

**ECOLAB®**

Everywhere It Matters.™



THINK  
**GREEN**  
GO BLUE

Driving **exponential operational**  
and **sustainability** results  
with our customers



# WHAT DO WE MEAN BY THINK **GREEN GO BLUE?**

It means taking action, moving beyond conventional thinking and finding new ways to make the world a cleaner, safer and healthier place through sustainable solutions and methods.



Reduce water consumption



Reduce greenhouse gas emissions



Conserve energy and natural resources



Reduce waste



Protect your brand



Meet consumer and legislative pressure

"It is not a question of 30 or 40 years. It is now. It is this decade where we have to get better, otherwise we risk to reach irreversible tipping points,"

Ursula von der Leyen  
European Commission president  
October 2021

## Global Pressures Require Focus On Sustainability



### POPULATION

By 2050, the world's population is projected to reach 9.7 billion people requiring food, water and energy.

#### Impacts;

- High demand for safe food
- High demand for water and energy
- Increase in CO2 emissions
- Cost for society and economy



### CLIMATE

By 2050, (if we do not act), many of the most damaging, extreme weather events will be come common place.

#### Impacts;

- Melting ice and rising seas
- Risk for human health
- Extreme weather and shifting rainfall
- Risk for wildlife
- Cost for society and economy



### WATER

By 2030, demand for clean water will surpass supply by over 40%.

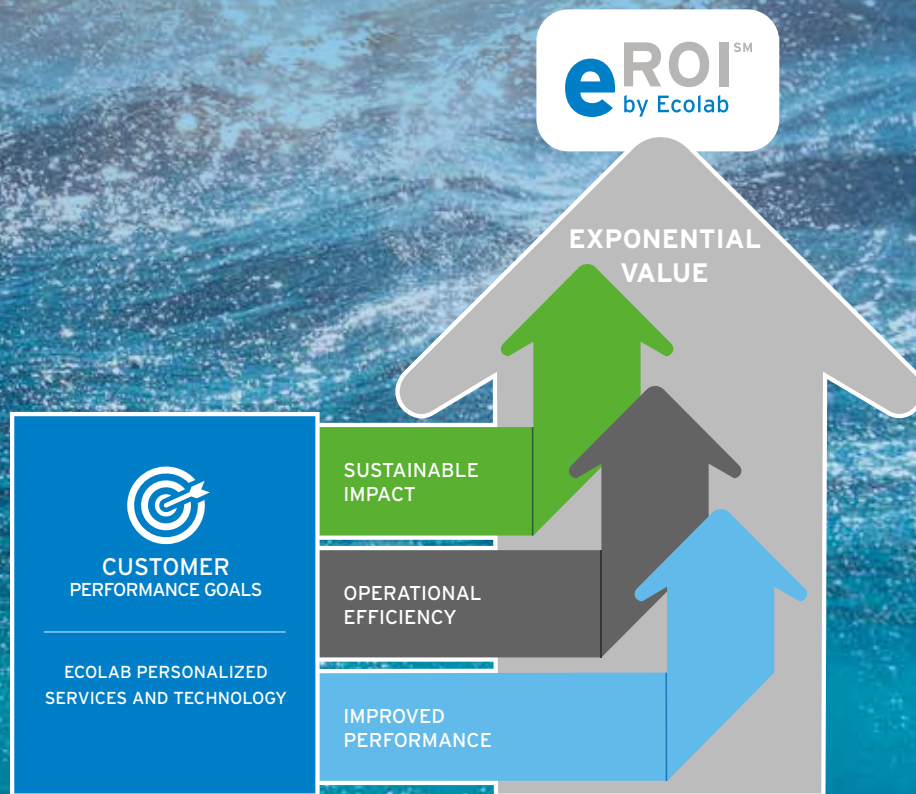
#### Impacts;

- Decreasing supplies of fresh water in the world's largest and fastest growing regions
- Diminishing water quality is impacting available fresh water supplies



# eROI: CREATING AND MEASURING VALUE

We empower our customers by delivering sustainable, efficient results. eROI is how we quantify it.



