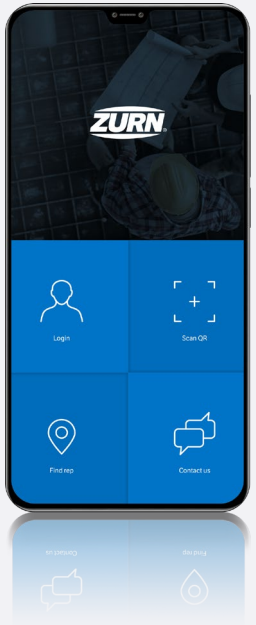
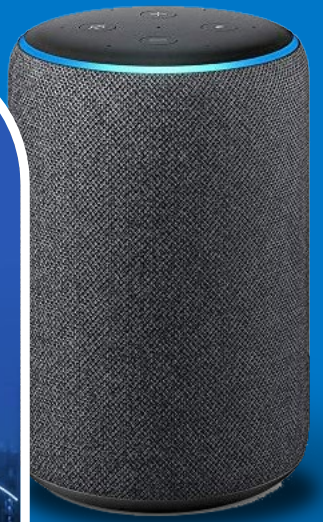
4 BILLION

Adults have smartphones
Launched in 2004



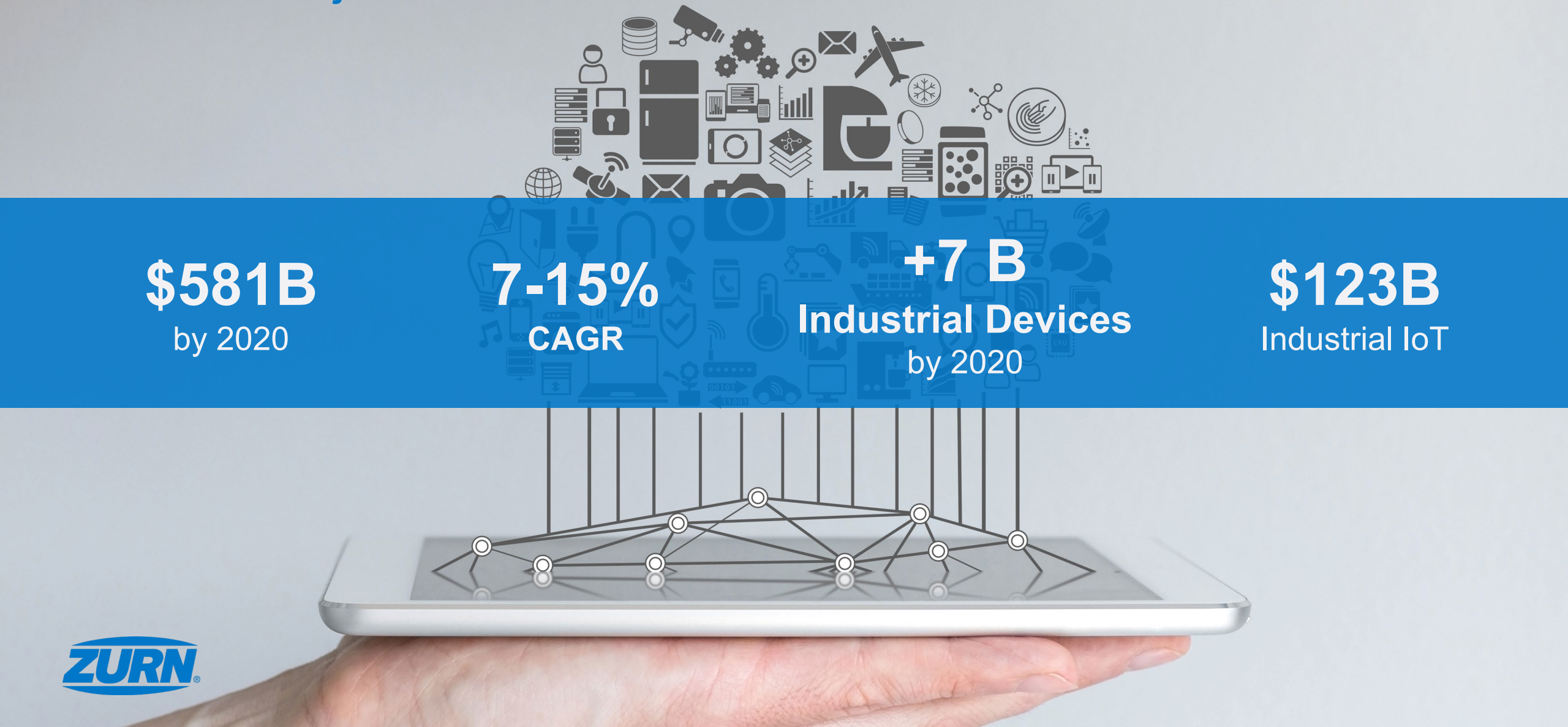
100 MILLION

Alexa devices sold
Launched in 2014



Industrial Internet of Things

