

ChemTreat
Company Overview

An operating subsidiary of DANAHER

AGENDA

- ChemTreat Overview
- Danaher
- Environmental, Social, Governance (ESG)

Our Purpose:
MAXIMIZING **THE POWER OF WATER®**



Our Customer Promise:

By helping customers optimize the efficiency and performance of water treatment systems and processes, we enable them to run more reliably and sustainably – helping their businesses be best-in-class.

Why ChemTreat

Our water management strategies are intended to provide you with a competitive advantage through improved reliability of operations, asset protection, and a continual focus on safety.

Customer Goals & Objectives:

- Water conservation
- Energy savings
- Increased capacity and asset protection
- Environmental sustainability



ChemTreat's History and Progress



1968	**October 9, 1968** ChemTreat incorporated by Harrison Tyler and William Simmons in Richmond, Virginia
1975	New headquarters built in Ashland, Virginia
1984	ChemTreat hires its 100th associate
1989	Establishes an Employee Stock Ownership Plan (ESOP)
1990	Corporate headquarters opened in Glen Allen, Virginia
2000	First patent awarded for PolyTrace® test kit
2007	ChemTreat acquired by Danaher Corporation
2009	ChemTreat acquires Trident Technologies and PowerChem
2014	Aguasin, based out of Santiago, Chile, joins ChemTreat's portfolio
2015	Lipesa, based in Colombia with operations in Brazil, Peru, and Ecuador, joins ChemTreat

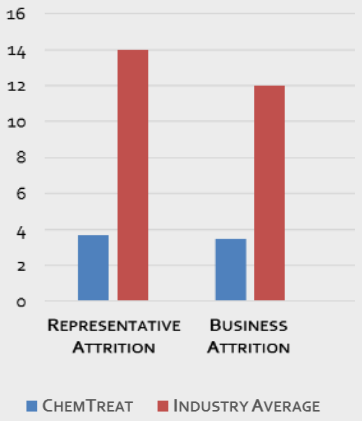
We've Got You Covered

We supplement our field team with the most *skilled* and *professional* group of industry and application experts.



25+ Years

ChemTreat's Corporate Staff supports our field team with over 25 years of experience and the most advanced problem-solving capabilities in the industry.



ChemTreat is ISO9001 and ISO14001 Certified



Our People

As close to the customer as possible.

Our Facilities

Strategically located manufacturing facilities and distribution centers

State-of-the-art R&D/Tech Services lab capable of new product formulation in days, not weeks

Industries and Applications

By Industry

- Chemical Processing
- Transportation
- Power Producers
- Commercial Facilities
- Mining
- Primary Metals
- Data Centers
- Oil & Gas
- Pulp & Paper
- Food & Beverage
- Pharmaceuticals
- General Manufacturing

By Application

- Boiler Systems
- Cooling Systems
- Pretreatment & Filtration
- Process Water
- Raw Water
- Reclamation & Reuse
- Wastewater









ChemTreat

Applications Expertise



The ChemTreat difference lies in the application of our advanced technologies and the partnerships we form with our customers.

Over the past 50 years, we've developed a complete line of efficient and sustainable industrial water treatment services designed to ensure our programs are saving customers money, improving operating efficiency, extending asset life, and reducing plant downtime.

ChemTreat's technical experts typically have over 20 years in the field, delivering value to help our customers achieve their goals in the following areas:

- Protecting the environment
- Protecting assets
- Minimizing water and energy consumption
- Increasing productivity
- Improving operational efficiency
- Being best in class

ChemTreat

Tech Staff

- Richmond, VA-based staff
- “Satellite” staff
  - USA
  - Canada
  - Latin America
- 1,000 Years Cumulative Experience
- Tech staff to sales rep ratio of 10:1

- Work in strict observance with customer site safety rules and government safety regulations
- Protect the environment
- Protect customer assets
- Minimize water and energy consumption
- Create advanced technology and use it to ensure cost effective solutions for customers

- Tech staff averages 3-4 days per week at a customer site
- New treatment opportunities
- Onsite problem solving & troubleshooting
- Chemical treatment issues
- Equipment/operational issues
- Design of new facilities
- Expansion of existing facilities
- New product development/R&D
- Advanced field training (one-on-one)



ChemTreat

ChemTreat Overview

ChemTreat offers a full suite of solutions for industrial water treatment applications