## eROI = Exponential return on investment

Our solutions, insights and methodology help customer improve operations while tracking progress and demonstrating value across a range of metrics, including:

- Increased productivity
- Improved efficiency and performance
- Reduced operational costs
- A positive sustainable impact with reduced water and energy use
- Improved asset performance and longevity

## OUR GLOBAL IMPACT IS SIGNIFICANT



Produce  
**42%**  
of the global  
processed milk supply



Clean more than  
**40 BILLION**  
hands



Help serve  
**45 BILLION**  
meals



Help our  
customers manage  
**1.1 TRILLION**  
gallons of water



Manage water and  
process technology  
generating  
**22%**  
of the world's power



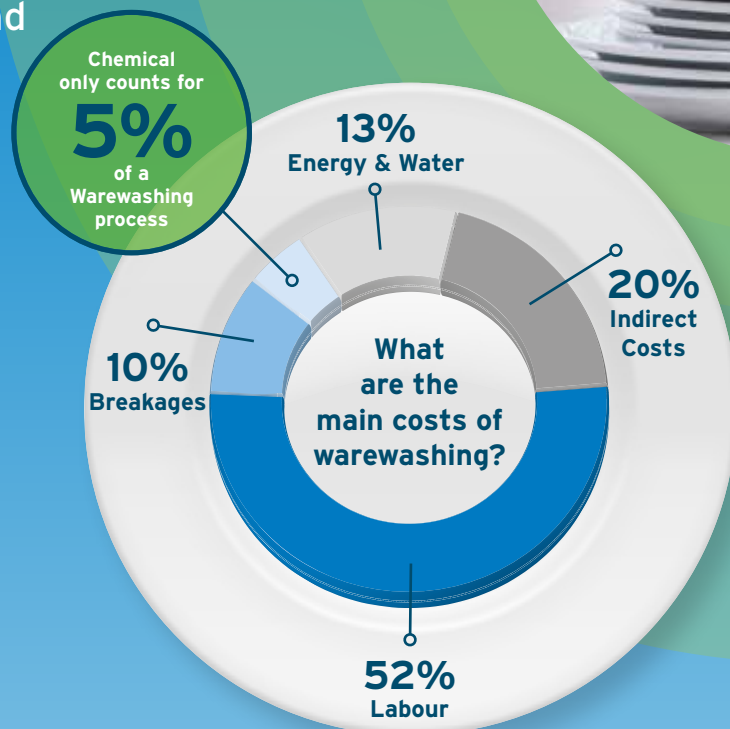
**1 BILLION**  
clean hotel rooms

# WAREWASHING

Obtain the clean results your customers expect while saving water, energy and ultimately, costs.



of people expect hospitality brands to take part in sustainable practices\*



## DID YOU KNOW?

Our 'One Pass' Warewash program ensures the item being washed comes out sparkling clean therefore avoiding the need to rewash which doubles your water, energy and detergent consumptions

## APEX PROGRAM

Your sustainable, automated, actionable and easy to operate warewash program

- ✓ 97% less packaging
- ✓ Spill proof & ergonomic handling
- ✓ Actionable insights



### EMISSIONS

Reduction of 1,485 kg of CO2 associated with energy production, as well as reducing CO2 associated with transport by 62%



### ENERGY

Saves up to **3,712 kWh** of energy annually per machine



### WATER

Conserves up to **27,557 litres** of water each year per machine




### WASTE

Reduces up to **63kg** of plastic waste disposal per year per machine



# SOLIDS PROGRAM

Achieve sparkling results, with a sustainable, efficient and safe operation

- ✓ 65% less packaging waste
- ✓ 100% spill proof & ergonomic handling
- ✓ Nordic Swan Eco-labelled 



## EMISSIONS

**44%**

CO2 reduction due to concentrated solid chemistry



## HUMAN HEALTH

**90%**

less physical strain, 100% closed system reducing risk of burns and slips



## PRODUCTIVITY

High performing products ensure quality results, reducing the need for rewashing




## WASTE

Solid capsules reduce packaging waste by up to **65%**

# LIQUID PROGRAM

Your simple liquid solution for one-pass cleaning results

- ✓ Nordic Swan Eco-labelled 
- ✓ Automated dosing systems to ensure accurate dosage and avoid over consumption
- ✓ Avoid rewashing through the achievement of one pass results



