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

COMPETITIVE ADVANTAGE:

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

RECORD OF SUCCESS:
• Grew sales and adjusted EPS 50 of past 52 years
• Organic growth of 5% to 7%
• Double-digit EPS growth

PRUDENT CASH DEPLOYMENT:
• Capital expenditures to support growth
• Acquisitions
• Annual dividend increased each year since 1983
• Share buybacks

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.

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 sectors (healthcare, hospitality, foodservice, etc.)

30% in goods-producing sectors (manufacturing, construction, etc.)

COMMITMENT TO ESG (ENVIRONMENTAL, SOCIAL, GOVERNANCE) PRIORITIES:
• Safety & Health
• Energy & Emissions
• Water
• Sustainable Supply Chain
• Governance, Ethics & Integrity

IT IS OUR CULTURE
Driving meaningful performance and behavior standards.

1 MILLION CUSTOMERS
>11,000 routes distributing products and services

NASDAQ: CTAS

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