Internet of Things “IoT”
Growth Projections



$581B
by 2020

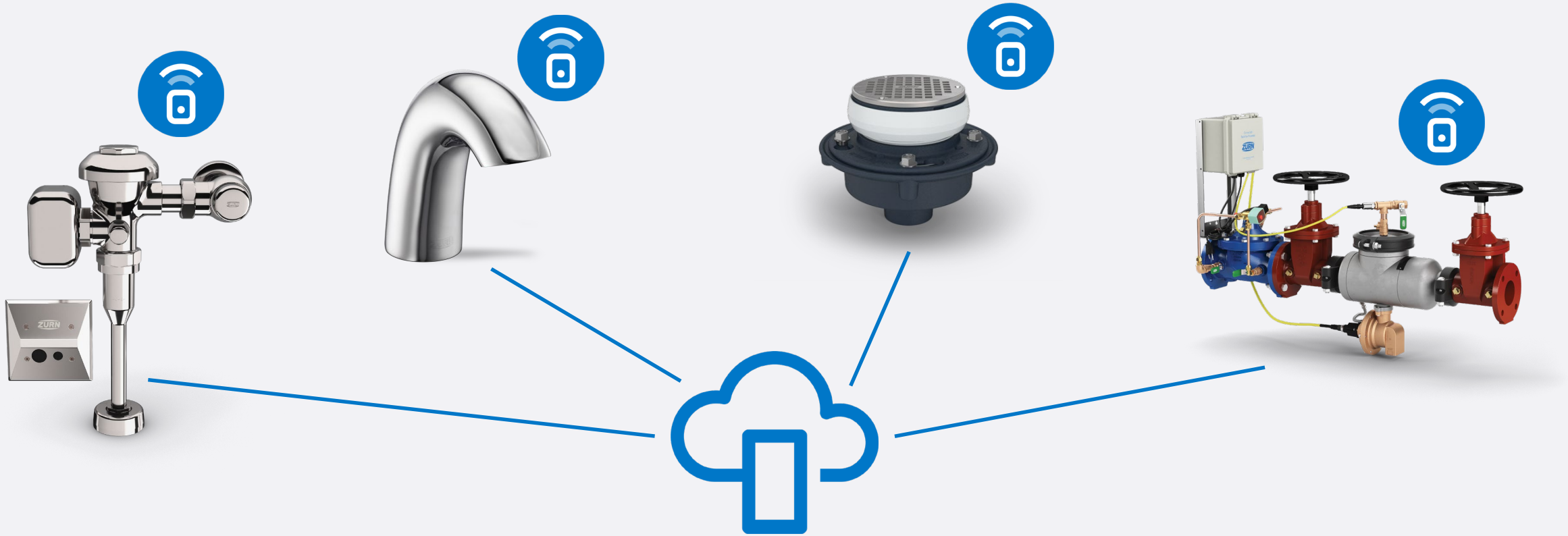
7-15%
CAGR

+7 B
Industrial Devices
by 2020

$123B
Industrial IoT

ZURN®

What if your plumbing system could talk to your maintenance crew?