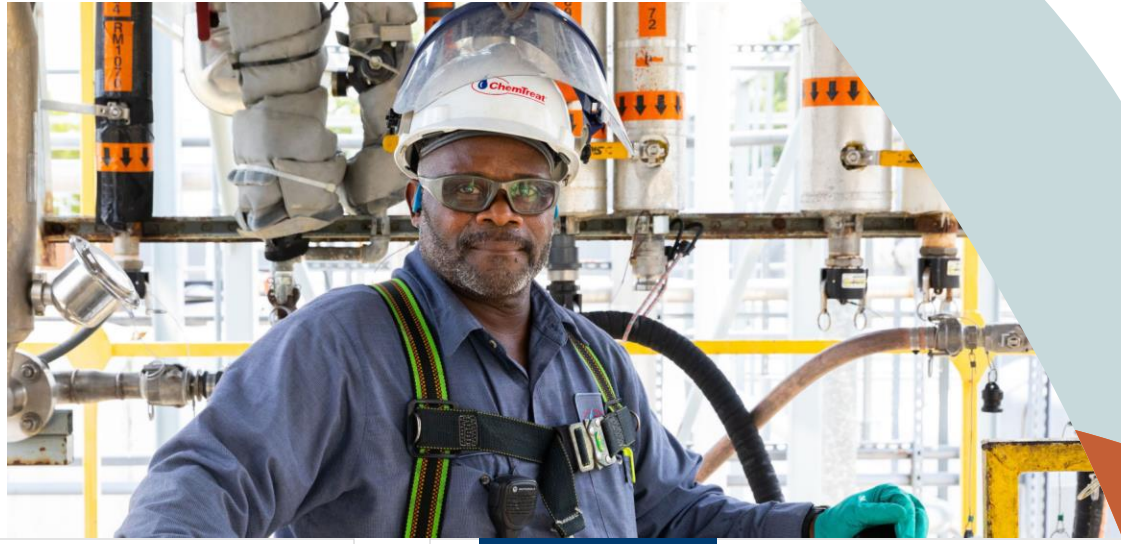
PRETREATMENT	PROCESS OPTIMIZATION	INFLUENT CLARIFICATION	WATER REUSE	UTILITY WATER TREATMENT	WASTEWATER TREATMENT
Solutions to minimize membrane cleaning and replacement, reducing the overall cost of pretreatment.	Process application support ranging from cleaning to control technologies that can drive increased production efficiency and product quality.	Chemical treatment to remove impurities from a wide range of source waters for utility makeup & other industrial processes.	Water reuse strategies to minimize water consumption and stay ahead of emerging water scarcity issues.	Cooling tower and boiler treatment programs to increase system efficiency, minimize operating costs, and extend equipment life.	Environmentally sustainable treatment methods to reduce discharge costs.

Commitment to the Industry: Professional Affiliations



CTI – Cooling Technology Institute	**AIChE** – American Institute of Chemical Engineers
SWE – Society of Women Engineers	**EPC** – Ethylene Producers Conference
ASHE – American Society of Healthcare Engineers	**ACS** – American Chemical Society
EPRI – Electric Power Research Institute (as a function of ASME)	**SPE** – Society of Petroleum Engineers
IAPWS – International Association for the Properties of Water and Steam	**BLRBAC** – Black Liquor Recovery Boiler Advisory Committee
MBA – Master Brewers Association	**PPEC** – Power Plant & Environmental Chemistry Committee
NACE – National Association of Corrosion Engineers	**IDEA** – International District Energy Association
IWC – International Water Conference	**SME** – Society for Mining, Metallurgy, and Exploration
ASHRAE – American Society of Heating, Refrigeration & Air Conditioning Engineers	**CIM** – Canadian Institute of Mining, Metallurgy, and Petroleum
AIST – Association of Iron and Steel Technology	**CMP** – Canadian Mineral Processors
SMA – Steel Manufacturers Association	**TAPPI** – Technical Association of the Pulp and Paper Institute
ASME – American Society of Mechanical Engineers	**Paper Executive Committees** – Auburn and NC State
TMS – The Minerals, Metals and Materials Society	**APPA** – American Physical Plant Association

Our Commitment to Safety



2021

Safety & Health Incident Rates

DART

0.46

DAYS AWAY, RESTRICTED OR JOB TRANSFER CASE RATE

(Number of work-related injuries or illnesses serious enough to cause an associate to miss one or more workdays or to have one or more workdays of restricted duty or job transfer, per 100 associates working a full year.)

EMR

0.82

EXPERIENCE MODIFICATION RATE

(Number which indicates whether you are paying more, less, or the average insurance premium for your industry classification. EMR of 1.0 is average.)

TRIR

0.99

TOTAL RECORDABLE INCIDENT RATE

(Includes all cases that require greater than first aid.)