## EMISSIONS

High concentrates can contribute to a reduction of CO2 emissions associated with transport



## HUMAN HEALTH

Products that are free from NTA, EDTA, phosphate and chlorine



## PRODUCTIVITY

High performing products ensure quality results, reducing the need for rewashing



## WASTE

Liquid canisters can be recycled

# KITCHEN HYGIENE

Providing complete protection for your food, your guests and your reputation, in an environmentally conscious manner

#1



...the relevance of Sustainability to foodservice business success increased from 22nd out of 25 to the #1 ranked success factor, as ranked by Foodservice suppliers\*

## DID YOU KNOW?

Our Wash 'n Walk Floor Cleaner is a rinse free formula which **reduces water consumption by 50%**

## KITCHENPRO PROGRAM

safely achieving clean results whilst saving time, resources and controlling costs

- ✓ No contact, spill proof & exact dispensing
- ✓ Reduce costs, improve safety
- ✓ EN norm tested disinfectant solutions



### EMISSIONS

Can reduce CO2 emissions associated with transport by up to **98%**



### HUMAN HEALTH

No contact possible with concentrated chemistry, all diluted bottles are non hazardous



### PRODUCTIVITY

High performing, easy to use products with automated dilution, eliminates the guess work



### WASTE

2L pouches reduce packaging waste by up to **90%**

# WASH 'N WALK

Revolutionary no-rinse floor cleaner formulated to improve safety and sustainability

- ✓ No rinse, leave the cleaner on the surface to work its magic
- ✓ Enzymes work during and after application
- ✓ Studies prove Wash 'n Walk increases slip resistance



## EMISSIONS

Reduction of 12.5 kg of CO2 per 2x2L associated with energy production



## ENERGY

Save 31kwh per 2x2L solution of Wash 'n Walk by using cold water



## WATER

100% rinse free formula reduces water consumption by **50%**



## WASTE

2L pouches reduce packaging waste by **62%**

# GREASELIFT

Achieve outstanding degreasing results without the need for PPE

- ✓ As effective as caustic oven cleaners
- ✓ Positively promotes a safer working environment
- ✓ Safe to use on aluminium surfaces



## EMISSIONS

2L pouches reduces CO2 associated with transport by over **80%**



## HUMAN HEALTH

Non-corrosive formula reduces the requirement for PPE



## CONTROL

Flexible dispensing options ensure accurate dilution and avoids over consumption



## WASTE

2L pouches reduce packaging waste by over **90%**

# NEXA

Clean and sustainable hand hygiene without a doubt

- ✓ Full hand hygiene compliance
- ✓ Touch free and manual dispensing
- ✓ Gel, liquid and foam products available



## CONTROL

The anti-drip pulls excess product back in, helping to avoid slips, falls and product waste



## ENERGY

Energy efficient touch-free dispenser lasts 44% longer before requiring a change of battery



## WATER

Nexa Foam washes **30%** more hands and requires less water and energy



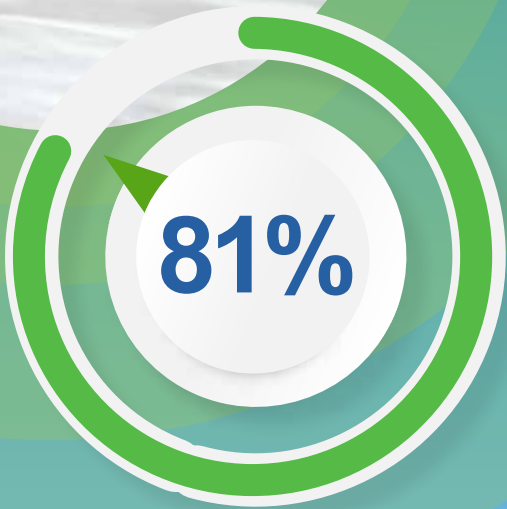
## WASTE

Airtight packaging easily recycled, the collapsible bottles dispense up to 99% of the product reducing product waste.



