



GOJO, MAKERS OF PURELL™

GOJO INDUSTRIES

Ohio Conference on Clean/Renewable Energy and Energy Efficiency

September 20, 2022



OUR PURPOSE DRIVES EVERYTHING WE DO

Saving Lives and Making Life Better Through Well Being Solutions

Our Vision: We are the global leader in healthy skin and healthy places – a force making businesses, institutions and societies stronger

BHAG: Bring well being to one billion people every day.

FLOURISHING TEAM GOJO



LEADERSHIP

Marcella Kanfer Rolnick
Executive Chair
Third-Generation
Family Leadership

Carey Jaros
President and CEO

A Family Enterprise Devoted to Saving Lives and Making Life Better Through Well-Being Solutions

AWARDS AND CERTIFICATIONS



WBENC-certified WBE
(WBEC-ORV Certificate
WBE2002640, 10/21/20-10/21/22)
, WBEC-West Platinum Supplier



2017 EPA Safer Choice Partner
of the Year



Over 350 SKUs Cradle to Cradle™
Certified Gold with Platinum
Level Material Health rating



Numerous Supplier of the Year
Awards from national distribution
partners and buying groups over
the past two decades



2018 Ethical Corporation Finalist
(Innovation of the Year and
Responsible Business of the Year)



America's #1 brand of hand
sanitizer in healthcare*

*52 Week IRI Data ending April 2018; 2017 HPIS Data;
Hall & Partners, September 2017 Brand Survey.



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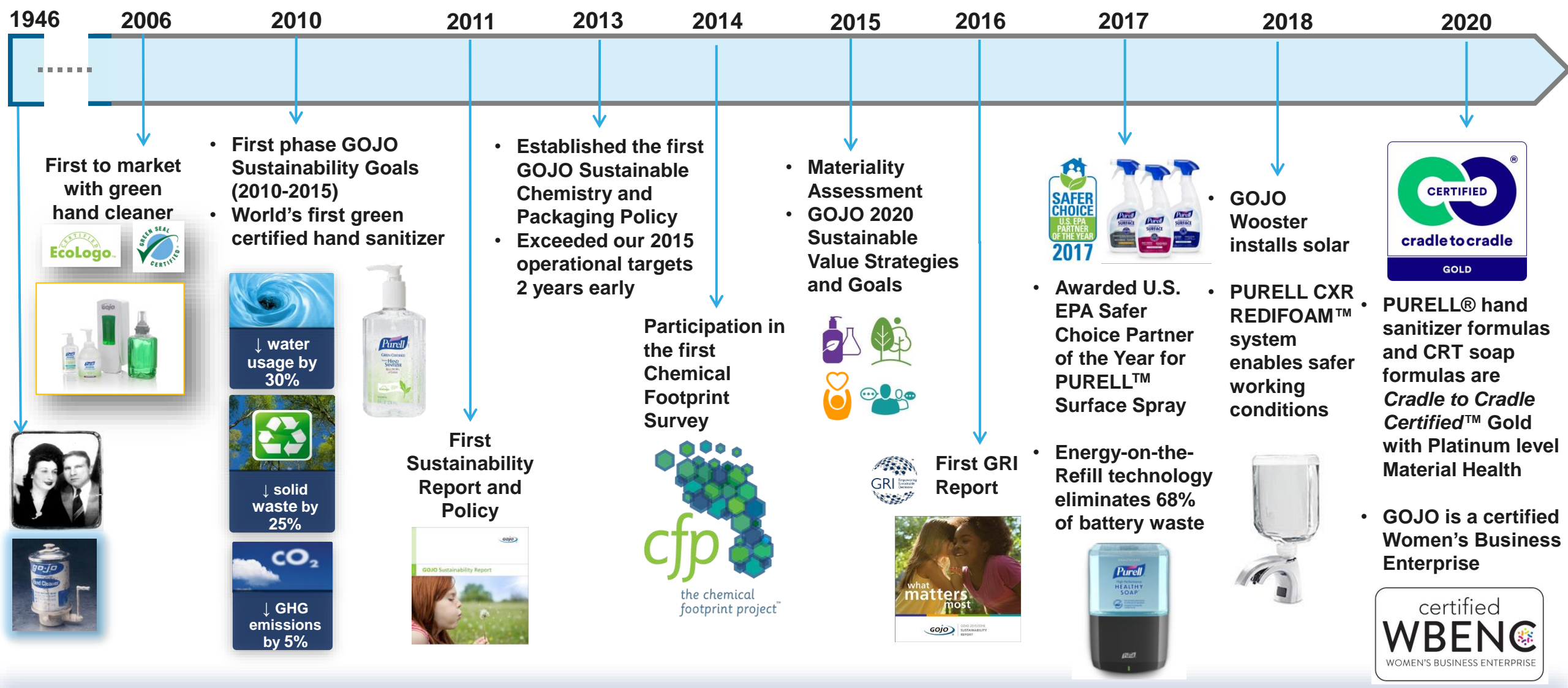
TOM MARTING

