



Uniforms and Workplace Supplies™

WORKPLACE SOLUTIONS TO HELP YOUR BUSINESS THRIVE

PREFERRED NATIONAL STRATEGIC PARTNERSHIP OVERVIEW

Introducing Vestis

Aramark Uniform Services
is now Vestis™

NYSE: VSTS



OUR COMPREHENSIVE OFFERING

FY22 revenue contribution



**Uniforms and
Workwear**

\$1.2B
~44%



**Towels and
Aprons**

\$579M
~22%



**Floor Care
(Mats)**

\$395M
~15%



**Linen
Services**

\$316M
~11%



**Managed Restroom
Supply Services**

\$165M
~6%



**First-Aid and
Safety Products**

\$63M
~2%

By the Numbers

\$2.7B

FY22
revenue

#2

largest provider
in industry¹

~20K

teammates

~300K

customer
locations

~350

facilities

~3.4K

routes



¹) Within the U.S. and Canada, based on publicly reported information related to revenue, number of employees and facilities data

Standalone Segment Reporting and Revenue Details

Our reporting segments going forward will be U.S. and Canada, and we will provide disaggregated revenue information for Uniforms and Workplace Supplies

\$2.7B

FY22 Revenue

Canada
\$240M



U.S.
\$2.4B

**Workplace
Supplies**
\$1.5B

- ▶ Towels & aprons
- ▶ Floor mats
- ▶ Linens
- ▶ Restroom supplies
- ▶ First aid supplies



Uniforms
\$1.2B

- ▶ Shirts
- ▶ Pants
- ▶ Coveralls
- ▶ Coats
- ▶ Gowns
- ▶ Accessories
- ▶ Direct sales

Large and Diverse Existing Customer Base



Low concentration with largest 10 customers representing less than 10% of total revenue in FY22

Wide Range of Verticals Served



Diverse customer sizes and verticals help insulate against cyclicity

OPTIMIZED customer flows



- ▶ Customers assigned to single best existing service location



FOCUSED ON RETAINING THE BASE BY PROVIDING EXCELLENT SERVICE



Customer-Centric Culture

- **Service and quality:** providing high-quality uniforms, supplies and service experience
- **Meaningful customer impact:** ensuring that every interaction with our customers makes their day better



Analytics & Reporting

- **Training:** launched service manager playbooks underpinned by KPIs
- **Predictive analytics:** enhanced the route check-in process with data that proactively identifies customer needs

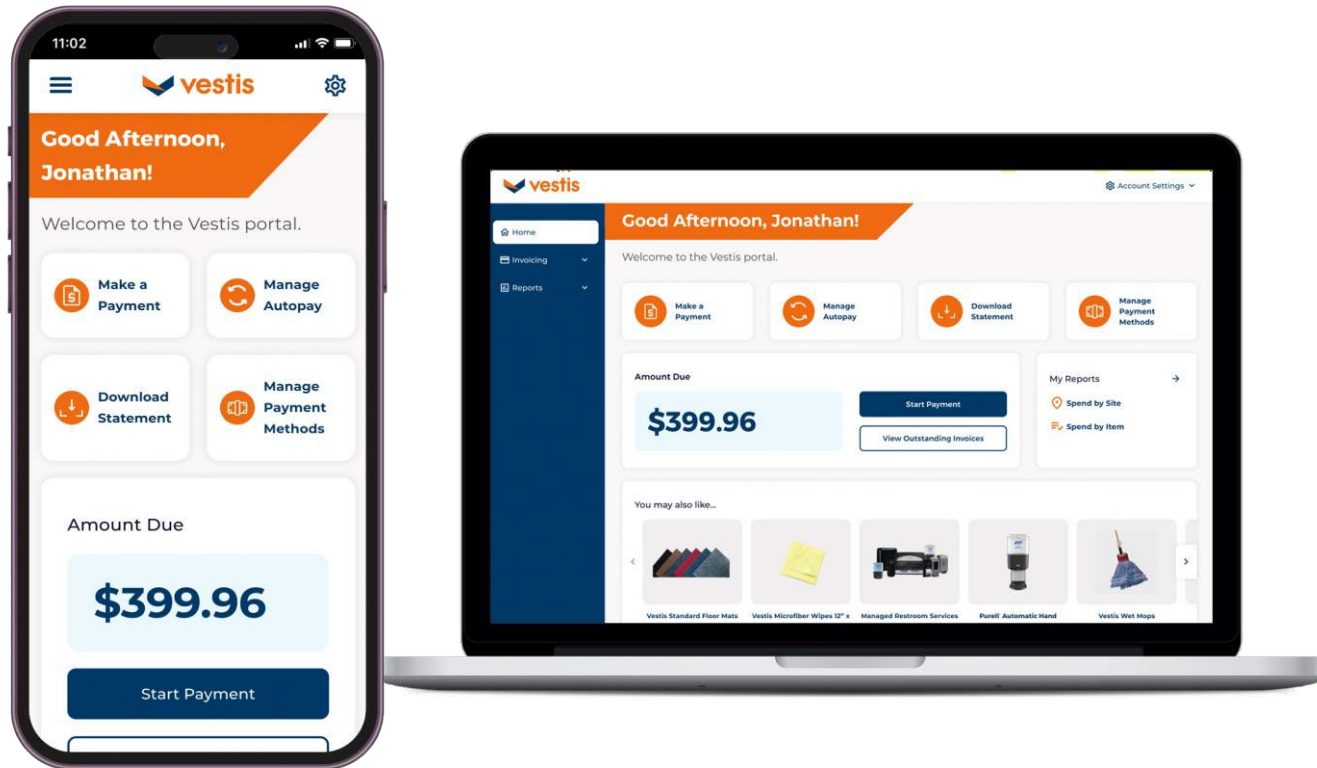


Digital Tools

- **Ease of doing business:** launched phase 1 of our intuitive customer portal
- **Frontline enablement:** equipped RSRs with handheld technology to streamline customer service experience

In a recurring revenue model, the single highest value growth lever is retention, which we achieve through service excellence

Digitizing the Customer Experience



LAUNCHED NEW CUSTOMER PORTAL

Empowers self-management via access to specialized reports

Assigns role-based permissions

Improves access to self-serve tools

Enables secure invoice payments

Intuitive, easy-to-use interface

Phased rollout of additional new features

Mobile-first design

CREATE SELECTION

- Approved Products
- Approved Services
- Approved Branding
- Approved Inventories

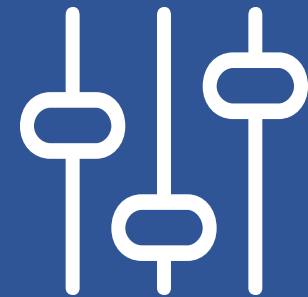
CREATE PROFILE

- Cost Profile
- Service Profile
- Invoicing/Billing Set-up
- Prescriptive Controls

MEMBER COMPLIANCE

- **Locked profile**
- **Handheld Profile SYNC**
- **Dedicated Corporate Manager**
- **SOX based process**

HOW YOUR PROGRAM IS BUILT DETERMINES SUCCESS



TOTAL COST OF OWNERSHIP

We Provide the Things Our Customers Need



- ✓ Our network and scale typically allow us to provide a **lower cost solution** than servicing in-house
- ✓ We enable our customers to **focus on their core business**
- ✓ We enhance our customers' brands and help them **project a positive image**
- ✓ Our solutions improve **workplace safety** and help customers adhere to regulatory standards
- ✓ We provide **service excellence** through our trusted and experienced teammates