# HOUSEKEEPING

Total impact approach to delivering a positive guest experience through spotless results



...of travellers say they want to stay in a **sustainable accommodation** in 2022 - which is a notable increase from 62% in 2016\*

Labour accounts for the biggest cost in housekeeping at

**91%**

3%  
CHEMISTRY

6%  
AMENITIES

AVERAGE  
HOUSEKEEPING  
COST ALLOCATION

## DID YOU KNOW?

One 2L Pouch can make up to 1000 re-usable spray bottles

## OASISPRO PROGRAM

The sustainable way to delivering outstanding guest satisfaction

- ✓ EN norm tested disinfectant solutions
- ✓ No contact, spill proof & safe dispensing methods
- ✓ Nano technology, highly effective odour counteractants, low in-use concentrations



### EMISSIONS

Can reduce CO2 emissions associated with transport by up to 98%



### HUMAN HEALTH

No contact possible with concentrated chemistry, all diluted bottles are non hazardous



### CONTROL

Colour-coded system to ensure the use of the right product for the right cleaning task



### WASTE

2L pouches can reduce packaging waste by over **90%**

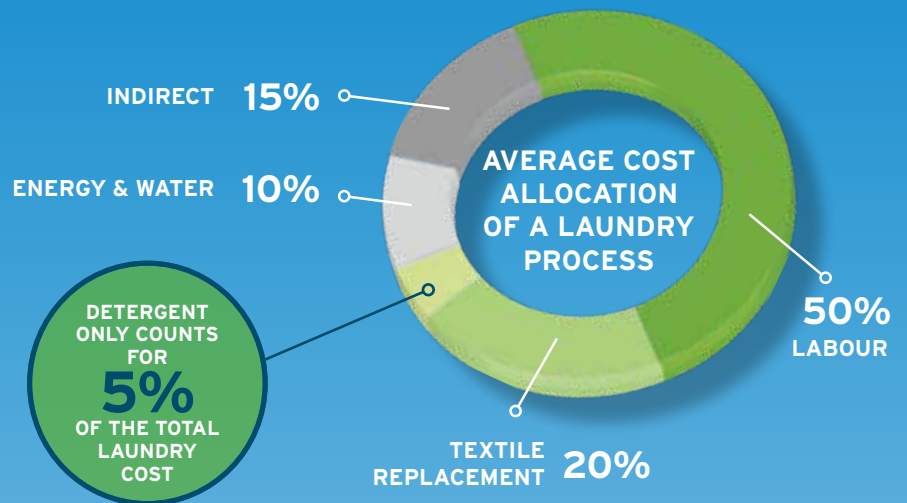


# ON PREMISE LAUNDRY

Providing guests with consistently clean, white and soft linens

## DID YOU KNOW?

Using Solid Laundry Capsules can reduce plastic waste by **70%** compared to liquid canisters



## AQUANOMIC

Simplifies your laundry operation

- ✓ Consistent & reliable results
- ✓ 100% spill proof & ergonomic handling
- ✓ Tracked metrics - actionable reporting



### EMISSIONS

Can reduce CO2 emissions associated with transport by over **70%**



### HUMAN HEALTH

90% less physical strain, 100% closed system reducing risk of burns and slips



### WATER

Can reduce energy by reducing wash steps



### WASTE

With up to **90%** less packing, Aquanomic reduces plastic waste

## ECOBRITE LOW TEMP

The clean, safe and efficient liquid laundry program

- ✓ Improves performance at low temperatures
- ✓ EU Flower certification for detergents
- ✓ Keeps delicates and general textiles clean, white, soft and fresh