- Facilities, EH&S, and Sustainability Director at GOJO Industries
- Environmental and Safety Compliance. Driving sustainable facility design and manufacturing practices into the GOJO Supply Chain
- BS in Chemical Engineering from Ohio University



- Sustainability Senior Manager at GOJO Industries
- Sustainability strategy development and implementation, sustainable product design and certification, external relations, other things.
- BSc in Biology from Denison University, MS from University of Saskatchewan, MBA from Weatherhead School of Management at CWRU

GOJO SUSTAINABLE VALUE MILESTONES



GOJO, MAKERS OF PURELL™

GOJO EXCEEDED ITS 2015 TARGETS FOR WATER, WASTE, AND GHG EMISSIONS

Our Social Sustainability Goal

“Bring Well-Being to
1 BILLION
People Every Day”



Results through 2015:

53% increase:
Hand Hygiene Delivered



2015 GOAL: Reduce water usage by 30%

Results through 2015:
51% reduction



2015 GOAL: Reduce solid waste by 25%

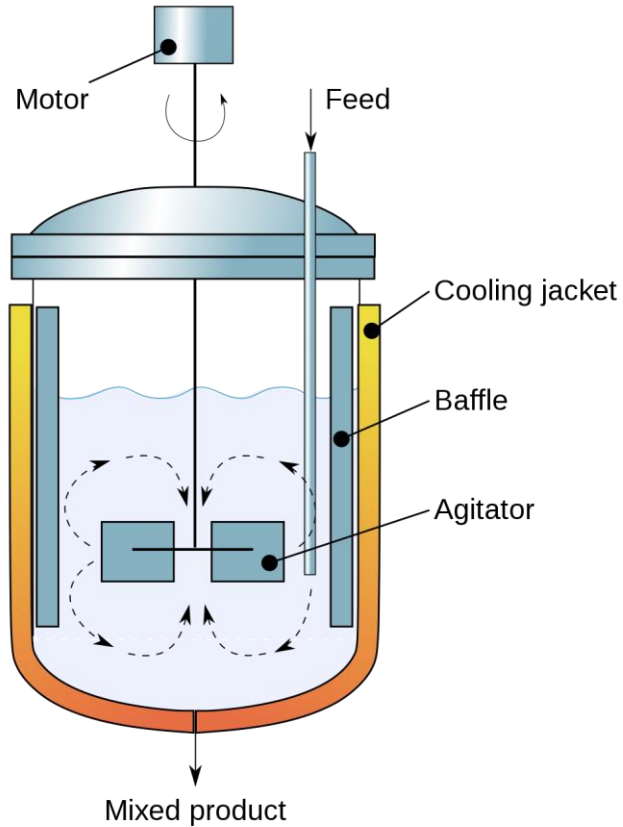
Results through 2015:
47% reduction



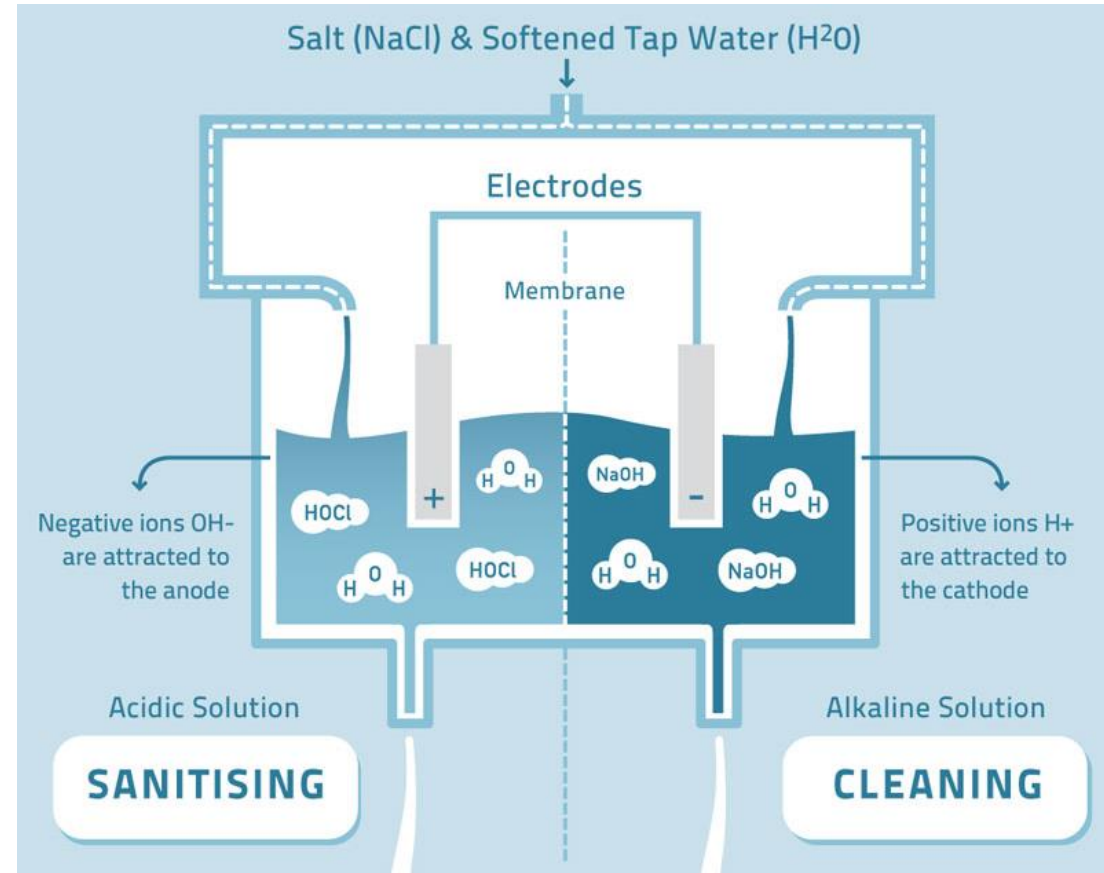
2015 GOAL: Reduce GHG emissions by 5%

Results through 2015:
46% reduction

PROCESS IMPROVEMENTS TO REDUCE ENERGY DEMAND



- Re-formulated some products for cold mixing, reducing or eliminating need for steam heating
- Optimized mixing and addition times to minimize batch mix operation, installed hi pressure low flow cleaning devices
- Campaign batches to reduce number of cleaning cycles
- Replaced chemical cleaning and sanitizing chemicals with on demand E-water process called Safe Water