How long does it take for this to happen?

How often should you clean and check functionality?

What if this happens over the weekend?

Happy travelers spend 190% more per airport visit. Why risk a broken toilet or malfunctioning faucet in your restrooms?

DIA's Restroom of the Future:
Connected toilet paper dispensers to connected flush valves

If smartphones can send coupons to your shoppers, shouldn’t your urinals tell you if they need a new diaphragm before it breaks?

The Hospital maintenance crew needs to know when and where a backflow is discharging STAT

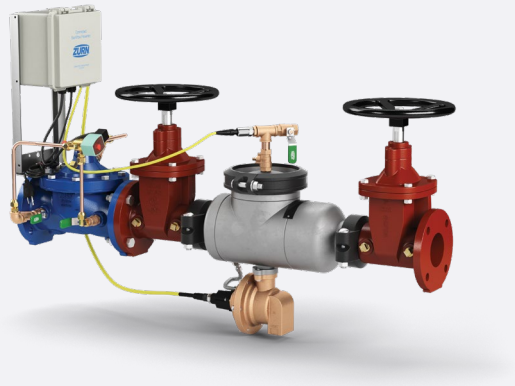
Find and fix problems faster with Zurn connected faucets

Starbucks uses Microsoft Azure to monitor bean type and coffee temperate, and for predictive maintenance

Why do they stop at your convenience store?

How many service trucks leave with the wrong parts or without the parts to do two jobs in one trip?

Data at your fingertips from Zurn Connected Plumbing



- ✓ Relief valve discharge alerts: volume & frequency
- ✓ Automatic ACV shut-off
- ✓ Zone pressure alerts
- ✓ Optional output to building alarm system

- ✓ Fixture usage metrics
- ✓ Water usage volume
- ✓ Solenoid replacement alerts
- ✓ Preventative maintenance alerts

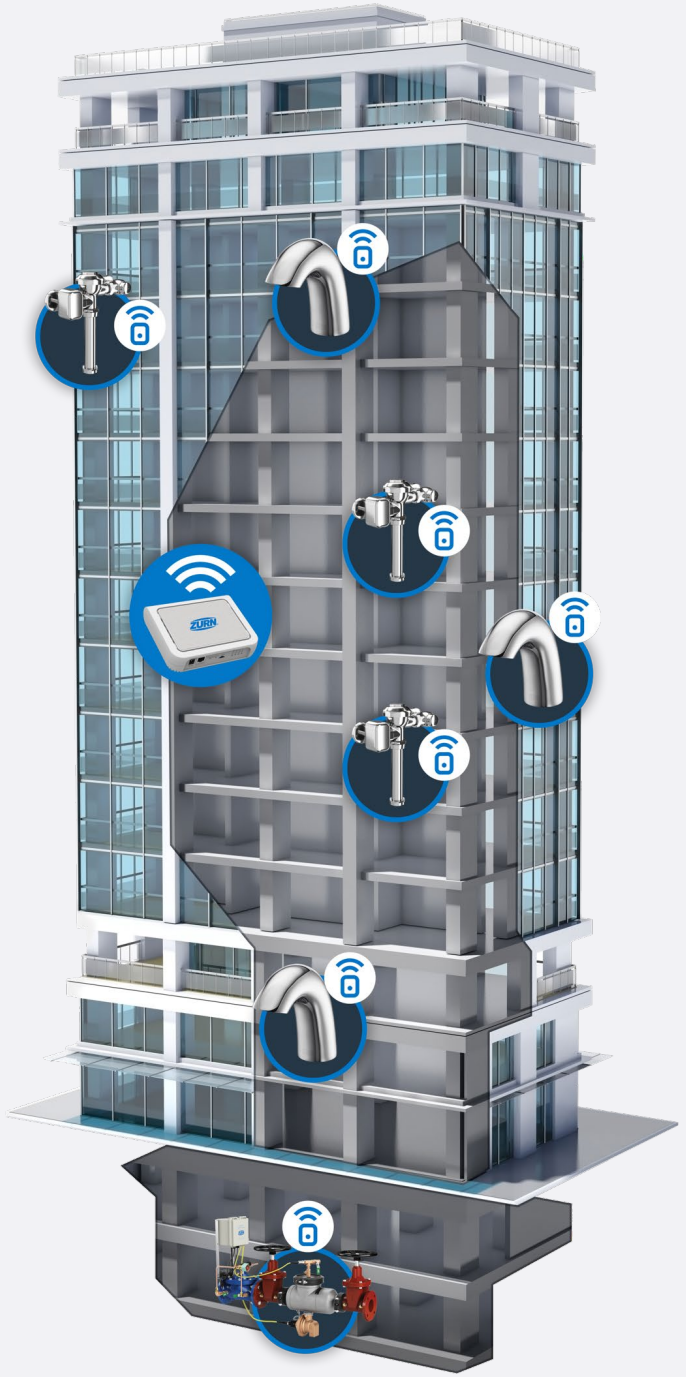
- ✓ Fixture usage metrics
- ✓ Water usage volume
- ✓ Diaphragm replacement alerts
- ✓ Preventative maintenance alerts

