

WE DELIVER RESULTS.

eROI is how we prove it.



EXAMPLES OF VALUE DELIVERED:



12% INCREASE
in guest satisfaction drives
\$24,000
in revenue growth



23 MILLION
gallons of water saved
results in **\$186,000**
per year



\$1.6 MILLION
saved in reduced
maintenance and equipment
replacement

eROI



EXPONENTIAL RETURN ON INVESTMENT

Working with Ecolab, you'll see improved quality, productivity and sustainability at the lowest total delivered cost — outcomes that significantly exceed your initial investment.

WHY eROI

eROI represents value delivered based on outcomes that matter.

It provides the insights you care about, from resource use to employee safety to pathogen control to brand reputation to sustainable operations and more.

Validate your investment.

By delivering a measurable, exponential return on investment, eROI helps you prove the value derived from Ecolab solutions and services.

Strive for bigger impact.

Know where you stand on the outcomes that matter most to your business to envision what's possible for an even better tomorrow.



Link sustainability to profitability.

eROI demonstrates that you can achieve sustainable outcomes while growing your bottom line.

HOW IT WORKS

Measurement is a critical component of delivering exponential outcomes.

Using our proprietary eROI value approach, we quantify our impacts and monetize the value to our customers' operations.



WATER

Reduce water usage and optimize water quality.



ENERGY

Reduce energy consumption through improved efficiency.



GREENHOUSE GASES

Avoid emissions to reduce carbon footprint.



WASTE

Reduce operational waste to help protect the environment.



TOTAL VALUE DELIVERED

The combined benefits of Ecolab solutions.

We start with what matters most: performance.

Performance outcomes are then linked to environmental and social metrics and cost savings to demonstrate the triple-bottom-line benefits of sustainability.

Business Outcomes

Operational Performance

Environmental Impact

Value. Delivered.

Through technology, digital insights, service and training we deliver holistic improvement, from everyday operations to company-wide KPIs.



Quantify and communicate your impact.

Know, track and improve. eROI lets you see the value of performance delivered, so you can strive for even better.



A trusted partner for millions of customers, Ecolab (NYSE:ECL) 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, Ecolab has annual sales of \$15 billion, employs more than 48,000 associates and operates in more than 170 countries around the world. The company delivers comprehensive science-based solutions, data-driven insights and world-class service to advance food safety, maintain clean and safe environments, and optimize water and energy use. Ecolab's innovative solutions improve operational efficiencies and sustainability for customers in the food, healthcare, life sciences, hospitality and industrial markets.



For more information, visit www.ecolab.com