This is the number of “Recordable” cases per 100 employees. In comparison, the U.S. industry average (according to the 2017 U.S. Bureau of Labor Statistics report) for all chemical manufacturing was a TRIR rate of 2.0 and a DART rate of 1.2.

5-YEAR AVERAGES

TRIR	DART	EMR
0.66	0.30	0.66

Diversity & Inclusion: ChemTreat

Diversity Goals and Metrics

Our D+I transformation began several years ago, and by 2020 we had the organizational structure and rigor in place to establish 2025 diversity representation goals. Last year, we set aspirational goals for gender representation and People of Color (POC) representation in the U.S. to hold ourselves accountable and to drive progress toward full representation at every level of our organization. We measure progress against these goals to help assess our overall D+I improvement.

2025 Goals

Global Women	**40%**
People of Color in the US	**38%**

A key element of ChemTreat's strategy is to provide innovative solutions that solve our customers' most complex challenges. We know that diverse and inclusive teams create real breakthroughs because they allow room for big ideas, encourage all voices to be heard equally, and facilitate diverse perspectives.



WORKFORCE
Competing for the best talent

WORKPLACE
Different perspectives enable innovation

MARKETPLACE
Understanding customers

ChemTreat Value Creation

Understand Business Drivers, Goals, and Objectives

Best Practice Audits

Communication, Service Reports, Business Review (Plant & Corp), Project Review

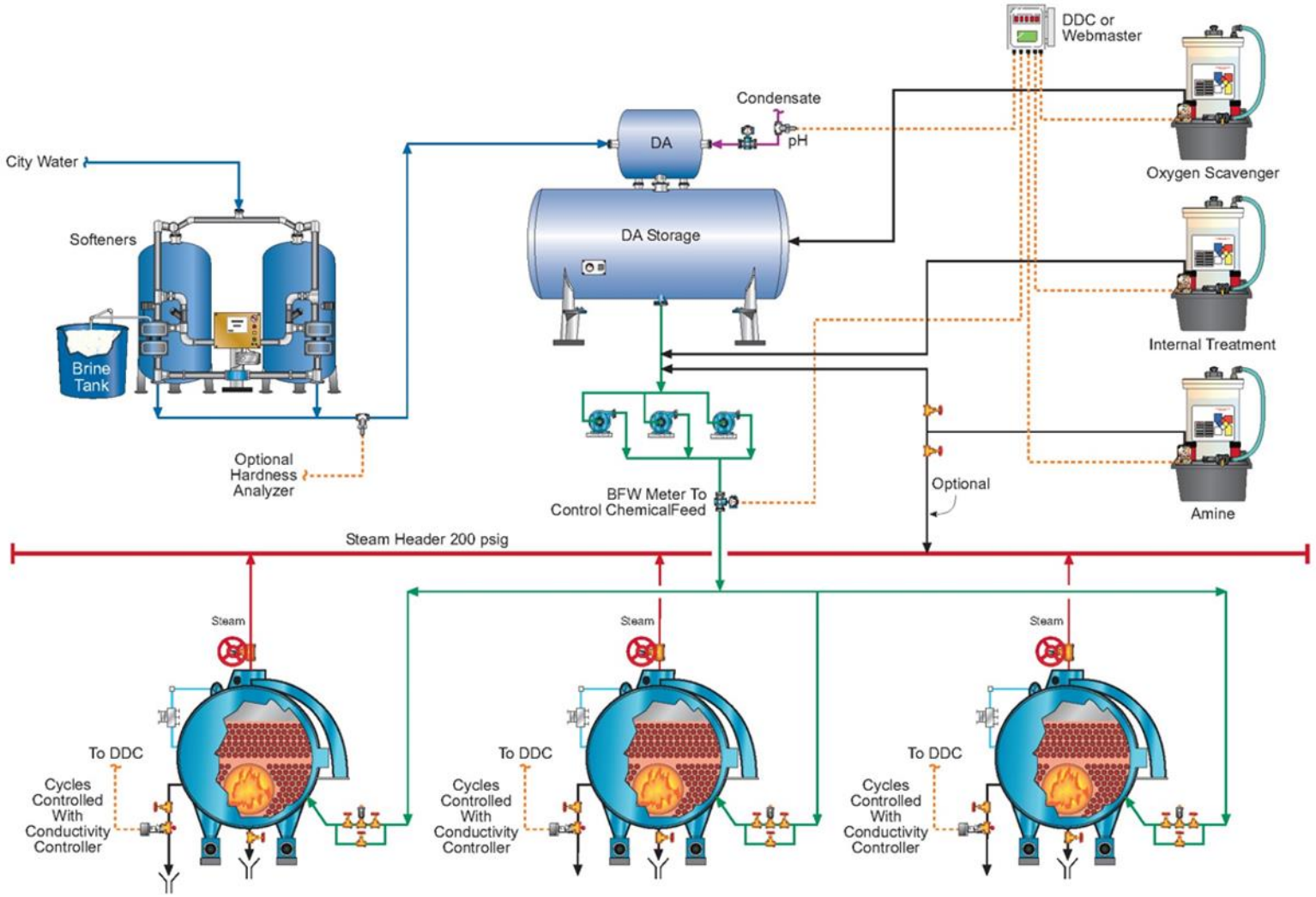


System Survey to Understand Dynamics and Identify Critical Equipment

Mutually-Agreed Upon Service Plan and Technology Plan

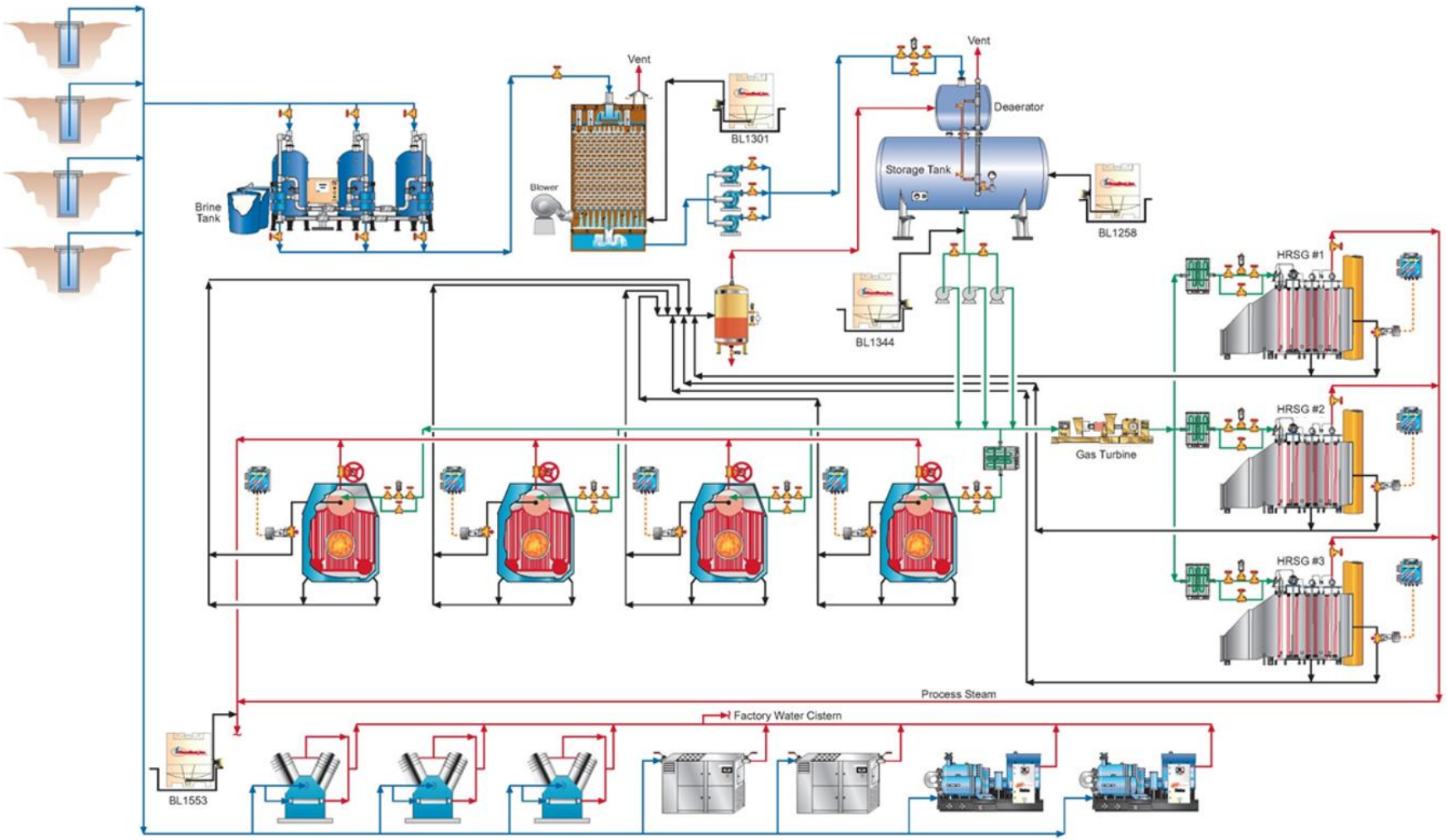
Value-Added Projects to Drive Continuous Improvement