- Reduces water consumption and concentration of chemicals on industrial effluent



SOLID WASTE AND HAZARDOUS WASTE REDUCTION HAS IMPACTS ON SCOPE 3

- Alcohol based wastes are de-packaged and ethanol is recycled into fuel, allowing our facilities to maintain small quantity hazardous waste generator status
- Obsolete or excess products are preferentially donated or upcycled / reused rather than destroyed
- Approximately 70% of all solid wastes are recycled or reused



- GOJO was recognized in 2016 by Ohio EPA's Encouraging Environmental Excellence program as a Gold Level leader

GOJO 2020 SUSTAINABLE VALUE STRATEGIES & GOALS



STRATEGY: INNOVATE TO CREATE SUSTAINABLE VALUE

Reduce Our Chemical Footprint by 50%

Double Global Sales from Products with 3rd Party Certifications

Reduce Packaging Material by 15%



STRATEGY: ELEVATE PUBLIC HEALTH AND WELL-BEING

Be the Most Recognized Advocate for Well-Being Through Hand Hygiene in Our Industry

BHAG: Bring Well-Being to One Billion People Every Day



STRATEGY: STEWARD A THRIVING ENVIRONMENT

Recover and Reuse or Recycle 50% of Dispenser Materials

Implement a Zero-Waste Fulfillment Process for Dispenser Installation

Ensure 90% of GOJO Strategic, Preferred and Collaborative Suppliers Meet Sustainable Value Responsible Sourcing Criteria

Power GOJO US Distribution Operations by Renewable Energy



STRATEGY: FOSTER A CULTURE OF SUSTAINABLE VALUE

Infuse 20 GOJO Business Processes with Sustainable Ways of Working (SWOWSM)

