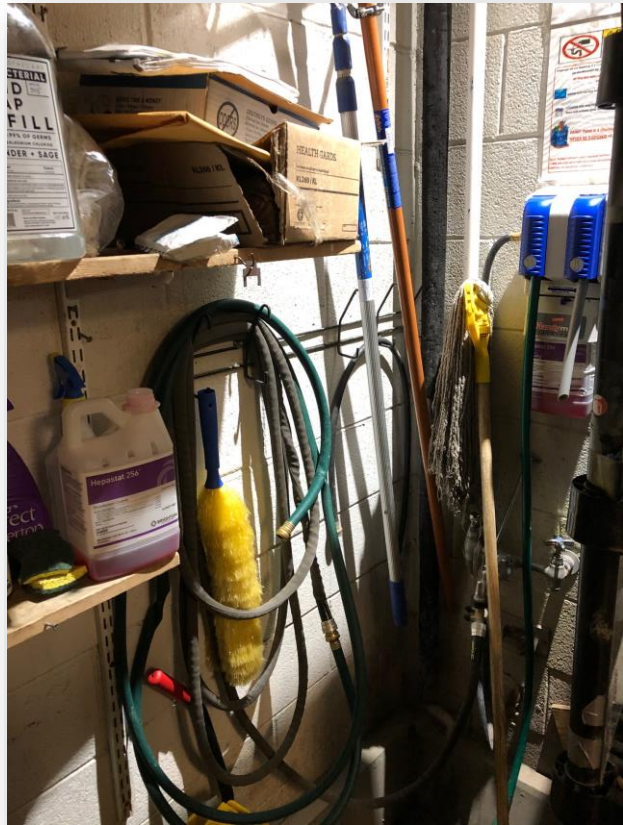


Value opportunities identified – to be jointly further validated

- Cost saves – through product usage control and prevention of misuse (lower cost / usage)
- Ensure best cleaning efficacy and productivity through an integrated product, equipment and expertise solution
- Enhancement of product performance and outcomes through the delivery of consistent and controlled concentrations
- Development of SOPs on specific cleaning procedures to deliver a higher level of clean
- Consolidate your “back of house” product purchasing to a single supplier



AREAS COVERED DURING WALKTHROUGH



WE WILL DELIVER EXCEPTIONAL RESULTS THROUGH OUR BUNDLED SOLUTIONS DESIGNED EXCLUSIVELY FOR YOU

I Differentiated Products



- Differentiated chemicals that meet your needs
- Innovation to develop and implement solutions that evolve with your needs
- High performing EPA/FDA approved chemicals

II Equipment Solutions



- Industry-leading equipment solutions that deliver increased performance and durability
- Equipment purposely matched to chemistries and applications to ensure superior results
- Zep guarantee on equipment performance and service

III Technical Expertise



- SOP development and technical support to reduce resource consumptions and increase the quality of results
- Advanced formulation support to ensure consistent results
- Training, KPIs and value reporting
- Technical Field Organization to support equipment and training



DIFFERENTIATED PRODUCTS THE OFFER YOU SUPERIOR PERFORMANCE

Sanitizers & Disinfectants



Apriza II



Lemonex III

Restroom Care



Ring Master

Glass Cleaner



Concentrated Glass Cleaner

Description

- A concentrated, all purpose hard surface cleaner and sanitizer fortified with peroxide for all light to heavy-duty cleaning tasks.

- A concentrated quat based germicidal detergent and disinfectant with lemon fragrance. Cleans, deodorizes, and disinfects in one easy step.

- Replaces Spirit II RTU

- An easy-to-use, water-disable, all purpose bathroom cleaner that removes rust, scum, hard water deposits and stains from porcelain, ceramic, chrome, aluminum, and stainless steel fixture surfaces. Also great for toilet bowls.

- A concentrated glass cleaner that quickly penetrates and removes fingerprints, smudges, and airborne contaminants from all glass and water washable surfaces.

Features

- Removes mildew stains.
- Has pleasant lemongrass scent that acts as a room deodorizer.
- Can be used as a glass cleaner, degreaser, bathroom cleaner, carpet cleaner and floor cleaner.
- Ability to be used as a daily urinal and toilet bowl cleaner.

- Effective in preventing growth of mold and mildew, and the odors they cause.
- Great for areas which are prone to odors caused by microorganisms.
- Recommended for use in high touch areas such as: countertops, door handles, phones, keyboards, touchpads, shopping carts, etc.

- Quickly removes rust, scum, stains and alkaline scale.
- Fresh wintergreen scent. No strong acid fumes.
- Can be used as a heavy-duty toilet bowl cleaner as needed.

- Will not streak or haze, dries quickly and has a rose fragrance.
- Effectively cleans Plexiglas surfaces.





EQUIPMENT SOLUTIONS THAT ENSURE CONSISTENCY ACROSS APPLICATIONS

ZDS 4+1 Dispenser



D-1000 Dispenser



Description

- Differentiated chemical mixing systems that provide simplicity, safety and one-handed convenience.
- Designed for use in any institutional or industrial application where safe and accurate chemical dispensing is necessary.

- Rugged stainless-steel dispenser with reinforced nylon housings.
- Designed to take the abuse of industrial or other heavy use environments.

