



GROWING FAST. GROWING OUR IMPACT. GROWING OUR TEAM.

2024 GROWTH & IMPACT OVERVIEW



Growing fast by growing our impact and growing our team

Ecolab is a global sustainability leader offering water, hygiene and infection prevention solutions and services that protect people and the resources vital to life. Building on a century of innovation, we deliver comprehensive science-based solutions, data-driven insights and world-class service to advance food safety, maintain clean and safe environments, optimize water and energy use, and improve operational efficiencies for customers around the world. We perform best by doing what’s right and doing it well. In collaboration with our partners, we are focused on continuing our positive performance into the future so that businesses can grow and people around the world can thrive.

By 2030, together with our customers, we aim to help:



Save **300 billion** gallons of water, equivalent to the drinking water needs of **1 billion** people



Avoid the generation of **6 million** metric tons of greenhouse gas emissions, preventing nearly **10 million** pollution-related illnesses



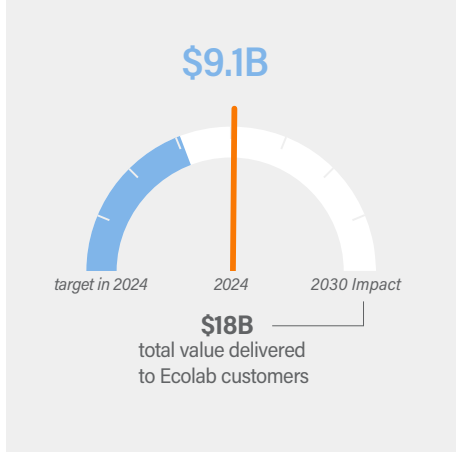
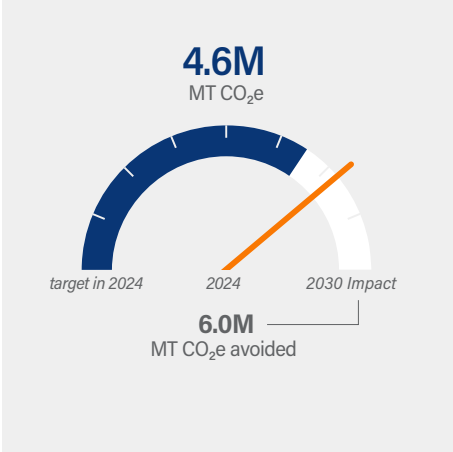
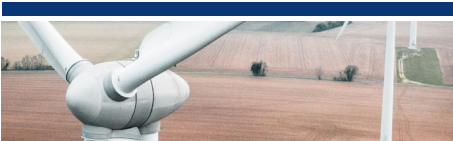
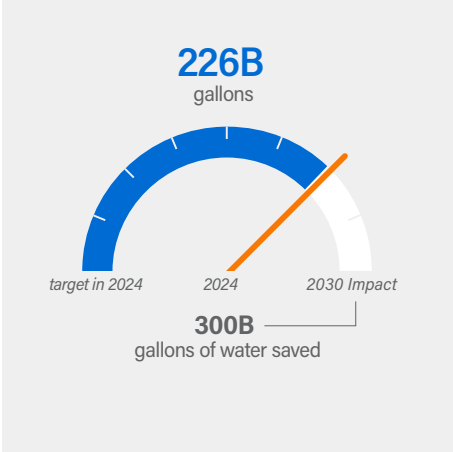
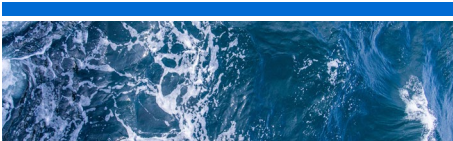
Protect **2 billion** people from foodborne illnesses and infections



Achieve **\$18 billion** in cumulative customer value¹

¹ Total Value Delivered since 2019

Here’s how we partnered with customers in 2024 to enable profitable growth alongside positive impact:



Delivering on our purpose

In support of our plan for creating 2030 Positive Impact, we continued to lead by example in our own operations and communities to help improve the health of people, planet and business around the world.