ZURN®

Customizable text & email alerts

How it Works

1. Sensors in each device capture and send data to a Zurn gateway
2. Connect 100s of devices to a single gateway within 1,000 foot radius
3. Use LAN (hardwire) or LTE cellular network to send data to the cloud
4. 24/7 access to device info and data trends via connect.zurn.com



HOW IT WORKS

1. Register people and plumbing products on the portal
2. Get customize alerts for your plumbing products via email and/or text
3. Get a product, building or campus-wide view of your connected plumbing system
4. 24/7 access to device info, spec sheets, and data trends

Use the existing network connection or a separate cellular connection

LAN
ETHERNET
GATEWAY
LTE
NETWORK
ZURN

Complete Your Smart Building

HVAC

Lighting/Electrical

Security

Conveyance

https://www.youtube.com/watch?v=JFUF_O0WdeI

Launching Connected Products in Your Market

Big Box Retail

Universities

Airports

Healthcare

Launching Connected Products in Your Market

No-cost pilot installations:

- ✓ Owners in key Verticals
- ✓ Service Contractors
- ✓ Commercial Real Estate Firms
- ✓ Wholesaler Showrooms

Launching Connected Products in Your Market

Where is your installed base?

ZURN

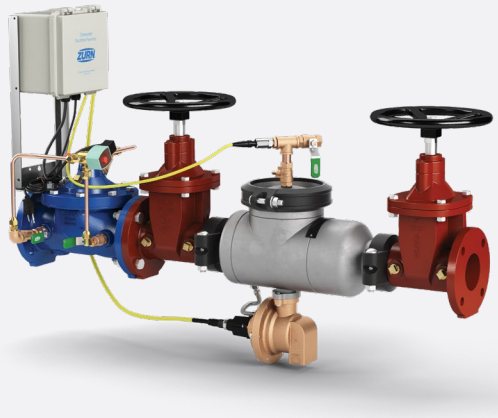
No-cost Connected Restrooms

- Up to 20 fixtures at no cost
- Zurn pays for installation
- 3-6 months free service
- Demo customer must be pre-approved by Zurn
- Complete order form & send to Zurn Connected team

Smart Devices at
Dumb Prices to Launch

SOLVING FOR OUR CUSTOMERS

2019 NSM



- Jump on a current bid/project
- Large scale opportunities
- Key partners to demo for clients
- 12% commission on product, if connected to PlumbSmart
- 12% commission on annual fee

