

FACT SHEET

COMPANY PROFILE

Primo Water Corporation (NYSE: PRMW) (TSX: PRMW) is a leading pure-play water solutions provider in North America, Europe and Israel and generates approximately \$2.1 billion in annual revenue. Primo operates largely under a recurring razor/razorblade revenue model. The razor in Primo's revenue model is its industry leading line-up of sleek and innovative water dispensers, which are sold through major retailers and online at various price points or leased to customers. The dispensers help increase household penetration which drives recurring purchases of Primo's razorblade offering. Primo's razorblade offering is comprised of Water Direct, Water Exchange, and Water Refill. Through its leading Water Direct business, Primo delivers sustainable hydration solutions across its 21-country footprint direct to the customer's door, whether at home or to commercial businesses. Through its leading Water Exchange and Water Refill businesses, Primo offers pre-filled and reusable containers at over 13,000 locations and water refill stations at approximately 22,000 locations. Primo also offers water filtration units across its 21-country footprint representing a top five position.

Primo's water solutions expand consumer access to purified, spring and mineral water to promote a healthier, more sustainable lifestyle while simultaneously reducing plastic waste and pollution. Primo is committed to its water stewardship standards and is proud to partner with the International Bottled Water Association (IBWA) in North America as well as with Watercoolers Europe (WE), which ensure strict adherence to safety, quality, sanitation and regulatory standards for the benefit of consumer protection.

FINANCIAL CALENDAR

August 6, 2020	Primo Water Corporation Second Quarter 2020 Earnings Conference Call
November 5, 2020*	Primo Water Corporation Third Quarter 2020 Earnings Conference Call

*Date subject to change until the press release announcing the applicable date is issued

LEADERSHIP

› Thomas J. Harrington Chief Executive Officer	› Jay Wells Chief Financial Officer
› David Muscato President, North America	› Steven Kitching President, International

BOARD OF DIRECTORS

› Thomas J. Harrington	› Jerry Fowden
› Britta Bomhard	› Susan E. Cates
› Stephen H. Halperin	› Betty Jane Hess
› Gregory Monahan	› Mario Pillozzi
› Billy D. Prim	› Eric Rosenfeld
› Graham W. Savage	› Steven P. Stanbrook

STOCK FUNDAMENTALS

ISIN	CA74167P1080
Share type	Ordinary
Ticker	PRMW
Index	Russell 2000
Stock exchanges	NYSE, TSX

SHARE CHART



KEY FIGURES - CONTINUING OPERATIONS

(\$ in millions)	Q2 2020	Q2 2019 PF	6M 2020	6M 2019 PF
Revenue				
Water Direct/Water Exchange	\$ 268.1	\$ 305.2	\$ 563.3	\$ 571.7
Water Refill/Water Filtration	\$ 57.5	\$ 55.7	\$ 88.3	\$ 84.0
Other Water	\$ 56.8	\$ 58.1	\$ 112.2	\$ 108.9
Water Dispensers	\$ 20.8	\$ 16.0	\$ 26.7	\$ 21.9
Other	\$ 53.6	\$ 86.5	\$ 140.5	\$ 176.7
Revenue, adjusted*	\$ 456.8	\$ 521.5	\$ 931.0	\$ 963.2
Adjusted EBITDA*	\$ 82.5	\$ 88.1	\$ 152.9	\$ 146.0
Adjusted EBITDA Margin*	18.1%	16.9%	16.4%	15.2%

*Reconciliation to GAAP measure available in the Q2 2020 Earnings Presentation posted in the Financial Document Library of the Investors section of the company's website at www.primowatercorp.com.

Primo Water Corporation

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