Engage 40% of GOJO Team Members in SWOW Every Year



GOJO DISTRIBUTION OPERATIONS BECAME 100% POWERED BY RENEWABLE ELECTRICITY IN Q4 2018*

Installed solar panels at our Wooster, OH facility, part of a strategy to increase clean, renewable electricity in our operations

- Values-based decision making
- The solar array is comprised of 1,836 individual 345 W photovoltaic panels
- Total Combined 633 kW(DC) capacity that will produce 757,000 kWh of power annually
- Activated in December 2018, to date the system has produced 2,575,000 kWh



[Video](#)

*Distribution operations energy demand grew in 2020 and now exceeds renewable capacity



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Greenhouse Gas Equivalencies Calculator

Convert emissions or energy data into concrete terms you can understand — such as the annual CO₂ emissions of cars, households, and power plants.



The Greenhouse Gas Equivalencies calculator allows you to **convert emissions or energy data to the equivalent amount of carbon dioxide (CO₂) emissions from using that amount**. The calculator helps you translate abstract measurements into concrete terms you can understand, such as the annual emissions from cars, households, or power plants. This calculator may be useful in communicating your greenhouse gas reduction strategy, reduction targets, or other initiatives aimed at reducing greenhouse gas emissions.

Updated March 2022











2,012 ▼ Tons of Carbon Dioxide (CO₂) equivalent




This is equivalent to greenhouse gas emissions from:

393 gasoline-powered passenger vehicles driven for one year 	4,529,671 miles driven by an average gasoline-powered passenger vehicle 
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This is equivalent to CO₂ emissions from:

205,340 gallons of gasoline consumed 	179,259 gallons of diesel consumed 
2,019,039 pounds of coal burned 	24.2 tanker trucks' worth of gasoline 
230 homes' energy use for one year 	355 homes' electricity use for one year 
10.1 railcars' worth of coal burned 	4,225 barrels of oil consumed 

This is equivalent to carbon sequestered by:

30,174 tree seedlings grown for 10 years 	2,160 acres of U.S. forests in one year 
12.3 acres of U.S. forests preserved from conversion to cropland in one year 	