Key Features

- Unit designed for multiple product dispensing
- Modular design allows conversion to another configuration with just a few snap-on parts
- Exceptional cost saving through using concentrate

- 4-position stroke pump resists corrosion, rust and abrasion
- Dispenses Zep hand care products in round 1-quart bottles





TECHNICAL EXPERTISE TO MAXIMIZE CLEANING EFFICACY, PRODUCTIVITY AND REALIZE COST SAVES

SOP and Training



- We partner with you to develop effective SOPs that fit your needs and drive better outcomes
- Capabilities to deliver training on SOPs and usage
- Oversight and support of third-party contractor to ensure optimal performance and outcomes
- Access to our in-house applications and technical experts
- Visual management and signage to meet your needs
- Right product for right application; proves improvement capabilities

\$aves program

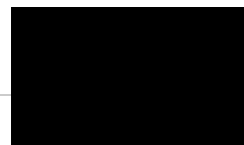


- Product \$aves are validated by you, the customer, and track areas of opportunity within your business to create solutions that deliver \$avings in the following areas:
 - Direct to store savings
 - Chemical Savings
 - Labor Savings
 - Equipment Improvement Savings
 - Operational Process Improvement
 - Environmental Savings
 - Finished Goods Quality Improvement Savings

Value Capture & KPIs

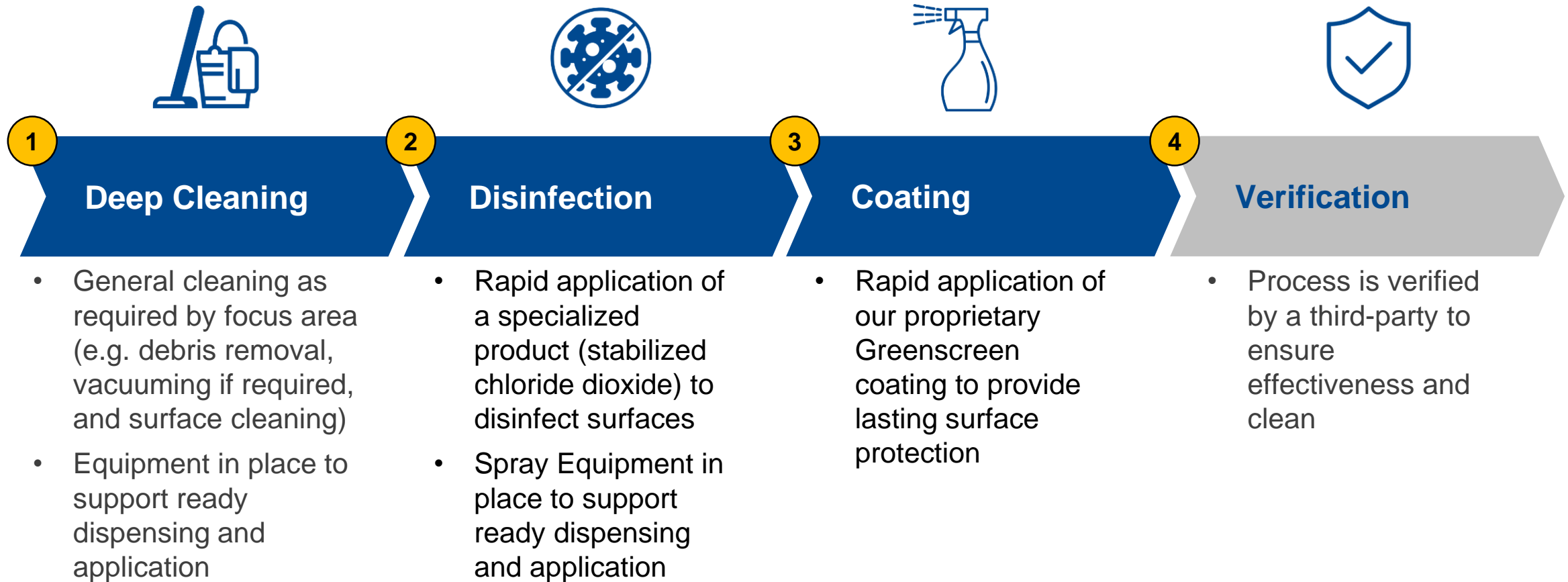


- Field organization that performs QC audits on a regular basis to ensure equipment function and cleanliness level.
- KPIs and audits to be jointly developed:
 - Chemical consumption and total spend
 - Labor hours
 - Water and energy
 - Cost / Application
- Annual category review
- Shipment plans and SLAs





OUR ECOCLEAR INNOVATIONS TO PROVIDE SUPERIOR, LASTING CLEAN



Highly applicable to your bathroom and commons areas – saves money and time!



WE ARE COMMITTED TO PARTNERING WITH YOU TO PROVIDE CUSTOMERS AND EMPLOYEES WITH COMFORT THEY ARE PROTECTED

Zep Assure Program focuses on a Total Solution for your business, based on meeting your exact needs and making improvements that save you time and money



Increased Productivity



Operational Efficiency



Reduced Cost-In-Use



CERTIFIED
Cleaned & Protected
with Zep Products

Last Serviced
6/2/2020



HOW DO WE GET STARTED – PILOT PROPOSED STEPS

Pilot steps to get us started

- 1 Complete store walkthrough to agree on selection of products and equipment
- 2 Agree on pilot objectives, location and timeframe
- 3 Jointly assess pilot performance, KPIs and ROI
- 4 Finalize and agree on final product and equipment selection, technical needs and service levels
- 5 Agree on implementation schedule and execute to plan

Selected areas of focus across stores

- Janitorial closet
- Restrooms
- Hallways
- Lunchrooms
- Public and common areas

