

**Cintas Corporation**  
**Consolidated Condensed Statements of Income**  
(Unaudited)  
(In thousands except per share data)

	Three Months Ended		
	May 31, 2020	May 31, 2019	% Change
<b>Revenue:</b>			
Uniform rental and facility services	\$ 1,270,970	\$ 1,428,392	(11.0)%
Other	348,614	365,338	(4.6)%
Total revenue	1,619,584	1,793,730	(9.7)%
<b>Costs and expenses:</b>			
Cost of uniform rental and facility services	716,602	771,056	(7.1)%
Cost of other	195,162	199,109	(2.0)%
Selling and administrative expenses	500,386	508,240	(1.5)%
G&K Services, Inc. integration expenses	—	914	(100.0)%
Operating income	207,434	314,411	(34.0)%
Interest income	(196)	(271)	(27.7)%
Interest expense	25,952	25,782	0.7%
Income before income taxes	181,678	288,900	(37.1)%
Income taxes	37,093	62,729	(40.9)%
Income from continuing operations	144,585	226,171	(36.1)%
Loss from discontinued operations, net of tax	—	(52)	(100.0)%
Net income	<u>\$ 144,585</u>	<u>\$ 226,119</u>	(36.1)%
<b>Basic earnings per share:</b>			
Continuing operations	\$ 1.38	\$ 2.13	(35.2)%
Discontinued operations	0.00	0.00	—%
Basic earnings per share	<u>\$ 1.38</u>	<u>\$ 2.13</u>	(35.2)%
<b>Diluted earnings per share:</b>			
Continuing operations	\$ 1.35	\$ 2.06	(34.5)%
Discontinued operations	0.00	0.00	—%
Diluted earnings per share	<u>\$ 1.35</u>	<u>\$ 2.06</u>	(34.5)%
Weighted average number of shares outstanding	103,758	105,018	
Diluted average number of shares outstanding	106,231	108,339	

**Cintas Corporation**  
**Consolidated Condensed Statements of Income**  
(In thousands except per share data)

	Twelve Months Ended		
	May 31, 2020	May 31, 2019	% Change
<b>Revenue:</b>			
Uniform rental and facility services	\$ 5,643,494	\$ 5,552,430	1.6%
Other	1,441,626	1,339,873	7.6%
<b>Total revenue</b>	<b>7,085,120</b>	<b>6,892,303</b>	<b>2.8%</b>
<b>Costs and expenses:</b>			
Cost of uniform rental and facility services	3,055,145	3,027,599	0.9%
Cost of other	796,227	736,116	8.2%
Selling and administrative expenses	2,071,052	1,980,644	4.6%
G&K Services, Inc. integration expenses	—	14,410	(100.0)%
<b>Operating income</b>	<b>1,162,696</b>	<b>1,133,534</b>	<b>2.6%</b>
Gain on sale of a cost method investment	—	69,373	(100.0)%
Interest income	(988)	(1,228)	(19.5)%
Interest expense	105,393	101,736	3.6%
<b>Income before income taxes</b>	<b>1,058,291</b>	<b>1,102,399</b>	<b>(4.0)%</b>
Income taxes	181,931	219,764	(17.2)%
<b>Income from continuing operations</b>	<b>876,360</b>	<b>882,635</b>	<b>(0.7)%</b>
(Loss) income from discontinued operations, net of tax	(323)	2,346	(113.8)%
<b>Net income</b>	<b>\$ 876,037</b>	<b>\$ 884,981</b>	<b>(1.0)%</b>
<b>Basic earnings per share:</b>			
Continuing operations	\$ 8.36	\$ 8.23	1.6%
Discontinued operations	0.00	0.02	(100.0)%
<b>Basic earnings per share</b>	<b>\$ 8.36</b>	<b>\$ 8.25</b>	<b>1.3%</b>
<b>Diluted earnings per share:</b>			
Continuing operations	\$ 8.11	\$ 7.97	1.8%
Discontinued operations	0.00	0.02	(100.0)%
<b>Diluted earnings per share</b>	<b>\$ 8.11</b>	<b>\$ 7.99</b>	<b>1.5%</b>
Weighted average number of shares outstanding	103,816	106,080	
Diluted average number of shares outstanding	107,012	109,495	

## CINTAS CORPORATION SUPPLEMENTAL DATA

### Gross Margin and Net Income Margin Results

	Three Months Ended	
	May 31, 2020	May 31, 2019
Uniform rental and facility services gross margin	43.6%	46.0%
Other gross margin	44.0%	45.5%
Total gross margin	43.7%	45.9%
Net income margin, continuing operations	8.9%	12.6%

  

	Twelve Months Ended	
	May 31, 2020	May 31, 2019
Uniform rental and facility services gross margin	45.9%	45.5%
Other gross margin	44.8%	45.1%
Total gross margin	45.6%	45.4%
Net income margin, continuing operations	12.4%	12.8%

### Reconciliation of Non-GAAP Financial Measures and Regulation G Disclosure

The press release contains non-GAAP financial measures within the meaning of Regulation G promulgated by the Securities and Exchange Commission. To supplement its consolidated condensed financial statements presented in accordance with U.S. generally accepted accounting principles (GAAP), the Company provides the additional non-GAAP financial measures of earnings per diluted share, free cash flow and workday adjusted revenue growth. The Company believes that these non-GAAP financial measures are appropriate to enhance understanding of its past performance as well as prospects for future performance. A reconciliation of the differences between these non-GAAP financial measures with the most directly comparable financial measures calculated in accordance with GAAP are shown in the tables within the narrative of the press release or below.