2024 highlights:

- Earned approval of our near- and long-term greenhouse gas (GHG) emissions targets by [the Science-Based Targets initiative](#).
- Achieved [100% renewable electricity in our EU operations](#), bringing us to 71% renewable electricity globally.
- Accelerated efforts to [electrify our North American sales and service fleet](#) by 2030, beginning in California.
- Collaborated to [scale the Minnesota Sustainable Aviation Fuel \(SAF\) Hub](#) to help sustainable aviation take flight.
- Continued our work as co-founder of the [Water Resilience Coalition \(WRC\)](#), which has grown to 40 companies with \$5 trillion in market cap, and convened the second annual forum of the [California Water Resilience Initiative \(CWRI\)](#) to support a water-resilient future for California.
- Achieved [Alliance for Water Stewardship \(AWS\) certification](#) at additional facilities, bringing our total AWS-certified count to 13.
- Continued to [implement circular economy principles](#) by avoiding 15.9 million pounds of virgin plastic resin.
- Donated [\\$21.7 million to global communities](#) in the form of product donations, cash grants and associate volunteerism.
- Drove record results while cultivating a winning team committed to engagement and inclusion for our associates across the globe.

Continuing to achieve a Net Positive Water Impact



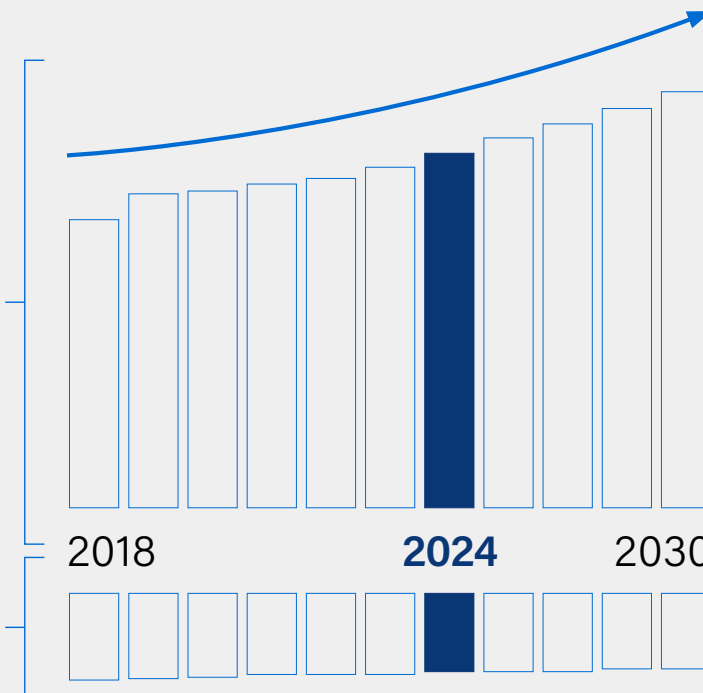
Customer impact

Water saved through use of Ecolab solutions



Operational impact

Ecolab's operational and estimated Tier 1 supplier water use



GROWING FAST. Helping businesses — including our own — thrive by protecting reputations and the bottom line.

GROWING OUR IMPACT. Prioritizing positive environmental impact and the earth's most valuable resource: water.

