



Nasdaq: HWKN

Get to Know Hawkins Company Overview

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FORWARD-LOOKING STATEMENTS

The information contained in this presentation includes “forward-looking statements” which reflect management’s expectations or beliefs as of the date of this presentation. Hawkins, Inc. cautions that actual future results could differ materially from the forward-looking statements in this presentation. Actual results may be affected by many important factors including risks and uncertainties identified in the section captioned Risk Factors in Item 1A of Hawkins, Inc.’s Annual Report on Form 10-K. Hawkins disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.



HAWKINS OVERVIEW

- **Founded in 1938**
- **Public company since 1972**
- **Consistently paid out dividends since 1985, generally increasing annually**
- **Hawkins is considered part of critical infrastructure serving millions of people daily**
- **Our products are used for water, food, pharmaceutical, fertilizers, industrial processes, and health and nutritional needs**
- **We deliver to customers non-bulk products (value-added manufacturing, blending, etc.) and bulk distributed products**
 - Approximately 90% of our revenue is generated from manufactured, blended, repackaged or specialty products



HAWKINS VALUE PROPOSITION

- **Technical expertise – We employ chemists, food scientists, formulators, agronomists, and water application experts – all with strong technical expertise to meet customer-specific demands**
- **Dedicated sales force for end markets served**
- **Manufacturing and quality standards adhered to for each type of product / industry served**
- **Geographically diverse to meet our customers' needs, when they need it most**
- **Fleet of trucks to help support deliveries**
- **Strong relationships with suppliers**
- **Over 800 dedicated employees who serve our growing customer base**





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Our employees have spoken!
Our company culture is amazing and our
Great Place to Work Certification™ proves it.

Source: 2022 Great Place to Work Trust Index® Survey



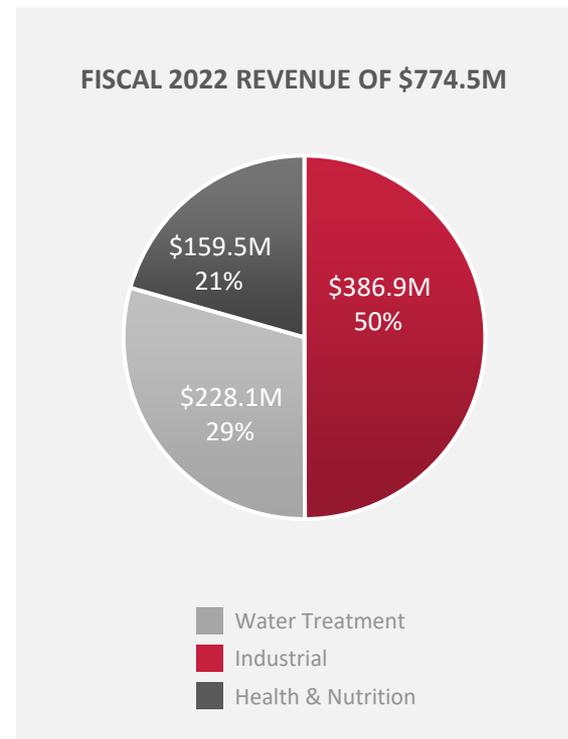
HAWKINS CULTURE

- Focused on doing the right thing for the customer, employee, supplier, the communities we serve and live in and the overall environment (see our Environmental, Social, and Governance Report <https://www.hawkinsinc.com/about-us/environmental-social-governance/>)
- Relationships matter
- Optimize the long-term opportunities with sound short-term decisions
- Profit growth focus throughout the organization with commercial team incentivized and rewarded for year-over-year profit dollar growth, not on revenue growth

COMPANY SNAPSHOT

Our diversified market segments provide for sustainable and profitable growth and create cost-saving synergies among the different segments

Three Business Segments:



LOCATIONS - 49 FACILITIES IN 24 STATES





GROWTH STRATEGY

▪ Overall

- Continued product, customer, and geographical expansion
- Continue to focus on higher margin products that grow at a faster rate than traditional commodity products
- Opportunistic acquisitions

▪ Industrial

- Grow pharmaceutical, food, and agricultural business through new product development, capital and people investments
- Maintain large bulk purchases and sales to leverage supply chain

▪ Water Treatment

- Grow all water treatment facilities, while adding one to two new locations per year, through acquisitions or new greenfield expansion
- Continued focus on superior service with local expertise