Custom Process Schematic



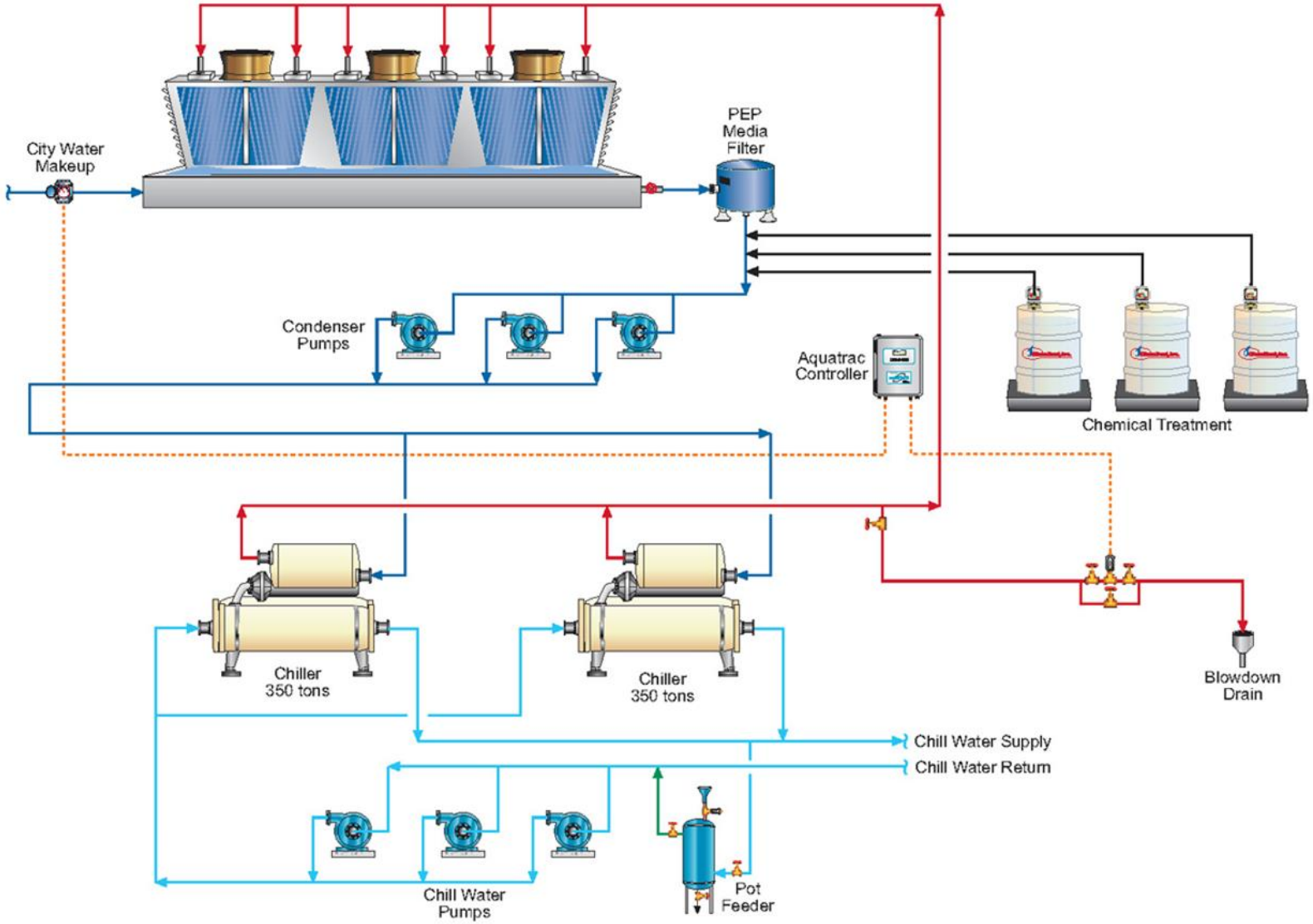


Steam Flow/Compressor Cooling





Cooling System Treatment





ChemTreat

Danaher

ChemTreat®

Danaher Corporation (DHR)

Danaher is a global science and technology innovator committed to helping customers solve complex challenges and improving quality of life around the world.

We enable meaningful innovation in some of today's most dynamic, fast-growing industries. Our groundbreaking global businesses transform the fields of life sciences, diagnostics, water quality, and product identification.