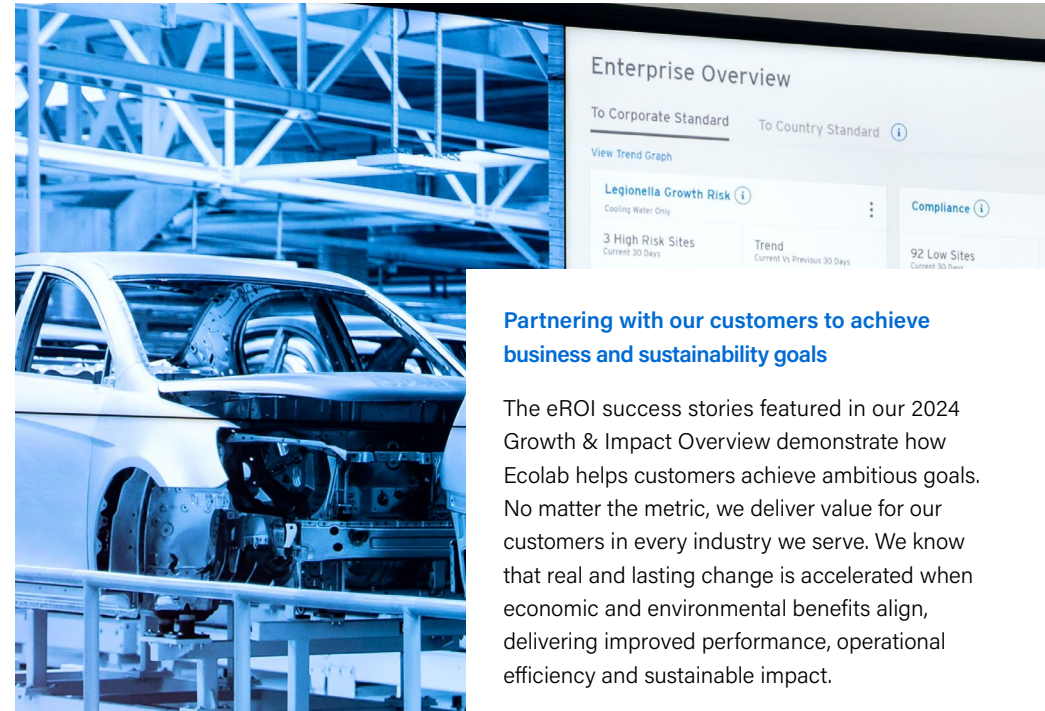
GROWING OUR TEAM. Our high-performing team is driven to tackle meaningful challenges for our customers, and the world



Delivering value to customers

Improving business outcomes, operational performance and environmental impact

Through our proprietary eROI approach—which calculates the exponential return on our customers' investment in Ecolab products and services—we measure the significant value and positive impact of our solutions. eROI helps customers credibly quantify their return through comprehensive operating cost savings, including water and energy efficiencies. This enables them to plan and track their progress across a range of business and operational performance goals, while also considering environmental impacts.



Partnering with our customers to achieve business and sustainability goals

The eROI success stories featured in our 2024 Growth & Impact Overview demonstrate how Ecolab helps customers achieve ambitious goals. No matter the metric, we deliver value for our customers in every industry we serve. We know that real and lasting change is accelerated when economic and environmental benefits align, delivering improved performance, operational efficiency and sustainable impact.



eROI stands for exponential return on investment

eROI is how we demonstrate the results, by showing our customers' return on investment with measurable, meaningful outcomes.



WATER



ENERGY



WASTE



SAFETY



BRAND



QUALITY



PRODUCTIVITY



CAPACITY



COMPLIANCE



TOTAL VALUE
DELIVERED

eROI programs and projects have helped deliver \$9.1 billion in cumulative value for our customers.¹

By helping define and deliver value, Ecolab supports our customers, enhancing the value they create in the world. Our practices align with our customers' ambitions and drive exponential business results that enable healthy environments and communities.

¹ Total Value Delivered since 2019

eROI Case Study

Helping Sysco drive customer performance and impact



The company is committed to delivering success for its customers through industry-leading expertise, products and solutions. It is also committed to providing sustainably focused products, caring for people and communities and protecting the planet.

As an Ecolab distributor, Sysco partners with Ecolab to provide value to Sysco and Ecolab's customers through innovative solutions and expertise.

Actions

Working with Ecolab, Sysco deployed a suite of solutions aimed at increasing operational efficiencies, enhancing the guest experience, delivering a positive environmental impact and safeguarding workers.