▪ Health and Nutrition

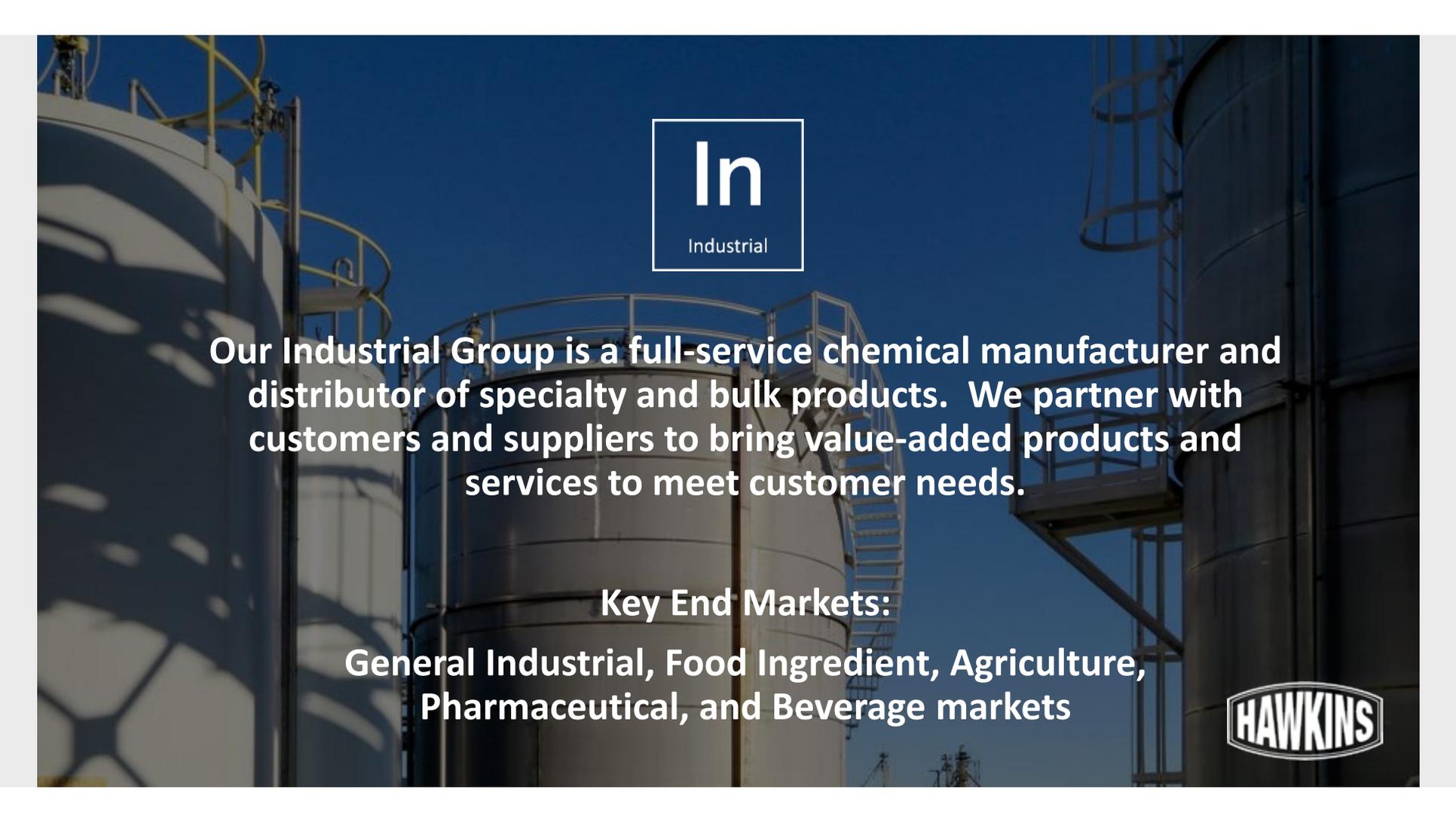
- Focus on growing specialty branded products, backed by science, delivered to the customer with technical expertise
- Leverage and grow manufactured products





REPORTING SEGMENTS





In

Industrial

Our Industrial Group is a full-service chemical manufacturer and distributor of specialty and bulk products. We partner with customers and suppliers to bring value-added products and services to meet customer needs.

Key End Markets:

**General Industrial, Food Ingredient, Agriculture,
Pharmaceutical, and Beverage markets**





INDUSTRIAL OVERVIEW

- **Food ingredients focus on fighting bacteria, extending shelf-life, and adding color and flavor, including clean-label options**
- **Pharmaceutical products focused on cGMP excipient production ingredients**
- **Liquid agricultural fertilizers focus on seed germination, foliar and freeze suppressants, soil and water conditioners, spray adjuvants, and hay/forage preservatives**
- **General industrial sells mainly to industrial manufacturers: manufacturing and power plants, biofuel, cleaning and sanitization companies, circuit board, plating and metal finishing, etc.**
- **Dedicated sales and technical teams**
- **Significant storage capacity to meet customer needs while helping to drive down costs due to volume purchases**
- **Typical products sold or blended include Caustic Soda, Sulfuric Acid, Bleach, Urea, Ammonia, Hydrochloric Acid, Acetic Acid, Nitric Acid, NPK fertilizers, Lactates....**

INDUSTRIAL END MARKETS SERVED

▪ Food and Beverage

- Sell products that extend shelf life, fight bacteria, add flavor or help in discoloration, including clean-label options
- Products include lactates, listeria inhibitors, liquid phosphates, citric acid, potassium products, etc.

