About Us: Nasdaq: CTAS. 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™.

Value Proposition: 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 for the new normal.

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%.

Customer Base: 70% in services providing (healthcare, hospitality, foodservice, etc.) and 30% in goods-producing (manufacturing, construction, etc.) sectors; good geographic diversification

Noteworthy Assets: We have 1M customers and >11,000 routes distributing products and services.

Competitive Advantage: It is our Culture. It drives the meaningful performance and behavior standards.

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

Prudent Cash Deployment:
- Acquisitions
- Annual dividend increased each year since 1983
- Share buybacks

Record of Success:
- Grew sales and EPS 49 of past 51 years
- Organic growth of 5% to 7% the past decade
- Double-digit EPS growth
- Increased annual dividend 36 consecutive years

Contacts: Mike Hansen, EVP & CFO (513-972-2079) and Paul Adler, VP-Treasurer & IR (513-972-4195)