Ecolab is helping Sysco advance these goals through high-quality, easy-to-use cleaning products under the Ecolab and Keystone Brands. These solutions help save water and energy and greatly reduce solid waste.

They include:

- **Keystone Unit Dose:** A tablet-based cleaning program that simplifies the cleaning routine while delivering a professional-grade clean for guests. The system also features a 98.8% reduction in plastic packaging waste¹ and contributes to significant water and energy savings during the cleaning process.
- **Keystone Ultimate:** Delivers exceptional dishware cleanliness while helping to reduce

the environmental impact of foodservice operations, in part through decreased wash times and less plastic packaging than traditional five-gallon plastic pails.

- **Keystone Solid Power™ XL:** A highly concentrated machine warewashing detergent that allows for 50% more washes per capsule, reducing packaging waste by 33%.²
- **Keystone Sanitizing Wash 'n Walk™ No Rinse Floor Cleaner:** A one-step floor cleaning and sanitizing solution that saves water and energy while increasing productivity.³

In addition, Ecolab supplies Sysco with a range of products that are Green Seal certified and meet U.S. EPA Safer Choice standards.

Outcomes

As a result of these initiatives, Sysco not only enhanced its business performance, it also delivered superior solutions to its customers, conserving substantial amounts of water and energy, and greatly reducing greenhouse gas emissions and waste.

Solutions

- [Keystone Unit Dose](#)
- [Keystone Ultimate Program](#)
- [Keystone Solid Power](#)
- [Keystone Sanitizing Wash 'n Walk No Rinse Floor Cleaner](#)



Annual Savings



1.5 billion gallons
(~5.7 million m³)



1.8 trillion BTU



100,000 metric tons
of CO₂e



5.7 million lbs

Insights

Sysco is a global leader in selling, marketing and distributing food and related products to customers who prepare meals away from home. This includes restaurants, healthcare and educational facilities, lodging establishments, entertainment venues and more.

¹ Reduction in plastic waste is an approximation based on customer use of all six Ecolab ReadyDose products, assuming use of one case of each product per month over 12 months, compared with the equivalent use of Ecolab liquid products, which is enabled by the smaller, lighter package size for solid tablets.

² When compared to Solid Power™ and Solid Power™ Plus.

³ Based on the elimination of the floor rinsing step from instructions for recommended use as determined through Ecolab testing.

The results in this case study are based on customer-specific data from January to December 2024 and are based on a comparison of our current Ecolab product selection versus typical baseline Ecolab products for this industry. The savings values are estimated by Ecolab based in part on assumptions and limitations intended to reflect typical industry practices. Results may vary for other businesses based on factors and circumstances in their operations.

Total Value Delivered:

\$30 million

eROI Case Study

Helping Sodexo turn business and environmental ambitions into actions



Insights

Headquartered in Paris, Sodexo is a global leader in sustainable food and valued experiences at every moment in life.

Sodexo offers a wide range of services every day to provide sustainable food and valued experiences to consumers. From managing design and engineering services to optimizing energy usage to cleaning and disinfection services, Sodexo's comprehensive facilities

management solutions are designed with comfort, safety and productivity in mind.

Sodexo supports its clients in understanding the challenges they face and responds to them with appropriate services. The company is focused on delivering exceptional service alongside customer and employee safety while advancing its business and environmental goals. Sodexo's dedication to advancing its Better Tomorrow sustainability strategy reflects its unwavering ambition to nurturing communities, clients and the planet.

Actions

In partnership with Ecolab, Sodexo North America has optimized its operations and achieved water, energy and waste reductions while never losing sight of its primary focus: the customer experience.

Safety is a major part of this, which is why Sodexo employs a range of Ecolab solutions to help protect workers and customers. These include product solutions that do not require personal protective equipment (PPE) and closed-loop dispensing systems. Further, Ecolab and Sodexo work together to promote food safety and avoid potentially costly incidents by rolling out to foodservice customers **Ecolab Sink & Surface Cleaner Sanitizer**, a food-contact surface sanitizer that cleans and sanitizes hard, non-porous surfaces via a one-step, no-rinse solution.