▪ Pharmaceutical

- Focus on non-active ingredients and repackaging of excipients
- Type of products include salts, sugars, and acids
- Dry and liquid solutions

▪ Agriculture

- Liquid specialty fertilizers to meet farmers specific needs
- Includes high-purity fertilizers with added ingredients or trace minerals (i.e., sulfur, zinc)
- Mainly used as starter fertilizers or foliar applications

▪ General Industrial

- Bleach manufacturer
- Commodity bulk and mini-bulk capabilities
- Manufacturing synergies with water treatment



Our Water Treatment Group solves complex and specific water treatment challenges by providing customized solutions and chemistry, resulting in clean, safe, and reliable water.

Our route salesperson is a trained technician who can deliver our products and diagnose our customers' water treatment needs. We believe that the premium service provided by these individuals allows us to serve as the trusted water treatment expert for the municipalities and other customers that we serve.



WATER TREATMENT OVERVIEW

- **Large geographic territory focused on:**
 - Rural and municipal water and waste water applications
 - Poultry/livestock
 - Industrial processing applications
 - Equipment and other services
- **Full line product offering in chemistries and equipment**
- **Route Sales/Service business model creates an intimate relationship with customers to provide:**
 - Mini-bulk
 - Local technical support
 - Equipment installations
 - Laboratory testing
 - Individualized treatment programs
- **Employ a team of Technical Application Specialists to solve toughest water quality issues**

DEEP PRODUCT PORTFOLIO FOR BROAD APPLICATIONS

Customer Type

- Municipal Drinking Water
- Municipal Wastewater
- Non-residential Swimming Pools
- Industrial Wastewater
- Industrial Process Water
- Heating/Boiler
- Cooling Systems/Cooling Towers
- Breweries/Wineries
- Agriculture Water Treatment

Product Portfolio

- Disinfectants
- Corrosion Inhibitors
- Equipment (i.e., pumps, filters, etc.)
- Phosphates
- Chlorine
- Bioaugmentation
- Beer Souring
- Fluoride
- Polymers
- Etc....



Our Health & Nutrition Group provides a broad spectrum of high-quality ingredients for use in nutritional and dietary supplements, functional food and beverage, pharmaceutical and pet food products.

Our Health & Nutrition Group has a team of professionals trained to sell all product categories and fully support product development on specific raw material requirements and applications.



HEALTH AND NUTRITION OVERVIEW

Our Health & Nutrition Group is a one-stop specialty ingredient solution provider and is highly regarded as a leader in the health and nutrition industry

- Alignment with premium manufacturing partners, with a focus on specialty products
- Robust product portfolio serving the large and fragmented health / wellness, nutraceutical, cognitive, and immunity market
- Represent key brand manufacturers that offer science-based, clinically studied products
- Quality control, compliance, and innovative solutions with a premium level of customer service
- Manufacturing capabilities to complete agglomerations, granulations, blending and packaging
- Our customers are the manufacturers of products consumers may buy, such as vitamins, supplements, skin products, health foods and drinks

TYPE OF PRODUCTS

- Minerals (i.e., magnesium, manganese, calcium, potassium)
- Excipients
- Natural B vitamins
- Organic mushrooms
- Amino Acids
- Antioxidants
- Botanicals
- Enzymes
- Probiotics
- Vitamins and Proteins



SUMMARY





GROWTH STRATEGY

- **Grow earnings**
- **Continue to expand our specialty and value-added products and services**
- **Bolster and improve our extensive supplier base**
- **Add new Water Treatment facilities annually**
- **Invest in capabilities for higher margin/growth products**
- **Foster strong people culture**
 - Hire and develop employees
 - Safe and ethical
 - Continuous improvement





LINKS

- **Investor Deck** <https://www.hawkinsinc.com/investors/>
- **ESG Report** <https://www.hawkinsinc.com/about-us/environmental-social-governance>
- **Hawkins Overview Video** <https://www.youtube.com/watch?v=e7pd7w8phFE>
- **Industrial Overview Video** <https://www.youtube.com/watch?v=dDWXyIlxaaU>
- **Health and Nutrition Overview Video** <https://www.youtube.com/watch?v=iR75TJspjQ&t=1s>
- **Water Treatment Overview Video** <https://www.youtube.com/watch?v=eHJ4Xr4cmgQ>
- **Water Treatment Poultry Water Video** <https://www.youtube.com/watch?v=fFuMySkOB1I&t=1s>
- **Water Treatment Route Sales Video** <https://www.youtube.com/watch?v=3EhFGLnV4v8>



Celebrating 84 Years of Serving Our Customers

Questions/Comments

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