2020 Highlights

Danaher Revenue	**$22.3 Billion**
Associates	**69,000**
Operating Companies	**20+**
Life Science Revenue	**$10.6 Billion**
Diagnostics Revenue	**$7.4 Billion**
Environmental & Applied Solutions Revenue	**$4.3 Billion**

Danaher Family of Brands

LIFE SCIENCES	DIAGNOSTICS	ENVIRONMENTAL & APPLIED SOLUTIONS
$10.6B revenue	~$7.4B revenue	~$4.3B revenue

LIFE SCIENCES

Beckman Coulter Life Sciences
PALL
SCIEX
Leica Microsystems
IDT Integrated DNA Technologies
cytiva
Molecular Devices
phenomenex

DIAGNOSTICS

Beckman Coulter
Leica Microsystems
Cepheid A better way.
HemoCue
Mammotome
Radiometer

ENVIRONMENTAL & APPLIED SOLUTIONS

WATER QUALITY

HACH Be Right™
ChemTreat
PALL Water
TROJAN technologies

PRODUCT ID

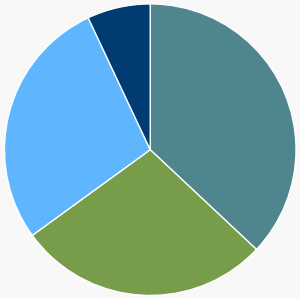
Videojet
AVT
FOBA Laser at your service
ESKO
x-rite PANTONE
LINX
Laetus

Our Businesses

L I F E S C I E N C E

Every day, scientists around the world work to understand the causes of disease, develop new therapies and vaccines, and test new drugs. Our life sciences businesses make this leading-edge scientific research possible. Our capabilities extend beyond research to power the creation of biopharmaceuticals, cell and gene therapies, and other breakthrough treatments to advance patient health and improve treatment outcomes

2020 Revenue **$10.6 Billion**



Geographic Mix

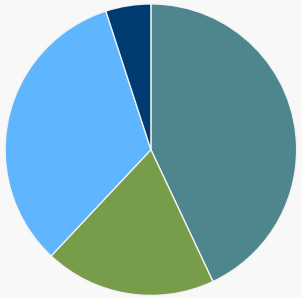
North America	37%
Western Europe	28 %
High Growth Markets	28 %
Other Developed Markets	7 %

cytiva, PALL, Leica MICROSYSTEMS, IDT INTEGRATED DNA TECHNOLOGIES, SCIEX, BECKMAN COULTER Life Sciences, MOLECULAR DEVICES, phenomenex

D I A G N O S T I C S

Our Diagnostics businesses provide clinical instrumentation, consumables, and software to help healthcare professionals safeguard patient health and improve diagnostic confidence wherever health care happens – from clinics and physician's offices to leading trauma, cancer, and critical care centers. Our instruments, data access solutions, and management systems improve efficiency and automate workflows in laboratories, helping healthcare professionals provide better patient care.

2020 Revenue **$7.4 Billion**



Geographic Mix

North America	43%
Western Europe	19 %
High Growth Markets	33 %
Other Developed Markets	5 %

BECKMAN COULTER, Cepheid, HEMOCUE, Leica MICROSYSTEMS, RADIOMETER, Mammotome

ChemTreat

Environmental and Applied Solutions

From innovative consumer packaging to drinking water purification, our Environmental and Applied Solutions (EAS) businesses help protect precious resources and keep our global food and water supplies safe. EAS is comprised of two platforms: Water Quality and Product Identification.

Water Quality

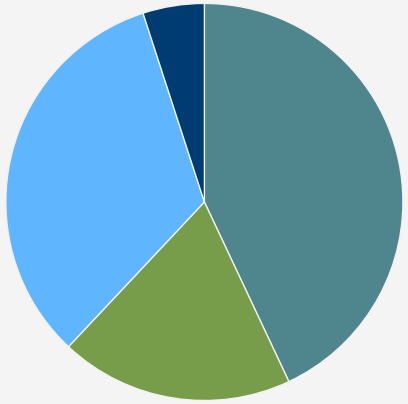
As the world's population increases, so too does the demand for our most precious resource: water. Our Water Quality businesses help protect the global water supply and ensure environmental stewardship. We deliver precision instrumentation, advanced purification technology, software, and treatment solutions to help analyze, disinfect, and manage the world's water across environmental, municipal, commercial, and industrial applications.