Additional solutions include:

- **3D TRASAR™ Technology for Cooling Water**, which protects cooling equipment

and maximizes cooling water efficiency for water, energy and emissions savings.

- **SMARTPOWER™**, which delivers exceptional dishware cleanliness while helping to reduce the environmental impact of foodservice operations, in part through decreased wash times and less plastic packaging than traditional five-gallon plastic pails.
- **Aquanomic™ Low-Temp Laundry Program** to consistently deliver white linens and significant water and energy savings vs. traditional laundry programs that typically use higher water temperatures.
- **Sanitizing Wash 'n Walk No Rinse Floor Cleaner**, a one-step floor cleaning and sanitizing solution that saves water and energy while increasing productivity.¹

Outcomes

The partnership between Sodexo and Ecolab has led to enhanced safety, increased performance, water and energy savings, and waste reductions while maintaining the company's high standards for the people it serves and the communities where it operates.

Solutions

- [3D TRASAR™ Technology](#)
- [SMARTPOWER™](#)
- [Aquanomic™ Low-Temp Laundry Program](#)
- [Ecolab Sink & Surface Cleaner Sanitizer](#)
- [Sanitizing Wash 'n Walk No Rinse Floor Cleaner](#)

eROISM
by Ecolab

Annual Savings



WATER

156 million
gallons
(~590,000 m³)



ENERGY

194 billion
BTU



GREENHOUSE
GASES

11,000
metric tons
of CO₂e



WASTE

474,000 lbs



LABOR
PRODUCTIVITY

814,000 hours
reallocated



ASSET
PROTECTION

\$600,000
of repair and
replacement savings



SAFETY

Enhanced safety via
automated dispensing &
closed packaging systems

Total Value Delivered:

\$15 million

¹ Based on the elimination of the floor rinsing step from instructions for recommended use as determined through Ecolab testing.

The results in this case study are based on customer-specific data from January to December 2024 and are based on a comparison of our current Ecolab product selection versus typical baseline Ecolab products for this industry. The savings values are estimated by Ecolab based in part on assumptions and limitations intended to reflect typical industry practices. Results may vary for other businesses based on factors and circumstances in their operations.

eROI Case Study

Circular water reduces costs, water and energy usage for Linde Gases (Yantai)



Insights

Linde is one of the leading global industrial gas and engineering companies. It operates in more than 100 sites throughout China.

Linde Gases (Yantai) is the company's largest standalone gas production site in the Asia-Pacific region, providing industrial gases to customers in Yantai Wanhua Industrial Park, located in Yantai, a coastal city in Shandong Province.

The low-lying plant areas of Linde Gases (Yantai) are in a water-stressed area. Linde Gases (Yantai) operates air separation plants, which consume significant amounts of water for their cooling systems. As production capacity has expanded, freshwater demand has increased.

Linde Gases (Yantai) was looking for solutions that would improve operational efficiencies, meet regulatory requirements, enhance productivity and conserve water and energy.

Actions

Ecolab's water and process management business, Nalco Water, collaborated with Linde Gases (Yantai) to implement circular water solutions to reduce, reuse and reclaim water.

Together, the companies established a rainwater recovery network and smart water management to ensure that the recovered water met cooling water make-up standards.

A non-phosphorus solution was implemented to clean and treat discharge water for reuse in the cooling system. The solution enhanced

system efficiency and led to reductions in both freshwater use and wastewater discharge.

Ecolab helped Linde Gases (Yantai) reduce the makeup water needed for the cooling tower, which decreased the amount of energy required to pump water into the tower and discharge it for wastewater treatment.

Outcomes

By optimizing operations and implementing a circular water solution, Linde Gases (Yantai) realized significant cost savings and conserved substantial amounts of water and energy, helping the company advance toward a greenhouse gas (GHG) emissions reduction target of 35% by 2035 and climate neutrality by 2050.