### EMISSIONS

Reduced carbon emission per KG textile washed of 159 grms



### ENERGY

Effective washing at low temperatures reduces energy of up to **55%**



### WATER

Innovative chemical program that uses less water of up to **16%**



### WASTE

Low temperature washing is gentle to textiles and extend asset lifetime

# FACILITY CARE

Delivering efficient and sustainable operations

PRODUCTS  
& SYSTEMS 2%

OTHER 7%

ADMIN 6%

Labour accounts  
for the biggest cost  
in facility care at

**85%**

## MAXX2

The safe and sustainable way to maximise your cleaning performance

- ✓ Super-wetting technology
- ✓ Low in-use concentrations
- ✓ Ecolabel certified, reduced PPE requirements



1 LITRE  
MAKES UP TO  
**400L**  
of solutions



### EMISSIONS

Can reduce CO2 emissions associated with transport by over **90%**



### SAFETY

Non classified formulations



### HUMAN HEALTH

Ecolabel certification that helps guarantee product stewardship



### WASTE

MAXX2 can reduce waste by over **95%**





**Increasing awareness about  
workplace wellness  
and sustainability  
is one of the primary factors driving  
the demand for contract cleaning  
services market\***

\* The "Contract Cleaning Services Market - Growth, Trends, COVID-19 Impact, and Forecasts (2021 - 2026)" report

#### **DID YOU KNOW?**

**The combination of Ecolab MAXX2  
chemistry and impregnated flat mopping  
reduces water & compound by up to 50%**



## **MAXX2 floor stripping & coating**

Time saving for linoleum floors

- ✓ Strip floors without rinsing
- ✓ Coating of linoleum floors after 30 minutes of drying time
- ✓ Increased resistance to alcohol-based hand disinfectants



#### **EMISSIONS**

Travel time is reduced by  
**50%**  
and overall floor  
downtime is reduced



#### **ASSETS**

Prolonging floor stripping  
intervals thanks to  
increased resistance  
against alcohol-based  
hand disinfectants



#### **WATER**

**50%**  
water savings using  
rinse-free products like  
MAXX BenduroI2



#### **HUMAN HEALTH**

Metal salt-free  
dispersions (TBEP-free)



# FACILITY CARE

## MOBILETTE® Vario flexx

Increase productivity and efficiency with pre-impregnation

- ✓ Impregnated one-step cleaning
- ✓ Adaptable to the specific customer site conditions
- ✓ Certifications for manual pre-impregnation of textiles



### PERFORMANCE

Shorter set-up times and ergonomic working without moistening, squeezing or rinsing of the textiles



### CONTROL

Need-based product consumption and reduced laundry requirements



### WATER

Up to 50% water saving due to needs-based preparation of cleaning textiles



### WASTE

Consists almost completely of plastic materials which are recyclable

## MOBILETTE® Vario maxx

Modularity, ergonomics and efficiency

- ✓ Adaptable to specific customer site conditions
- ✓ Symmetrical design allows access from both sides
- ✓ Smooth surfaces, rounded edges and panels simplify cleaning of the trolley



### PRODUCTIVITY

Efficient and innovative disposal thanks to the attachable and detachable waste module



### SAFETY

Unique ergonomic characteristics like ergo-handle, modularity, wheel system and waste module



### HUMAN HEALTH

Plastic materials used do not contain phthalate plasticizers



### WASTE

Consists almost completely of plastic materials which are recyclable



# BIOLOGICAL CLEANING

Enzyme based cleaning technology

- ✓ Advanced safe micro-organism technology
- ✓ Removes grease build up
- ✓ Eliminates odour by degrading waste at the source



## PERFORMANCE

Increased efficiency as enzyme activity is continuous after application



## ENERGY

Save 0.88kwh per 20L solution of Wash 'n Walk by using cold water



## WATER

No-rinse formula saves on water consumption



## WASTE

Wash 'n Walk pouches reduce waste by **62%**

# MOP TAXAT & MOP ELTRA®

Special detergents for cleaning textiles

- ✓ Detergent residues are used as a washing booster
- ✓ For all machine types, water hardness, temperatures and degrees of contamination
- ✓ Low-foaming formulation prevents over-foaming



