

# Inputs

- Natural Capital**
- Water/Oceans
  - Energy
  - Minerals
  - Crude Oil
  - Natural Gas
  - Biodiversity/Deforestation

- Manufactured Capital**
- Electricity
  - Fuels
  - Organic Chemicals
  - Inorganic Chemicals
  - Industrial Gases
  - Vehicles & Freight
  - Fabricated Equipment (storage tanks, control systems)
  - Packaging
  - Lubricants
  - Consumable Materials (e.g., PPE, gaskets)
  - Construction Materials
  - Buildings

- Human Capital**
- Employees
  - Potential Employees
  - Labor or Trade Groups
  - Work councils (EU)
  - Contractors
  - Training & Development

- Financial Capital**
- Creditors
  - Shareholders
  - Underwriters
  - Bondholders & Lenders
  - Investors
  - Financial Services
  - M&A

- Intellectual Capital**
- Professional Services
  - Technologies
  - Rating Agencies
  - Consumer Insights
  - Academia
  - R&D and Innovation
  - Intellectual Property
  - Licenses & Trademarks
  - Patents & Copyrights

- Social & Relationship Capital**
- Social License to Operate
  - Activists
  - Local Communities
  - Regulators & Legislators
  - NGO's & NPO's

# How Solenis Adds Value

## Upstream

**Direct Suppliers**

Commodity Chemicals, Contract Manufacturing, Specialty Chemicals, Customer Equipment, Packaging, TASKI FloorCare Components

**Indirect Suppliers**

Logistics, Services, Travel & Entertainment, Energy & Utilities, Fleet, Information Technology, Materials

**Major Sourcing Locations**

Source Ingredients From **74** Countries

**>2,400** Direct Chemical Suppliers

**Inbound Transportation Management**

## Operations

Board of Directors | CEO | Executive Officers | Corporate Functions



## Business Segments

### Solutions

#### Consumer

### Primary Markets

#### Industrial

#### Institutional

#### Food & Beverage

#### Pool & Spa

Food Packaging, Consumer Packaging, Towel & Tissue, Pulp, Graphics & Specialty Paper

Heavy & Light Industries, Municipal

Hospitality, Food Services, Building Service Contractor, Retail, Organic Channel, Healthcare

Beverages, Dairy, Processed Foods

Recreational and Commercial Pool & Spa

### Value Delivered

- Advanced Fiber Packaging to Replace Single-Use Plastics

- Asset Protection, Manufacturing Efficiency & Yield

- Improved Cleanliness and Hygiene

- Protect Food and Beverages for Human Health

- Reduce Water, Energy & GHG

## Downstream

### Distribution Channels

Distribution Centers, Retail, Wholesale, E-commerce, Third-Party Partners

### Customers B2B

### Consumers B2C

### Downstream Locations

Customers in **>160** countries and territories

### Product End-of-Life



# Outputs

- Natural Capital**
- Waste
  - Emissions
  - Effluents

- Manufactured Capital**
- Commercial Portfolio
  - Sustainable Products
  - Chemical, Packaging Waste
  - Expired Equipment, Tools
  - Resource/Energy

- Human Capital**
- Employee Engagement and Training
  - Employee Satisfaction
  - Human Health & Safety Enhancements
  - Talent Management
  - Regional DEI Strategies & Networks
  - Job creation/Long-Term Employment

- Financial Capital**
- Wages
  - Profits
  - Charitable Donations
  - Cash Flow
  - Cost Efficiency

- Intellectual Capital**
- Data
  - New Contracts
  - Consumer Insights
  - Copyrights/Trademarks
  - Patents
  - Digital Transformation
  - Collaborative Innovation
  - IP Protection & Licenses

- Social & Relationship Capital**
- Customer Satisfaction & Trust
  - Brand Reputation, Awareness and Recognition
  - Industry Leadership
  - Strategic Partnerships
  - Safer operations in Communities
  - Strategic Acquisitions
  - New Market Presence
  - Solenis Gives, Other CSV Programs
  - CSR Initiatives
  - Regulatory Compliance