FOCUSING ON THE BUILDING ENVELOPE TO PREVENT ENERGY FROM LEAVING THE BUILDING - ROOFING



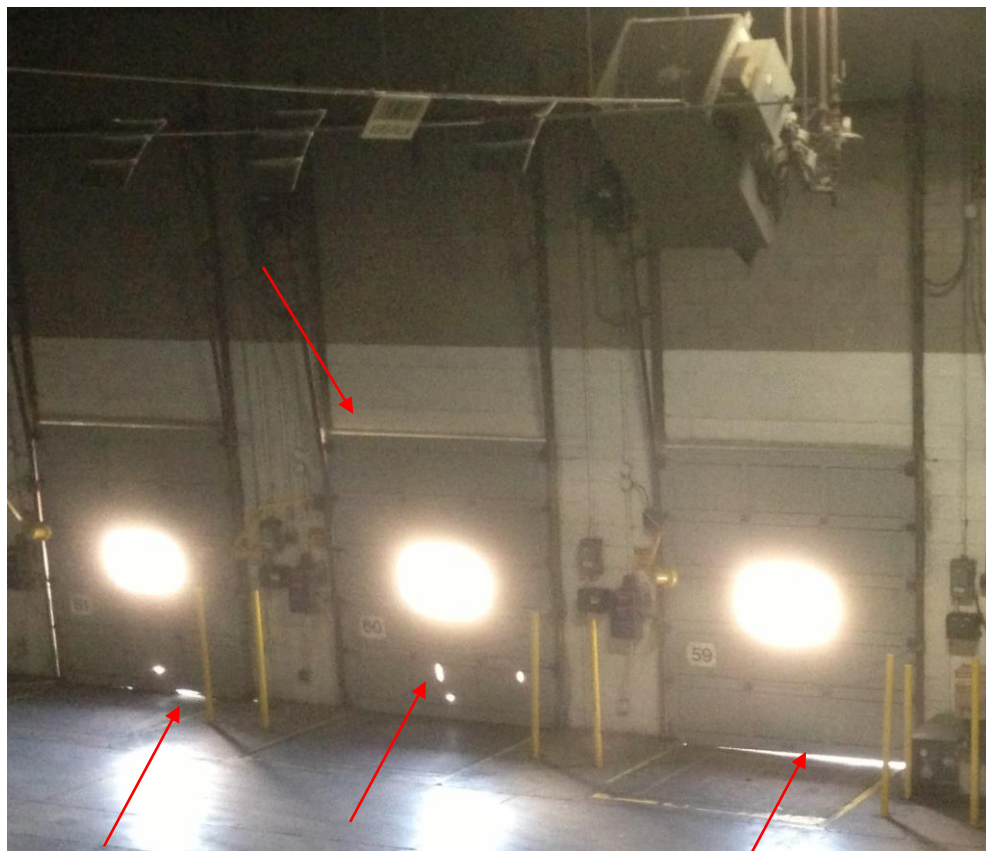
2015



2022

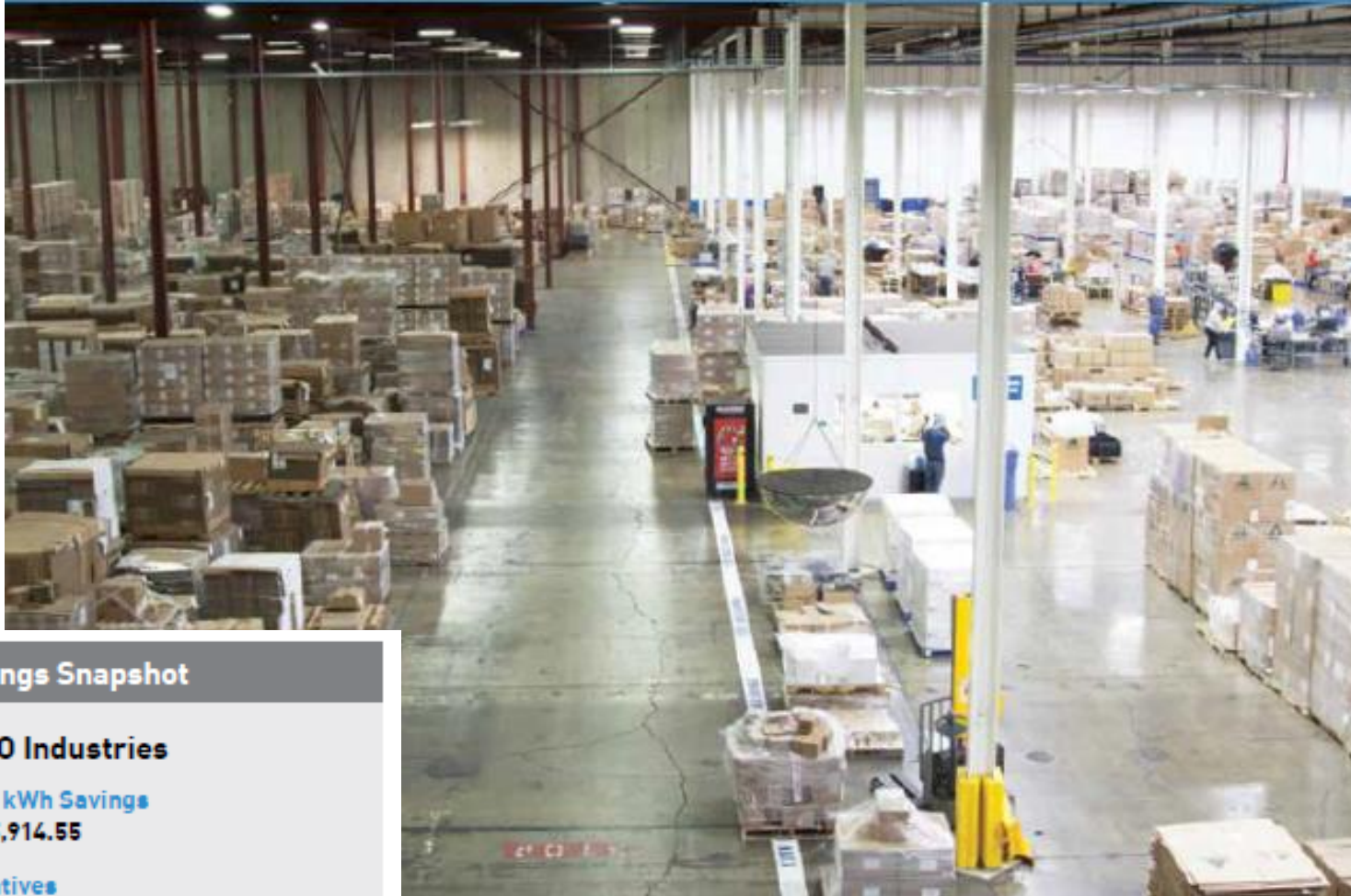
- Roof replacements with increased insulation to R40: requires 8 inches (2 layers) of Polyiso rigid boards and white EPDM mechanically fastened membrane

