



# Impacts That MATTER

In a world of increasing transparency it's more important than ever to focus on the **TOTAL IMPACTS** of our solutions - helping our customers make choices leading to positive outcomes for people and the planet throughout the product lifecycle.

# Safe and Sustainable Operations

At Ecolab, we share your commitment to clean, healthy, sustainable, and efficient - and deliver proof of that impact through exponential return on investment and value for our customers. Our eROI methodology considers all aspects of how a program affects customer outcomes including productivity, performance, water, energy, waste, and the attributes of our products that impact people and the planet during and after use. To ensure we are delivering sustainable outcomes, Ecolab developed the Impacts that Matter framework as our criteria for assessing product sustainability, focused on human health and environmental responsibility.

## Assessing Total Impact

These key factors showcase eROI and the total impact across your operation.



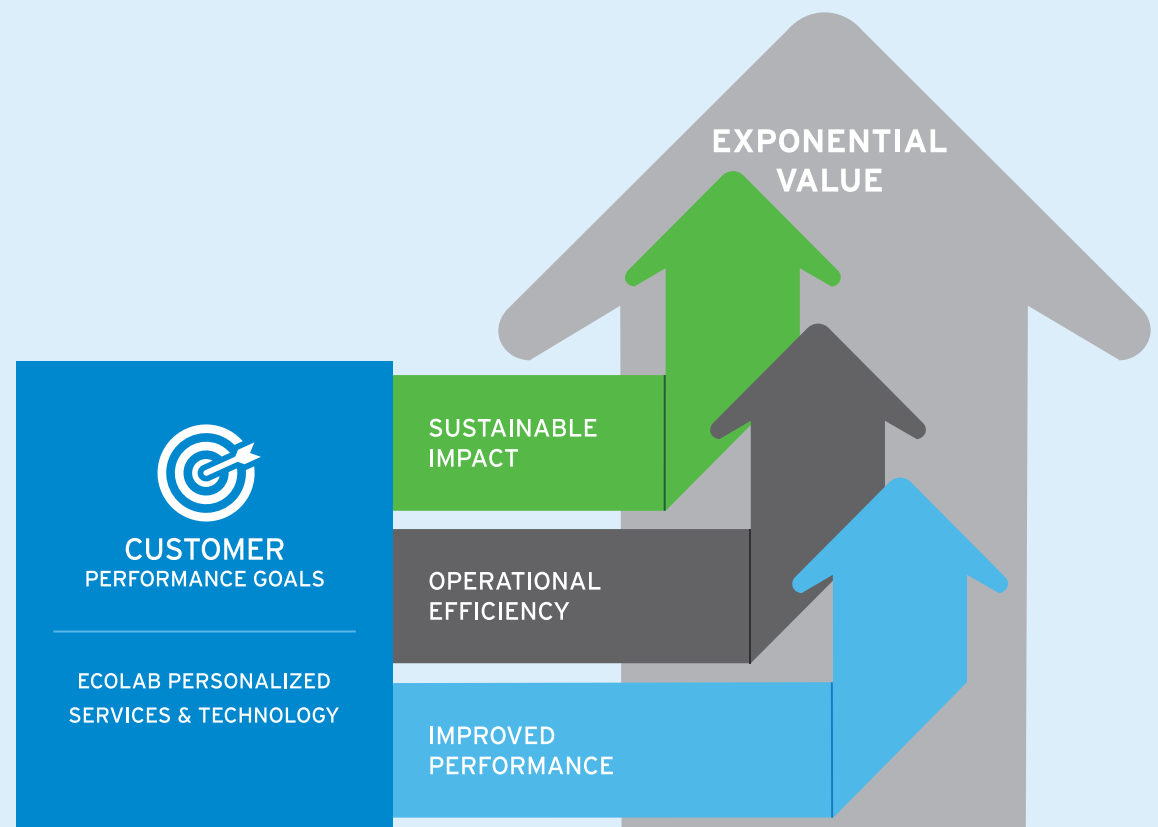
## Impacts that Matter for Product Sustainability



**HUMAN HEALTH & SAFETY**

**ENVIRONMENTAL RESPONSIBILITY**

**eROI<sup>SM</sup>**  
by Ecolab



# Impacts That MATTER

## An Outcome Based Assessment of Product Sustainability

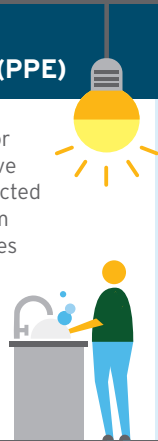
Product sustainability is a key aspect of how our programs impact people and the planet, in addition to water, energy, climate impacts and waste metrics. The Impacts that Matter product sustainability framework was developed using best in class scientific standards to be universal criteria that can be used to compare any product, anywhere in the world.