### Earnings Per Share Results

	Three Months Ended		
	May 31, 2020	May 31, 2019	Growth vs. Fiscal 2019
EPS - continuing operations	\$ 1.35	\$ 2.06	
G&K Services, Inc. integration expenses	—	0.01	
EPS excluding above items	\$ 1.35	\$ 2.07	(34.8)%

  

	Twelve Months Ended		
	May 31, 2020	May 31, 2019	Growth vs. Fiscal 2019
EPS - continuing operations	\$ 8.11	\$ 7.97	
G&K Services, Inc. integration expenses	—	0.10	
One-time gain on sale of investment	—	(0.47)	
EPS excluding above items	\$ 8.11	\$ 7.60	6.7%

## Computation of Free Cash Flow

	Twelve Months Ended	
	May 31, 2020	May 31, 2019
Net cash provided by operations	\$ 1,291,483	\$ 1,067,862
Capital expenditures	(230,289)	(276,719)
Free cash flow	<u>\$ 1,061,194</u>	<u>\$ 791,143</u>

Management uses free cash flow to assess the financial performance of the Company. Management believes that free cash flow is useful to investors because it relates the operating cash flow of the Company to the capital that is spent to continue, improve and grow business operations.

## Computation of Growth on a Constant Workday Basis

	Three Months Ended			Twelve Months Ended		
	May 31, 2020	May 31, 2019	Growth %	May 31, 2020	May 31, 2019	Growth %
	A	B	G	I	J	O
Revenue	\$ 1,619,584	\$ 1,793,730	(9.7)%	\$ 7,085,120	\$ 6,892,303	2.8%
			G=(A-B)/B			O=(I-J)/J
	C	D		K	L	
Workdays in the period	65	66		260	261	
	E	F	H	M	N	P
Workday adjusted revenue growth	\$ 1,644,501	\$ 1,793,730	(8.3)%	\$ 7,112,370	\$ 6,892,303	3.2%
	E=(A/C)*D	F=(B/D)*D	H=(E-F)/F	M=(I/K)*L	N=(J/L)*L	P=(M-N)/N
Acquisition and foreign currency exchange impact, net			(0.1)%			(0.1)%
Organic growth			<u>(8.4)%</u>			<u>3.1%</u>

Management believes that organic revenue growth is valuable to investors because it reflects the revenue performance compared to a prior period with the same number of revenue generating days and excludes the impact from acquisitions and foreign currency exchange rate fluctuations.

## SUPPLEMENTAL SEGMENT DATA

	Uniform Rental and Facility Services	First Aid and Safety Services	All Other	Corporate	Total
<b>For the three months ended May 31, 2020</b>					
Revenue	\$ 1,270,970	\$ 196,270	\$ 152,344	\$ —	\$ 1,619,584
Gross margin	\$ 554,368	\$ 90,389	\$ 63,063	\$ —	\$ 707,820
Selling and administrative expenses	\$ 376,809	\$ 57,599	\$ 65,978	\$ —	\$ 500,386
Interest income	\$ —	\$ —	\$ —	\$ (196)	\$ (196)
Interest expense	\$ —	\$ —	\$ —	\$ 25,952	\$ 25,952
Income (loss) before income taxes	\$ 177,559	\$ 32,790	\$ (2,915)	\$ (25,756)	\$ 181,678
<b>For the three months ended May 31, 2019</b>					
Revenue	\$ 1,428,392	\$ 163,535	\$ 201,803	\$ —	\$ 1,793,730
Gross margin	\$ 657,336	\$ 78,029	\$ 88,200	\$ —	\$ 823,565
Selling and administrative expenses	\$ 393,275	\$ 52,878	\$ 62,087	\$ —	\$ 508,240
G&K Services, Inc. integration expenses	\$ 914	\$ —	\$ —	\$ —	\$ 914
Interest income	\$ —	\$ —	\$ —	\$ (271)	\$ (271)
Interest expense	\$ —	\$ —	\$ —	\$ 25,782	\$ 25,782
Income (loss) before income taxes	\$ 263,147	\$ 25,151	\$ 26,113	\$ (25,511)	\$ 288,900
<b>For the twelve months ended May 31, 2020</b>					
Revenue	\$ 5,643,494	\$ 708,569	\$ 733,057	\$ —	\$ 7,085,120
Gross margin	\$ 2,588,349	\$ 338,661	\$ 306,738	\$ —	\$ 3,233,748
Selling and administrative expenses	\$ 1,583,791	\$ 231,769	\$ 255,492	\$ —	\$ 2,071,052
Interest income	\$ —	\$ —	\$ —	\$ (988)	\$ (988)
Interest expense	\$ —	\$ —	\$ —	\$ 105,393	\$ 105,393
Income (loss) before income taxes	\$ 1,004,558	\$ 106,892	\$ 51,246	\$ (104,405)	\$ 1,058,291
<b>For the twelve months ended May 31, 2019</b>					
Revenue	\$ 5,552,430	\$ 619,470	\$ 720,403	\$ —	\$ 6,892,303
Gross margin	\$ 2,524,831	\$ 297,074	\$ 306,683	\$ —	\$ 3,128,588
Selling and administrative expenses	\$ 1,533,711	\$ 206,990	\$ 239,943	\$ —	\$ 1,980,644
G&K Services, Inc. integration expenses	\$ 14,410	\$ —	\$ —	\$ —	\$ 14,410
Gain on sale of a cost method investment	\$ —	\$ —	\$ —	\$ 69,373	\$ 69,373
Interest income	\$ —	\$ —	\$ —	\$ (1,228)	\$ (1,228)
Interest expense	\$ —	\$ —	\$ —	\$ 101,736	\$ 101,736
Income (loss) before income taxes	\$ 976,710	\$ 90,084	\$ 66,740	\$ (31,135)	\$ 1,102,399