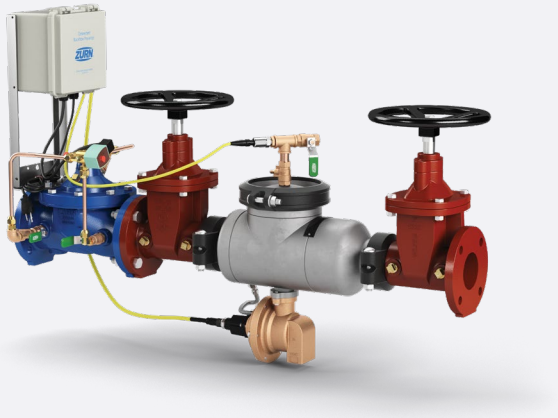
ZURN

Standard Pricing for Connected
After Product Launch

SOLVING FOR OUR CUSTOMERS

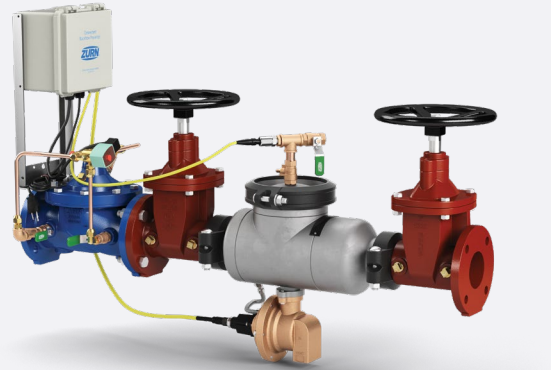
2019 NSM

- FCIS same pricing
- ~20-40% net adder on Backflow
- 10-40% adder on Faucets
- 10-50% net adder on Flush Valves
- 15% product commission for 1st 6 months, if connected
- 12% product commission for months 7-24, if connected
- 12% annual service fee commission



ZURN

Standard Pricing for Connected
After Product Launch



Initial & Recurring Costs

- $300 LAN / $400 LTE Gateway
- 50% discount w/ 1 FCIS or 10 fixtures
- Free Gateway w/ 2 FCIS or 20 fixtures
- $250/year for LTE Gateway

Service Fees

When sold w/ full product cost adder:

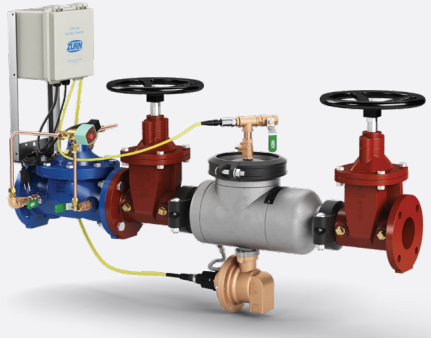
- $36/year per connected product

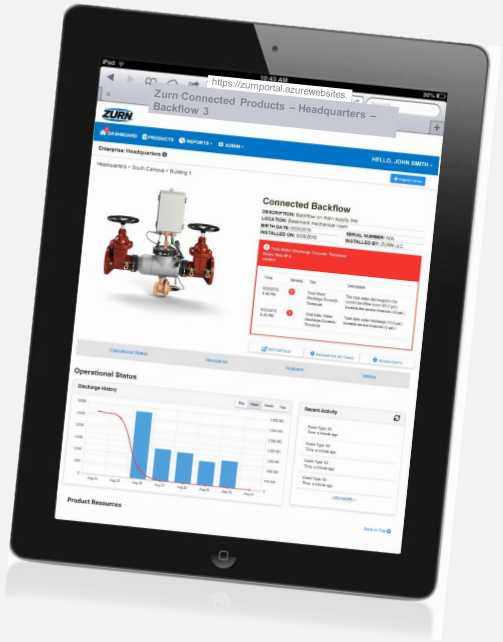
When sold w/ discounted product cost adder:

- First year: $36/year per FCIS, $84/year per FCT & $120/year per FV
- Year 2-5: $36/year per connected product

Why they will buy

1. Preventative Maintenance
2. Reduced Downtime
3. Safety and Compliance
4. Lowered Risks and Costs
5. Enhanced Guest Experiences