### HUMAN HEALTH

#### Requires No Personal Protection Equipment (PPE)

Requires no eye, hand, skin, or respiratory personal protective equipment when used as directed per Global Harmonized System (GHS) classifications. Simplifies training employees on safe, effective use and handling. Creates positive staff and occupant perception.



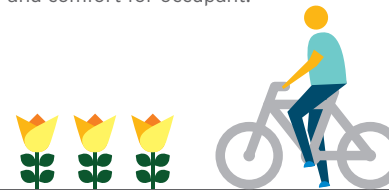
#### Simplified Product Use

Available in a package designed to reduce exposure to the concentrated chemical under typical use conditions making the product easier to handle, store and deliver.



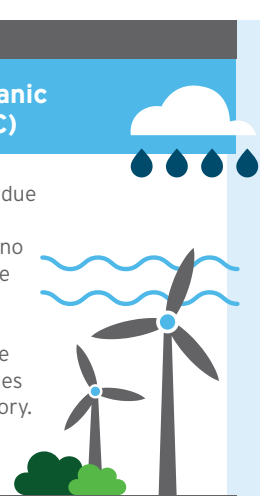
#### Fragrance Safety

Product is fragrance free or contains a fragrance compliant with International Fragrance Association (IFRA) safety standards. Fosters peace of mind for user and comfort for occupant.



#### Low Volatile Organic Compounds (VOC)

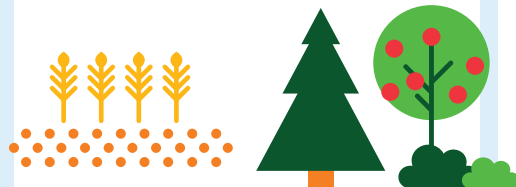
Minimizes air impacts due to volatile organic compounds. Contains no more than 10% volatile organic compounds, and/or complies with California Air Resource Board (CARB) guidelines per the product category.



### ENVIRONMENTAL SAFETY

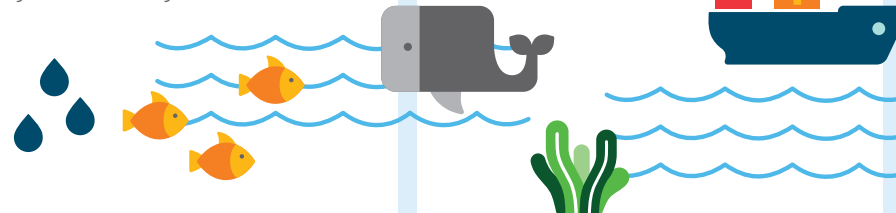
#### Biodegradable When Used as Directed

Product is designed for low impact to the natural environment and is classified as readily, ultimately or inherently biodegradable at use solution levels.



#### Not Toxic to Aquatic Life When Used as Directed

Product is not toxic to aquatic life when used as directed, reducing potential environmental hazard during waste discharge.

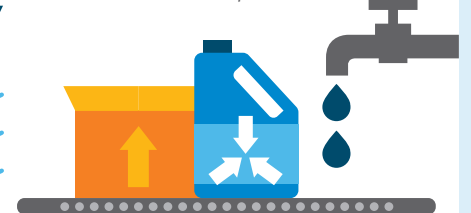


#### Product Contains No or Low Phosphorus

Minimizes nutrient pollution in aquatic environments from phosphorus.

#### Reduced Waste and Carbon Footprint

Concentrated products, requiring dilution with water prior to use, reduces packaging waste and carbon emissions due to transportation.



### ECO-CERTIFICATIONS

In addition to our Impacts that Matter criteria, Ecolab provides subject matter expertise to both government and non-government organizations in the development of product-level eco-certification standards. Where it meets our customers' needs, we obtain eco-certifications for our products.