Product Identification

Every day, we trust packaging to ensure freshness, consistency, and authenticity of products around the world. Our Product Identification businesses provide color management, packaging design, and marking and coding technologies used to help protect the world's food supply, secure pharmaceutical packaging, and track consumer goods. This is complemented by comprehensive digital tools and software solutions that help our customers bring more products to market.

2020 Revenue

$4.3 Billion



Geographic Mix

North America	43%
Western Europe	19 %
High Growth Markets	33 %
Other Developed Markets	5 %

HACH · TROJAN technologies · ChemTreat · OTT HydroMet · ESKO · VIDEOJET · AQUATIC Informatics · LINX · SEA-BIRD SCIENTIFIC · BECKMAN COULTER · Laetus · McCROMETER · x-rite · PANTONE

Danaher Corporation (DHR)

162

DANAHER

Danaher Is ranked #162 on **Fortune 500's List of America's Top Corporations by Revenue.**



2019 Data
Source: http://beta.fortune.com/fortune500/

ChemTreat

Environmental, Social, Governance (ESG)

Water.

As the world's population increases, so does the demand for our most precious resource.

Danaher's Water Quality businesses help protect the global water supply and enable environmental stewardship.

We deliver precision instrumentation, advanced purification technology, and treatment solutions to help analyze, disinfect, and manage the world's water across residential, municipal, commercial, and industrial applications.

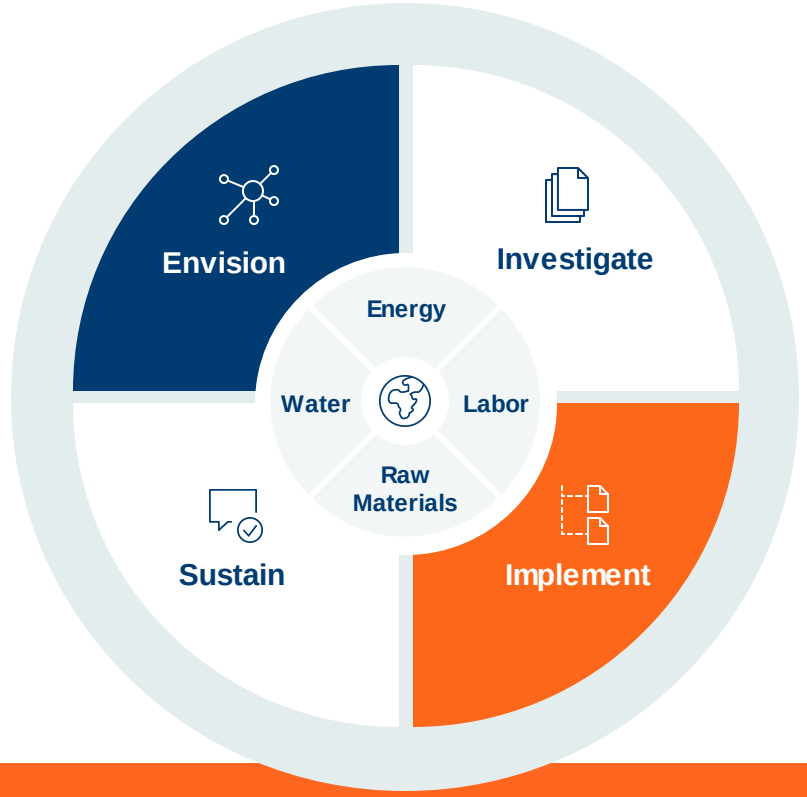


ChemTreat

How ChemTreat Deploys ESG Principles

CONSIDERATIONS

- Water Quality
- Water Availability
- Energy Usage
- Regulatory Parameters
- Total Cost of Water