FOCUSING ON THE BUILDING ENVELOPE TO PREVENT ENERGY FROM LEAVING THE BUILDING – DOCK DOORS



- Repair or replace man door and dock door weather seals and shelters
- Replace gas fired warehouse heaters with infrared locally controlled heaters

LIGHTING SYSTEM UPGRADE – 75% ENERGY REDUCTION PER SQ FT



- Replaced existing metal halide and T12 fluorescent lighting fixtures with LED system with occupancy sensing and scheduling capabilities
- Retrofit over 600,000 square feet of manufacturing floor space
- Occupancy sensing reduced energy by an additional 50%



Metal Halide
36,000 lumen
400 watt
20k hour life

LED
31,000 lumen
200 watt
50k hour life

Savings Snapshot

GOJO Industries

Total kWh Savings
2,315,914.55

Incentives
\$201,082

Estimated Energy Savings
\$185,273

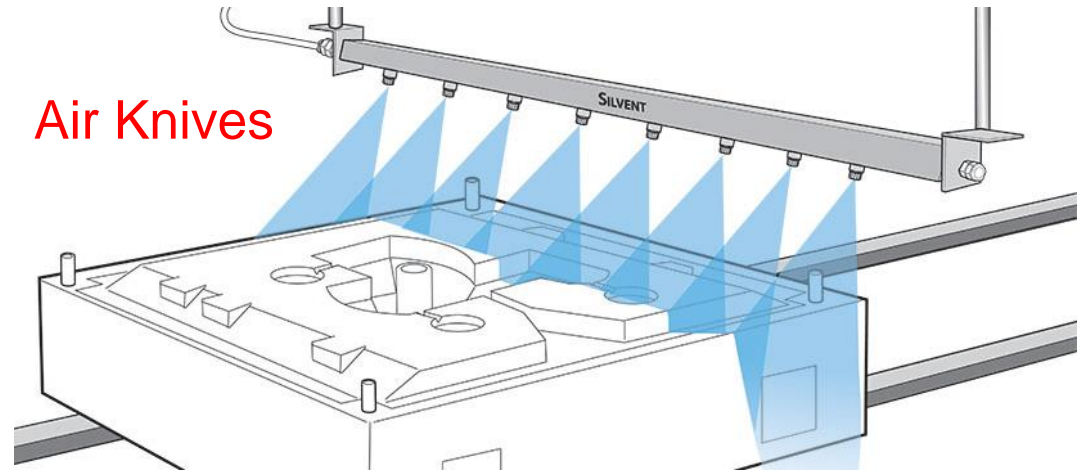


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COMPRESSORS ARE ENERGY CONSUMERS – MANY OPPORTUNITIES FOR SAVINGS



FIND TECHNICAL ALTERNATIVES TO HIGH COMPRESSED AIR CONSUMPTION EQUIPMENT



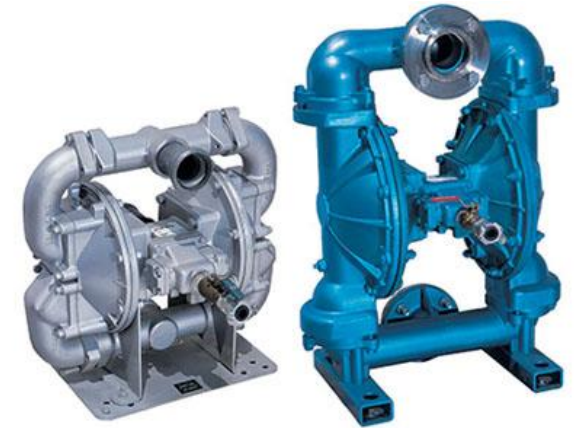
Air Knives



Electrical Cabinet Coolers



Venturi Vacuum Generators



Air Diaphragm Pumps

THIRD SUSTAINABILITY GOAL ARC

Four focus areas to create sustainable value, full strategy to be launched in late 2022



Clean Chemistry

Undisputed leader and continued advocate for the safest and most efficacious solutions in our markets

Flourishing Team GOJO

Unstoppable Team GOJO composed of flourishing individuals who are inspired by each other and energized by our impact

Climate Resilience and Responsibility

GOJO supply chain deployed to address climate change and ecological impact

Plastics and Circular Design

Responsible leader in our markets transforming GOJO primary packaging and delivery system* portfolios to work in a more circular economy

GOJO COMMITTED TO SET TARGETS THROUGH THE SBTI NET ZERO STANDARD

Our progress will transform our business over the coming decades as we tackle Scope 3



GOJO signed a commitment letter to set targets according to the SBTi Net Zero Standard in June '22.