Solutions

- [3D TRASAR™ Technology](#)
- [Non-Phosphorus Chemistry Program](#)
- [High-efficiency Filters](#)

eROISM
by Ecolab

Annual Savings



WATER

75 million
gallons
(~280,000 m³)



ENERGY

6.2 billion
BTU



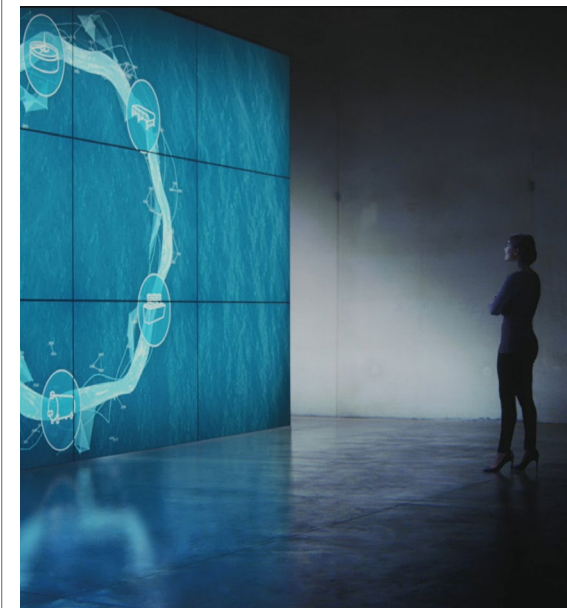
GREENHOUSE
GASES

330
metric tons
of CO₂e



SAFETY

Phosphorus-free solution
meets local emissions
requirements



Awards and recognition

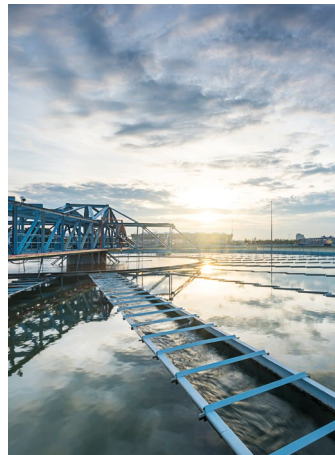
Doing the right thing, the right way

The Ecolab team operates with a strong commitment to integrity, innovation, sustainability and social responsibility. We strive for the best results for our customers and our company, and in 2024, were recognized by several leading organizations for our commitment to operating responsibly and sustainably.



Sustainability

World's Most Sustainable Companies | Barron's
Water Security & Climate A List | CDP
ESG AAA Rating | MSCI
DJSI World and North America Indices | S&P Global
Gold Sustainability Rating | EcoVadis



Ethical performance

JUST 100 | CNBC & JUST Capital
World's Most Admired Companies | Fortune
60 Best Companies to Sell For | Selling Power



