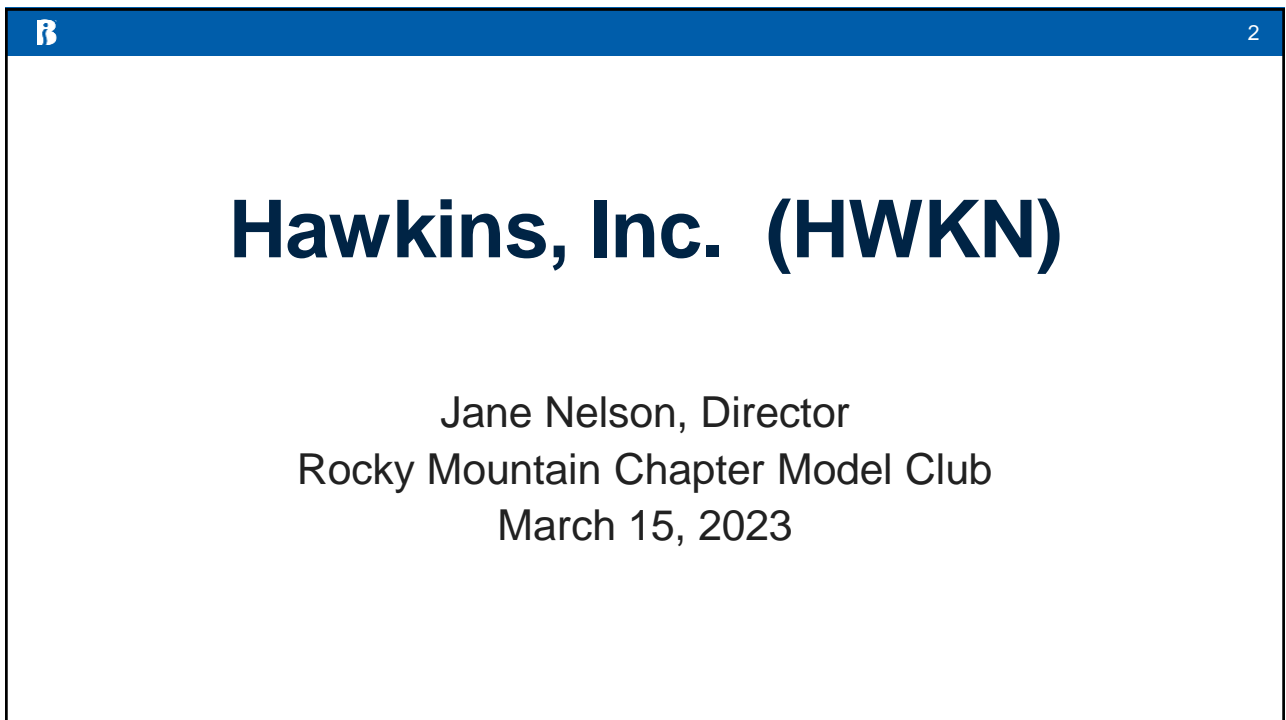




1



2

B

3

Disclaimer

- The information in this presentation is for educational purposes only and is not intended to be a recommendation to purchase or sell any of the stocks, mutual funds, or other securities that may be referenced. The securities of companies referenced or featured in the seminar materials are for illustrative purposes only and are not to be considered endorsed or recommended for purchase or sale by BetterInvesting™ / National Association of Investors™. The views expressed are those of the instructors, commentators, guests and participants, as the case may be, and do not necessarily represent those of BetterInvesting. Investors should conduct their own review and analysis of any company of interest before making an investment decision.
- Securities discussed may be held by the instructors in their own personal portfolios or in those of their clients. BetterInvesting presenters and volunteers are held to a strict code of conduct that precludes benefitting financially from educational presentations or public activities via any BetterInvesting programs, events and/or educational sessions in which they participate. Any violation is strictly prohibited and should be reported to the CEO of BetterInvesting or the Director of Chapter Relations.
- This presentation may contain images of websites and products or services not endorsed by BetterInvesting. The presenter is not endorsing or promoting the use of these websites, products or services.
- National Association of Investors™, BetterInvesting™ and the BetterInvesting™ Icon are trademarks/registered trademarks. All rights reserved. © 2021 BetterInvesting™.
- **We may be recording this session for our future use.**

3

B

4

Hawkins---What it does

Hawkins, a specialty chemical company, manufactures, blends and distributes chemicals and ingredients to customers in segments:

Industrial---50% of 2022 Revenue

Water Treatment---29%

Health & Nutrition---21%

4

B

5

Industrial Segment---Examples

Provides custom formulations to end markets:

Pharmaceuticals for excipients

Agricultural operations for liquid specialty fertilizers

Food Processors to fight bacteria, extend shelf life

Industrial companies, makes bleach

5

B

6

Industrial segment---Typical Products

- Caustic soda
- Sulfuric acid
- Bleach
- Ammonia
- Acetic acid
- Nitric acid
- And many others

6

B

7

Water Treatment Segment--Examples

Provides chemicals, equipment and solutions for treatment of:

Potable water with disinfectants

Municipal & industrial wastewater with equipment

Agricultural water with lab testing

Industrial process water with phosphates, etc.

7

B

8

Water Treatment Products

- Disinfectants
- Corrosion inhibitors
- Equipment (pumps, filters, etc.)
- Phosphates
- Chlorine
- Bioaugmentation
- Beer Souring etc.

8

B

9

Health & Nutrition Segment

Provides blended and granulated ingredients to:

Manufacturers of

Food such as health foods

Beverages as health drinks

Pharmaceuticals such as skin products

Pet foods such as specialty kibbles

9

B

10

Health & Nutrition Products

- Minerals (magnesium, manganese, calcium, etc.)
- Excipients
- Natural B Vitamins
- Organic Mushrooms
- Antioxidants
- Botanicals
- Enzymes

10

B

11

Data on Hawkins, Inc.

Founded in 1938, now based in Roseville MN

Has 51 facilities in 25 states in Central and Southeast U.S.

Has over 800 employees

Went public with IPO in 1982

Has paid dividend since 1985

Has grown by judicious acquisitions

11

B

12

SWOT for HWKN---Strengths

Good financial status

Good management

Growth strategy with explicit steps for growth

Water Treatment segment should offset usual cyclical nature of chemical companies

Forbes 2021 Best Workplace award

12

B

13

SWOT for HWKN---Weaknesses

Chemical companies are often cyclical in nature

Rising materials costs

High supply chain costs

Unexpected shutdown of major supplier resulted in higher cost suppliers

Result--Having to raise prices

13

B

14

SWOT for HWKN---Opportunities

- Demand for Water Treatment products has been increasing
- Water shortages will demand new equipment and solutions
- Company provides essential services

14

B **15**

SWOT for HWKN---Threats

- Economic slowdown
- Geopolitical upheaval restricts access to materials
- Possible special global events, i.e. panedemic

15

B **16**

QUESTIONS?

16

B 17

On to the SSG for HWKN---

17