## ASSETS

Value retention - optimum protection against greying



## CONTROL

Excellent washing power already at 60 °C for optimized energy costs



## WATER

No need for pre-rinsing enables water savings of up to **45%**



## HUMAN HEALTH

Hygienically prepared cleaning textiles

# POLIFIX® microclin

Premium microfibre cloths

- ✓ High quality cloth made from 100% super microfibre
- ✓ Excellently suitable for wet, damp and dry cleaning
- ✓ Perfect dirt pick-up and optimum cleaning results



## PERFORMANCE

Increased efficiency due to very high cleaning performance and very good gliding properties



## CONTROL

Premium quality for optimum durability reduces the need for replacement



## HUMAN HEALTH

Colour-coded for safe and hygienic surface cleaning preventing cross-contamination



## WASTE

High quality microfibre can be washed up to **300 times**

# YOUR POSITIVE SUSTAINABLE IMPACT

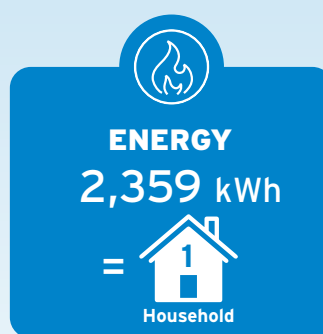
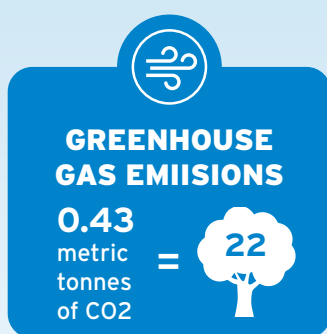
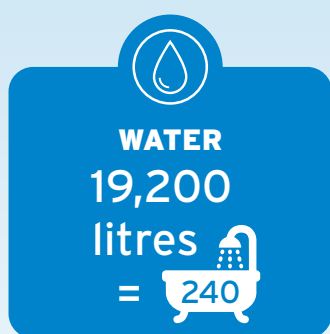


## Solutions

- Aquanomic™ Laundry Program
- Oasis Pro® Solutions
- Apex™
- Kitchen Pro
- Wash 'N Walk™ Floor Cleaner



## AVERAGE HOTEL OPERATION ANNUAL SAVINGS





# NETWORK OF EXPERTS



## PROVEN EXPERTISE

A team of Ecolab experts delivering unmatched science-based guidance – from on-site support with programs and process to R&D and advisory support with public health, food safety and compliance – when and where you need it.

## Your Ecolab Expert

1. Coming on-site to provide hands-on service, consultation and guidance
2. Highly experienced and knowledgeable
3. Equipped with proven science-based protocols & real-time insights

### Technical Service & Support

- Dedicated experts for industry leading guidance in food safety and infection prevention
- Personalized technical consultation and on-site support
- Customized laboratory testing to aid in pre-purchasing decisions

### Expert Knowledge Base

- On-demand consultation, advisory guidance & training
- Proactive guidance on new challenges & risks
- Expert validation/auditing
- Ongoing partnership with leading industry groups

### Ecolab Training

- Industry-renowned training – for Ecolab staff and customer teams
- On-site instruction when needed
- On-demand digital training

### Research, Development & Engineering

- Developing new technologies & programs to address specific customer challenges
- Science-based development of new antimicrobial products
- Advancing kill times + cleaning efficiency

### Continuous Improvement

- Analyzing service data to anticipate needs & issues
- Measuring results against goals to drive continuous service improvement



# A TRUSTED GLOBAL PARTNER

## BUSINESS RECOGNITION



## SUSTAINABILITY RECOGNITION



## WORKPLACE RECOGNITION



## THIRD PARTY ACCREDITATION RECOGNITION



# COMMITTED TO A POSITIVE IMPACT IN YOUR OPERATIONS AND THE WORLD

## STRONG PARTNERSHIPS ARE KEY TO A FLOURISHING, SUSTAINABLE FUTURE

We look forward to continuing to partner together to:

- ✓ Build a sustainable future
- ✓ Make a difference in your operations
- ✓ Be a sustainable part of your supply chain

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