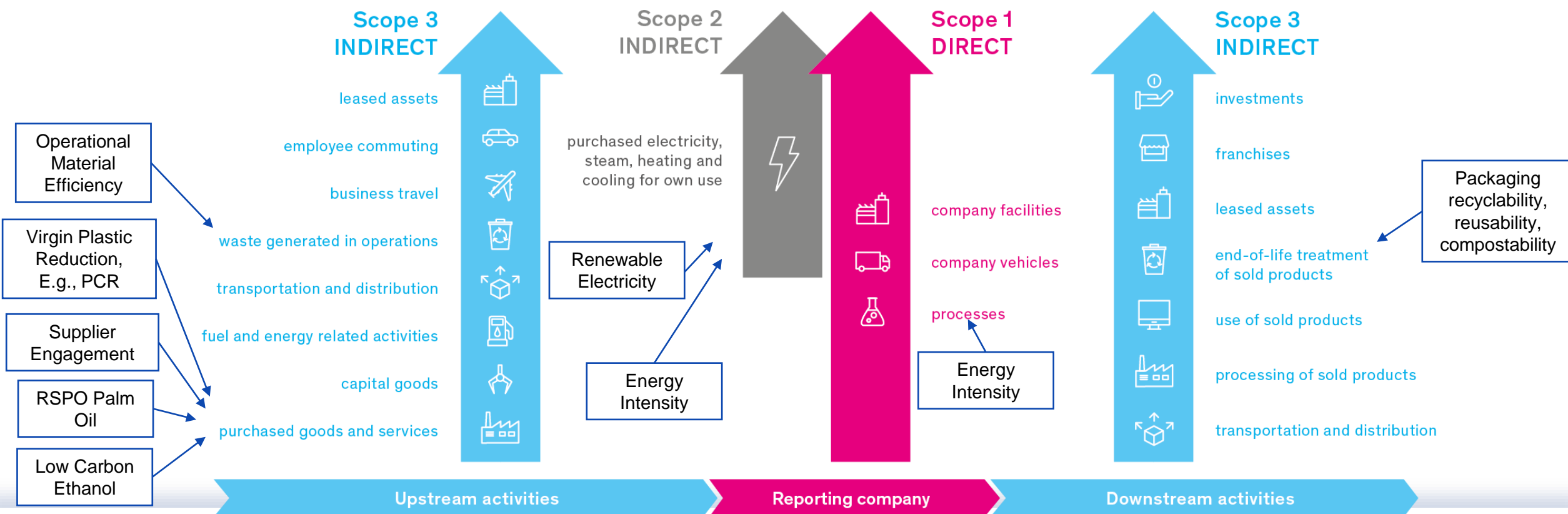
This is the best practice for corporate climate targets.

Through 2030, we will reduce emissions by ~50%, and reach carbon neutrality by 2050 **across our value chain.**

This will require GOJO to **transform** its business.

We will expand use of renewable electricity, drive deeper into energy efficiency, formulate with new ingredients, engineer with new materials, create new business models, build strong partnerships.

A SCIENCE-BASED TARGET REQUIRES ACTION ON ALL 3 GHG SCOPES. OUR PROPOSED SV TARGETS ADDRESS ALL THREE GHG SCOPES



PURELL® ES8 DISPENSING SYSTEM

The PURELL® ES8 dispensing system represents a 68% reduction in battery waste, and a 15% reduction in greenhouse gas emissions when compared to leading touch-free systems on the market.

AT-A-GLANCE™ refill design

Monitor product levels with just one look. We make it quick and easy to see which dispensers need your attention, eliminating complaints about empty dispensers.

Breakthrough Energy-on-the-Refill Technology

Each new refill comes with its own energy source—a coin cell battery that's integrated into the refill. When you replace the empty refill, you're getting fresh product and fresh energy in one simple step. Back-up power inside the dispenser provides added assurance of high performance.