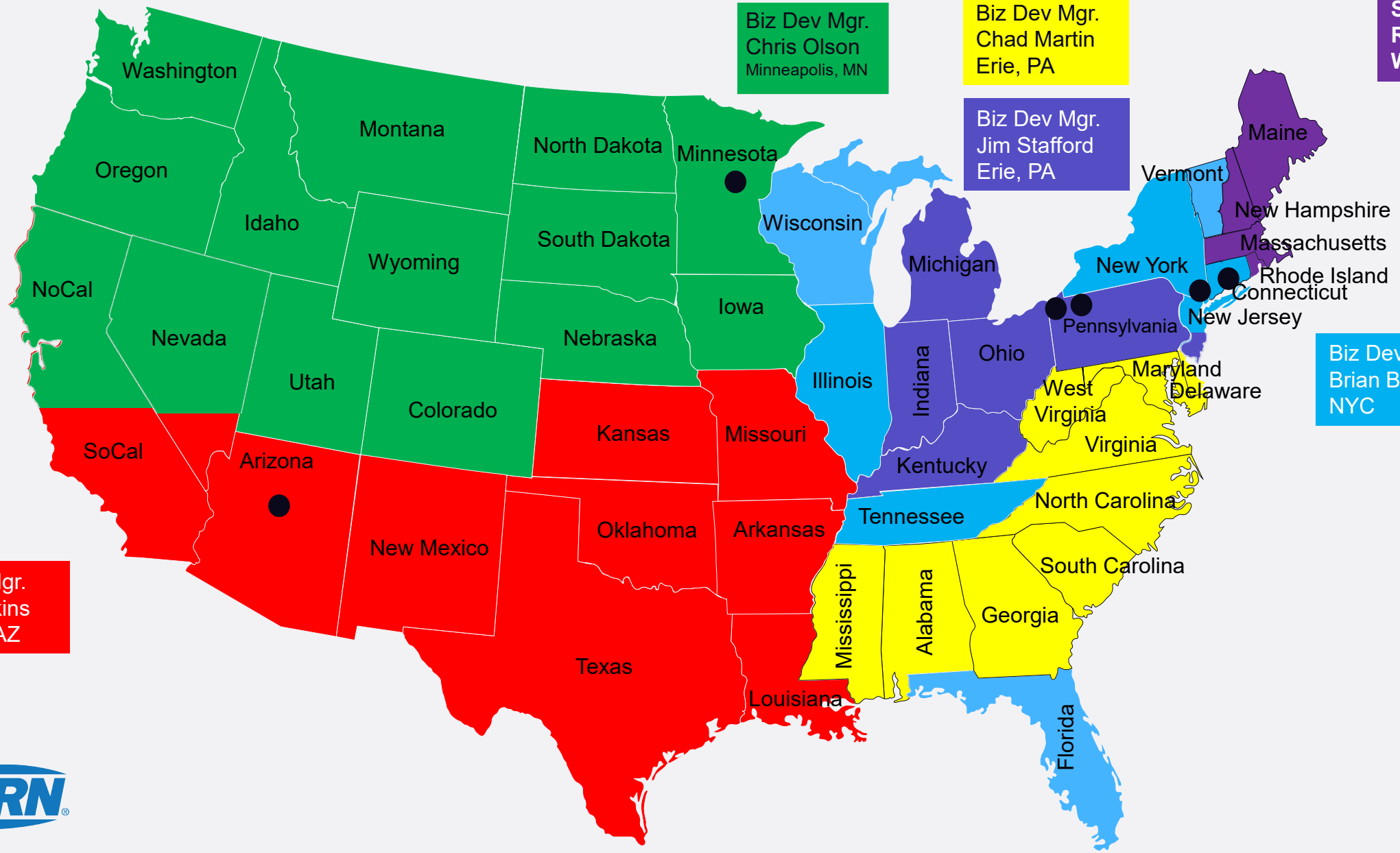




http://zix.zurn.com/

KNOW MORE

ZURN CONNECTED PRODUCTS

ZURN

FY20 Digital Sales Engagement Map