Currently, more than 250 Ecolab products are recognized by eco-certification bodies including:

- Green Seal
- Nordic Swan
- Korean Ecolabel
- EU Ecolabel
- Blue Angel
- USDA Biobased
- EPA Safer Choice and Design for the Environment



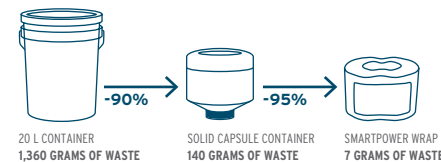
## PUTTING A LID ON PLASTIC PACKAGING

Ecolab has been steadily reducing its use of plastic. In 2018, we saved more than 15 million pounds of newly produced plastic. Because of innovations in the way we formulate and package products for our customers, we have kept 71 million pounds of plastic out of circulation since 2014. We also have increased the recycled content in our plastic packaging materials by 10% every year since 2014.

## HOW WE DID IT

### Dishwashing Detergent

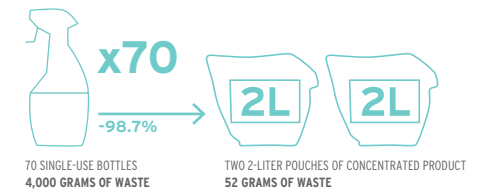
By moving from liquid chemistry in a bulky container to a shrink-wrapped solid capsule for our SMARTPOWER™ warewashing program, we reduced plastic use by more than 99% since 1960 while delivering the same clean end result.



PLASTIC REDUCTION:  
**99%**

### Cleaning Products

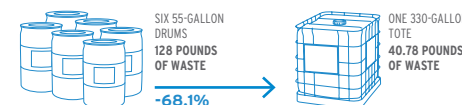
Our Oasis Pro system dispenses professional cleaning products into reusable bottles from small pouches, replacing single-use spray bottles.



PLASTIC REDUCTION:  
**99%**

### Industrial Chemistries in Reusable Totes

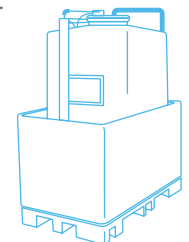
By delivering products in one 330-gallon intermediate bulk container (IBC) instead of six 55-gallon drums, we save 87.2 pounds of plastic. Ecolab's drums and IBCs are reusable for up to three years. This reduces the number of new 55-gallon plastic drums required by approximately 24%, and the number of new IBCs by just over 25%.



PLASTIC REDUCTION:  
**10 MILLION POUNDS IN 2018**

### PORTA-FEED™ Containers

In 1985, Ecolab's Nalco Water division began shipping industrial chemicals in steel, reusable bulk containers instead of plastic single-use drums. Since its introduction, the PORTA-FEED program has eliminated disposal of more than four million chemical drums.



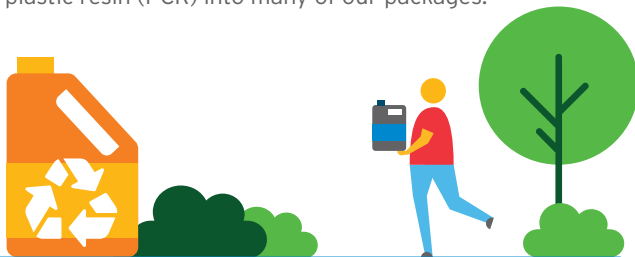
**4 MILLION**  
PLASTIC DRUMS SAVED SINCE 1985

# Sustainable Packaging

Sustainability is core to Ecolab's purpose which carries through into our packaging principles. Packaging is a core element of our programs, enhancing safety and functionality. We incorporate the principles of circular economy in our packaging designs, focused on innovation to design out waste, reuse materials, and enhance recyclability. We have a long history of pioneering solids technology and concentrated chemistry, in some cases

**reducing waste from traditional packaging design by 99%.**

In addition, we were an early adopter of reusable containers for our concentrate products, as well as in the incorporation of post-consumer recycled plastic resin (PCR) into many of our packages.



Ecolab is committed to ensuring that our products and packaging continue to advance safety and sustainability as key features of our innovation programs.

We are committed to continuously improving our designs to minimize waste and safely deliver best in class experiences for our customers.