



## FAST FACTS



**\$3.2 billion in annual revenue FY18**

# of Locations:  
**~275 branches**

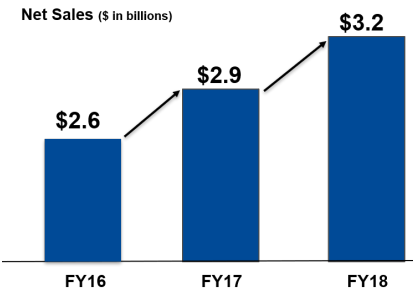
# of Employees:  
**3,500+**

Headquarters:  
**St. Louis**

History:  
**70+ years in business**  
**#1 U.S. waterworks distributor**

U.S. waterworks market size:  
**~\$18 billion**

Net Sales (\$ in billions)



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## COMPANY PROFILE

Core & Main is a leading distributor of water, sewer, storm rain and fire protection products in the United States. Operating approximately 275 branches nationwide, we combine local expertise with a national supply chain to provide contractors and municipalities innovative solutions for new construction and aging infrastructure.

Core & Main's 3,500 plus associates are committed to the safe distribution of water and fire protection to help communities thrive. We serve communities in the U.S., the Caribbean and certain international markets.

## HIGHLIGHTS

- 10 acquisitions since August 2017
- Named Best Place to Work by St. Louis Business Journal for 2019 and 2020 and Top Workplace by the St. Louis Post-Dispatch in 2017, 2018 and 2019
- No. 9 of Top 10 Privately Held Businesses in St. Louis



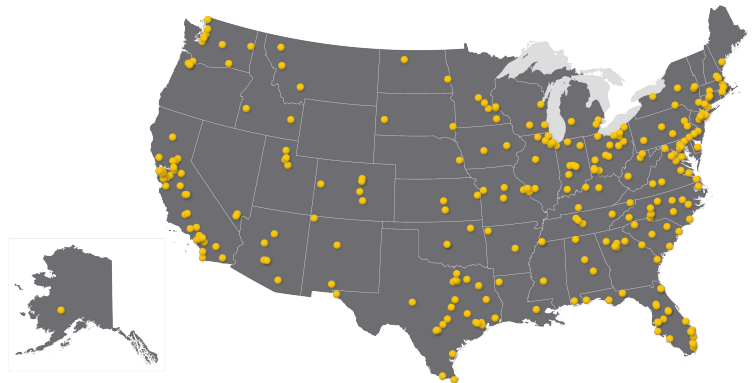
35K+ customers serving the public and private construction markets



4,500+ vendor partners



Broad portfolio of diverse and deep product lines with 150K+ SKUs



## KEY GROWTH DRIVERS – INFRASTRUCTURE

- Municipal construction
- Residential construction
- Non-residential construction

## END MARKETS AND DISTRIBUTION

- Water, wastewater, treatment plants, clean water, landfill, mining, energy and fire protection
- Products distributed such as ductile fittings and pipe, PVC and HDPE pipe, storm drain pipe, water meters, fire hydrants, valves, actuation and asset management solutions, sprinkler heads, pipe repair materials, and fabrication services



## VISION

To foster a world where communities thrive because our people and products provide safe, sustainable infrastructure for generations to come.



## MEMBER ORGANIZATIONS

- American Fire Sprinkler Association
- American Water Works Association
- Design Build Institute of America
- Global Water Intelligence
- National Association of Water Companies
- National Fire Protection Association
- National Rural Water Association
- National Utility Contractors Association
- Water Environment Federation Technical Exhibition and Conference
- Water and Sewer Distributors of America