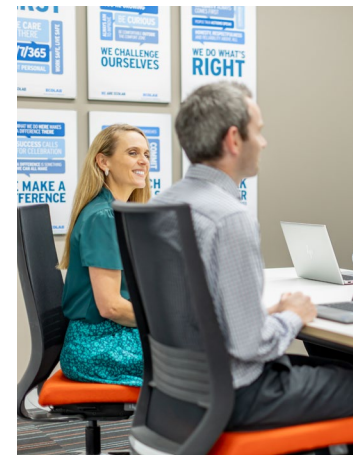
Corporate responsibility

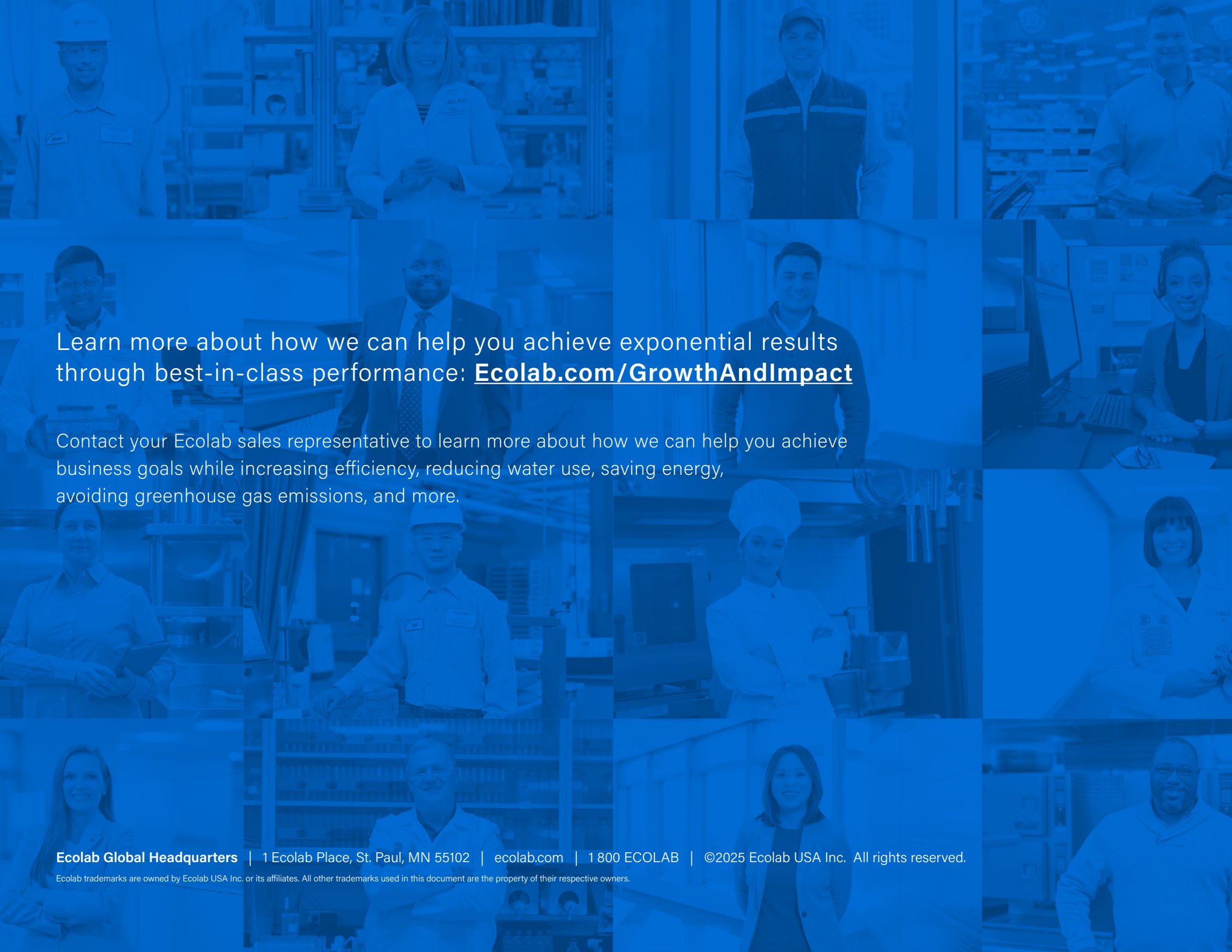
100 Best Corporate Citizens | 3BL
FTSE4Good Index Series | FTSE Russell
America's Most Responsible Companies | Newsweek
World's Most Ethical Companies | Ethisphere



Diversity, equity and inclusion

Best Place to Work for Disability Inclusion | Disability:IN
Equality 100 Award | Human Rights Council Foundation
Greatest Workplaces for Diversity | Newsweek
Top 50 Companies for Diversity | Fair360





Learn more about how we can help you achieve exponential results through best-in-class performance: [**Ecolab.com/GrowthAndImpact**](https://www.ecolab.com/GrowthAndImpact)

Contact your Ecolab sales representative to learn more about how we can help you achieve business goals while increasing efficiency, reducing water use, saving energy, avoiding greenhouse gas emissions, and more.

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