Built for Sustainable Performance

PET bottle and refill components are easy to disassemble. PET bottle 100% recyclable



Hand Hygiene Intelligence

Optional GOJO® SMARTLINK™ plug-in modules let you add intelligent functionality to your dispenser. Track hand hygiene compliance, get alerts when dispensers need service or add other upgrades as technology evolves.

Based on typical use compared to leading traditional touch-free systems



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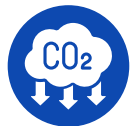
INVESTMENT IN THREE RIVERS ENERGY BIOREFINERY WILL PROVIDE LOW CARBON ETHANOL AND HELP GOJO MEET FUTURE SURGES IN DEMAND



New strategic sourcing partnership with Three Rivers Energy to produce USP grade ethanol from Ohio corn exclusively for GOJO



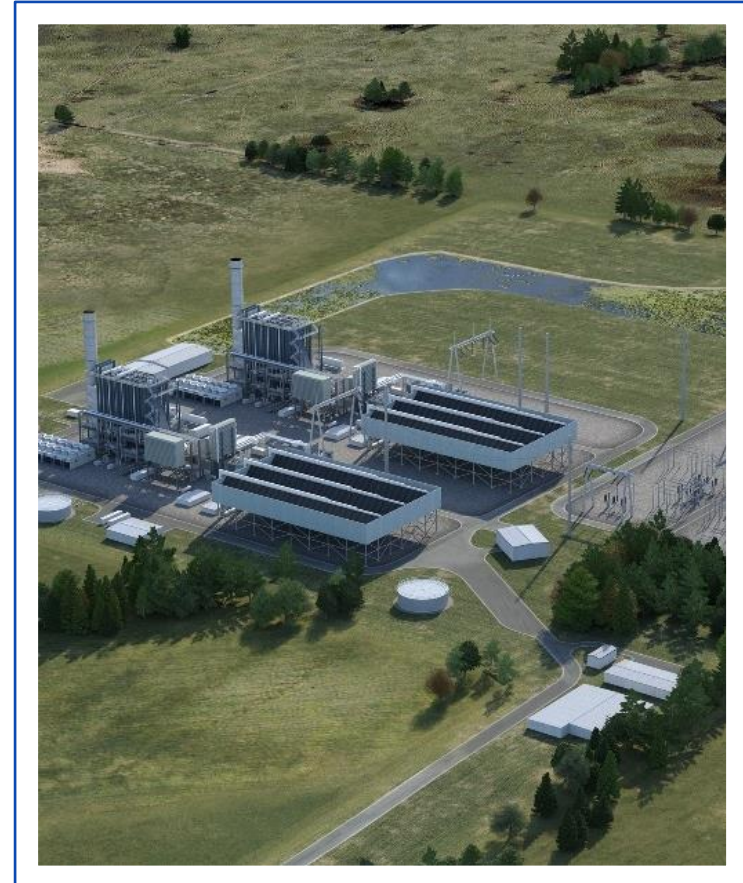
Will allow rapid scale up of production during future surges, and will prevent the need for customers to settle for unsafe, ineffective, or unpleasant alternatives



Facility improvements will result in an estimated 30% lower carbon footprint per gallon of USP grade ethanol compared to industry average



Long term potential to promote sustainable corn growing practices in Ohio





PURELL® BRAND HEALTHY SOAP® WITH CLEAN RELEASE™ TECHNOLOGY



¹Compared to our top selling foam soap. Augustine Scientific, Newbury OH, Ex Vivo Soil Removal Analysis, August 5, 2017. BioScience Laboratories, Inc.; Bozeman, MT, Study# 170398-101, Evaluation of In-Vivo Germ Removal, July 5, 2017.

²Compared to our top selling foam soap. Augustine Scientific, Newbury OH, Surface and Interfacial Rheology Analysis, June 30, 2017.

³2017-08-110608 Healthy Soap 2.0 Foam and Lather Claims Study (ES6 and ES8).

⁴Compared to a top selling competitive foam soap. Skin Care Learning Center Study #2018-05-110656.

⁵Compared to our top selling foam soap. GOJO Industries, Inc., 2017-07-110599 PURELL Healthy Soap CRT Rinse and Sustainability Study, 19 July 2017.

[†]90% Biobased content per ASTM D6866.

†Does not contain an antibacterial soap active ingredient.



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GOJO 2020 SUSTAINABLE VALUE PROGRESS REPORT
CHANGING HOW THE WORLD STAYS WELL