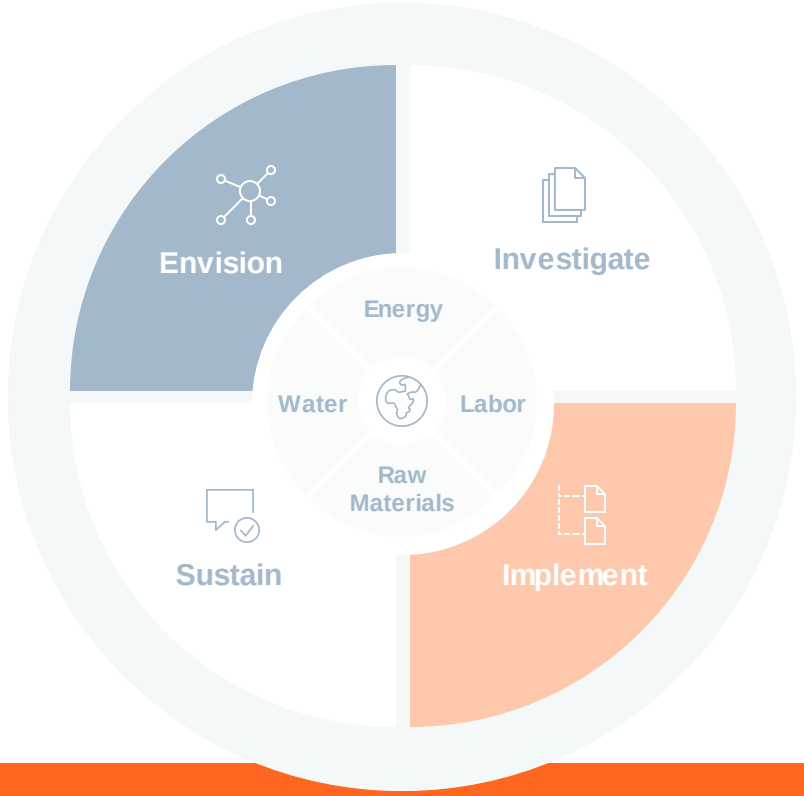
BENEFICIAL OUTCOMES

- Reduced Water Risk
- Enhanced Brand Reputation
- Process Optimization
- Waste Minimization

- ChemTreat deploys world-class processes to improve our operational efficiencies.
- We enable our customers to quantify water-related risks, set targets, take-action and track performance.

How ChemTreat Enables Our Customers

A partnership with ChemTreat helped a North American brewer save over **566 million gallons of water** in the past seven years, which enabled the customer to reach its 2025 sustainability goal of **22% water reduction**.



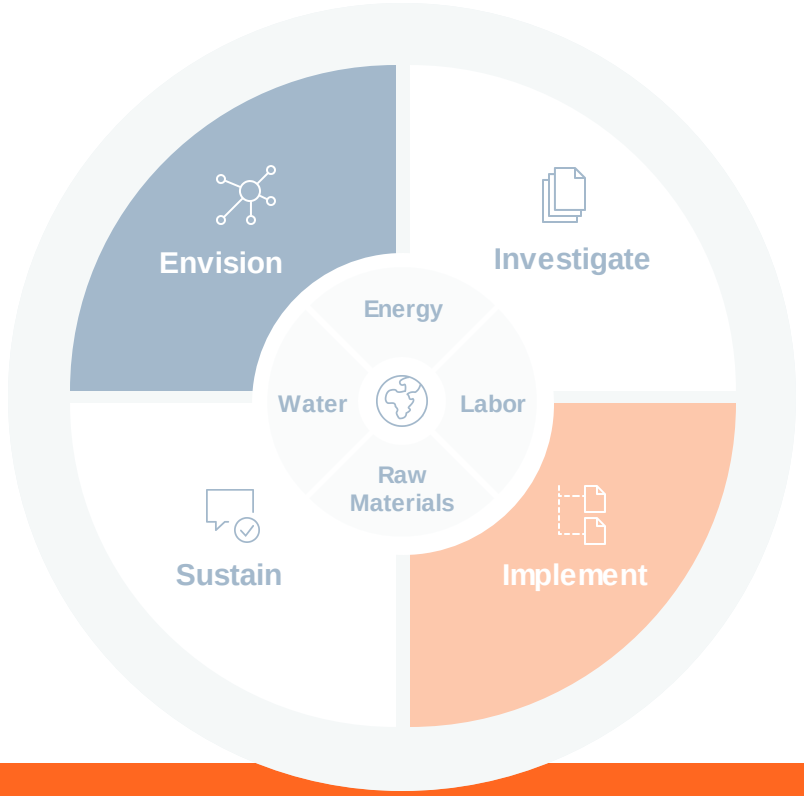
ChemTreat was named **Boeing's 2019 Supplier of the Year in Sustainability** for reducing water and energy usage.

Our technical support, water system audits, cost savings project tracking, and innovative CTVista®+ monitoring software were key to our success in solving Boeing's water challenges.

We understand water scarcity is here today.
We must evaluate the interdependencies of water availability, regulatory risk, water source quality, effluent quality, and brand and reputational risk.

How ChemTreat Enables Our Customers

- Concentrated & green chemistry
- Level control sensors
- Proportional feed
- Production-based billing options
- Industry experts assigned to help you with ESG projects for documenting water and cost savings as well as carbon emissions reduction



As a leader in ESG, ChemTreat is committed to helping our customers reach their sustainability goals.

We understand water scarcity is here today.
We must evaluate the interdependencies of water availability, regulatory risk, water source quality, effluent quality, and brand and reputational risk.



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