



Protect more. Clean more. Care more.

Dear Valued HOSPECO Distributor:

We're excited to announce that Hospeco Brands Group (HBG) has purchased Innocore of Ontario, Canada, maker of Touch Point® and Certainty® Brands premoistened, non-woven, surface and personal wipes, and other hand care products. This merger adds 2 additional nationally recognized brand names to our TaskBrand/Saniworks/WetWorks line of disposable dry and pre-sat wipers further expanding the broadest line of Total Wiping Solutions for the commercial market in North America. The merger of the two companies is effective immediately, with combined product lines expected to be available from both companies in May.

Innocore's Certainty Brand is Canada's industry leader in large format, ready-to-use, multi-surface disinfecting, sanitizing, personal-care, and specialty wipes. The same high-quality Innocore products are known to U.S. customers under the Touch Point brand.

The merger will enable Hospeco's customers to gain access to these high-quality formulations with broad brand recognition in both countries. It will also enable Innocore customers to gain access to Hospeco's full line of personal care, cleaning, and protection products for sale to the away-from-home market.

Equally as important to adding Innocore's brands is the addition of Innocore's complete team of people. Innocore's full management team will transition to manage the combined businesses under the Hospeco Brands Group umbrella in Canada. Mark and his team is well respected in the industry and will add focus to our Canadian business. Innocore located in Woodstock, Ontario provides us with the Canadian infrastructure we require to better support our Canadian distribution partners. In the near-term Innocore will become our Canadian distribution facility and will warehouse our best selling HOSPECO products from all of our 10 complete product categories. Check us out at hospecobrands.com. Our Canadian distributor partners can look forward to reduced lead times, an expanded product offering, and resident support.

In the near-term nothing will change. Hospeco Brands Group will continue to market their Hospeco products while gaining access to the Certainty and Touch Point brands in their respective markets, and the Innocore business unit will continue to operate under the Innocore name while having access to Hospeco's products. Both will conduct business as usual.

We will communicate aggressively as our integration proceeds. In the short term, all policies and procedures will remain the same. As always if you have any questions please contact your HOSPECO rep or Sales Director.

We are excited to provide you with Innocore's terrific product line and to also be able to improve our service proposition to our valued Canadian Distributors.

Thank you for your continued business and we will continue to do what is required to become and even more important supply partner.

A handwritten signature in black ink, appearing to read "Bill Hemann".

Bill Hemann

Executive Vice President

Press Release Attached



CunninghamBaron

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News

For immediate release

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Hospeco Brands Group Purchases Canadian-Based Innocore

Move fortifies company's continental leadership in disinfecting, sanitizing, and personal care wipes category.

CLEVELAND—February 24, 2023—[Hospeco Brands Group \(HBG\)](#), a United States-based, full line manufacturer of cleaning and protection products to serve the janitorial, industrial supply, foodservice, healthcare, and hospitality markets, has purchased Innocore of Ontario, Canada, maker of [Touch Point®](#) and [Certainty® Brands](#) premoistened, non-woven, surface and personal wipes, and other hand care products. The merger complements HBG's already-robust wipes offering and expands the company's North American footprint in the wipes market. The merger of the two companies is effective immediately.



Certainty Brands is Canada's industry leader in large format, ready-to-use, multi-surface disinfecting, sanitizing, personal-care, and specialty wipes. The same high-quality Innocore products are known to U.S. customers under the Touch Point brand. The merger will enable Hospeco's customers to gain access to these high-quality formulations with broad brand recognition in both countries. It will also enable Innocore customers to gain access to Hospeco's full line of personal care, cleaning, and protection products for sale to the away-from-home market.



"The addition of Innocore to Hospeco Brands Group provides us with a stronger Canadian infrastructure, which in turn allows us to better support our current Canadian distribution partners," said Bill Hemann, EVP of Hospeco Brands Group. "As our north-of-the-border distribution shifts to Innocore's Ontario base, our partners can look forward to reduced lead times, an expanded product offering, and resident support. It's very exciting."

Hospeco Brands Group will continue to market their Hospeco products while gaining access to the Certainty and Touch Point names in their respective markets, and the Innocore business unit will continue to operate under the Innocore name while having access to Hospeco's products. Innocore's full management team will continue to manage the business under the Hospeco Brands Group umbrella. Existing customers of both entities will continue to work with the sales and customer service teams to which they are already accustomed.

Innocore controls every aspect of manufacturing at two facilities totaling 82,000 square feet, with in-house converting, saturating, sealing, and packaging. Innocore's cGMP manufacturing facility produces Health Canada, EPA, and FDA registered wipe products.

"Innocore is a perfect addition to our offering," said Tom Friedl, CEO of the Hospeco Brands Group. "The business has been run with a set of core values that starts with ensuring the employees come first, something we feel is the genesis of Innocore's incredibly positive customer experience. Certainty and Touch Point wiping solutions immediately become jewels in our product offering."

"This is an unpassable opportunity to join with a company that shares our values and culture," said Mark Harvey, president of Innocore. "Hospeco Brands Group already offers one of the broadest lines of general purpose and application-specific non-woven wiping solutions in the industry, and our merger catapults the organization to another plane. Our customers are going to love the breadth and depth of the broader Hospeco Brands Group product mix."

To learn more about Hospeco Brands Group's full line of cleaning and protection products to serve the janitorial, industrial supply, foodservice, healthcare, and hospitality markets—visit <https://www.hospecobrands.com/home>.

About Hospeco Brands Group

Wherever people go to work, shop, dine, learn, or seek medical care, their lives are touched daily by Hospeco Brands Group. The company, comprising Acute Care Pharmaceutical™, Adenna®, HOSPECO®, Nilodor®, High-Tech Conversions, and other popular brands, makes products that protect, sanitize, clean, and provide care and comfort to millions around the globe. Solutions for and barriers against germs, bacteria, and harmful substances are vital weapons in the battle for public health and safety. Hospeco Brands Group products make workplaces, businesses, schools, and other public facilities safer and more comfortable through categories such as personal protective equipment (PPE), cleaning equipment and supplies, facility and floor care, odor control, restroom comfort, and menstrual care. All products are tough enough to perform consistently in demanding environments yet designed with the comfort and protection of people in mind. For more information, contact Hospeco Brands Group at 26301 Curtiss Wright Parkway, Suite 200, Cleveland, OH 44143. Phone: 800-942-9199. Email: info@hospecobrands.com. Web: www.hospecobrands.com.

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