

Global Digital Driver Risk Management & Safety

NETS Annual Strength IN Numbers®
Fleet Safety Benchmark Conference
October 10-12, 2023

Mentor by eDriving Ecolab Success Story

Global and growing

Millions of customers in **170+** countries

20 global technology centers

110+ manufacturing facilities

11,200+ active patents

47,000 associates globally

25,000
sales and service
associates

1,200+
RD&E scientists,
engineers & technical
specialists



Helping customers succeed across industries



INSTITUTIONAL

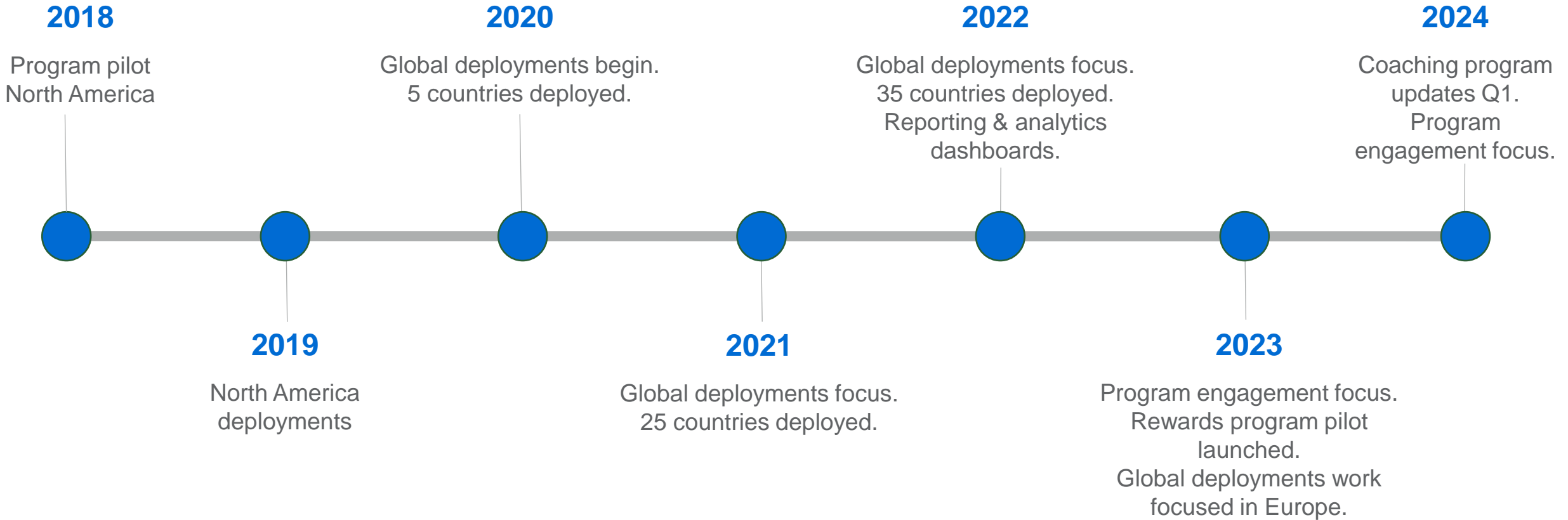


INDUSTRIAL



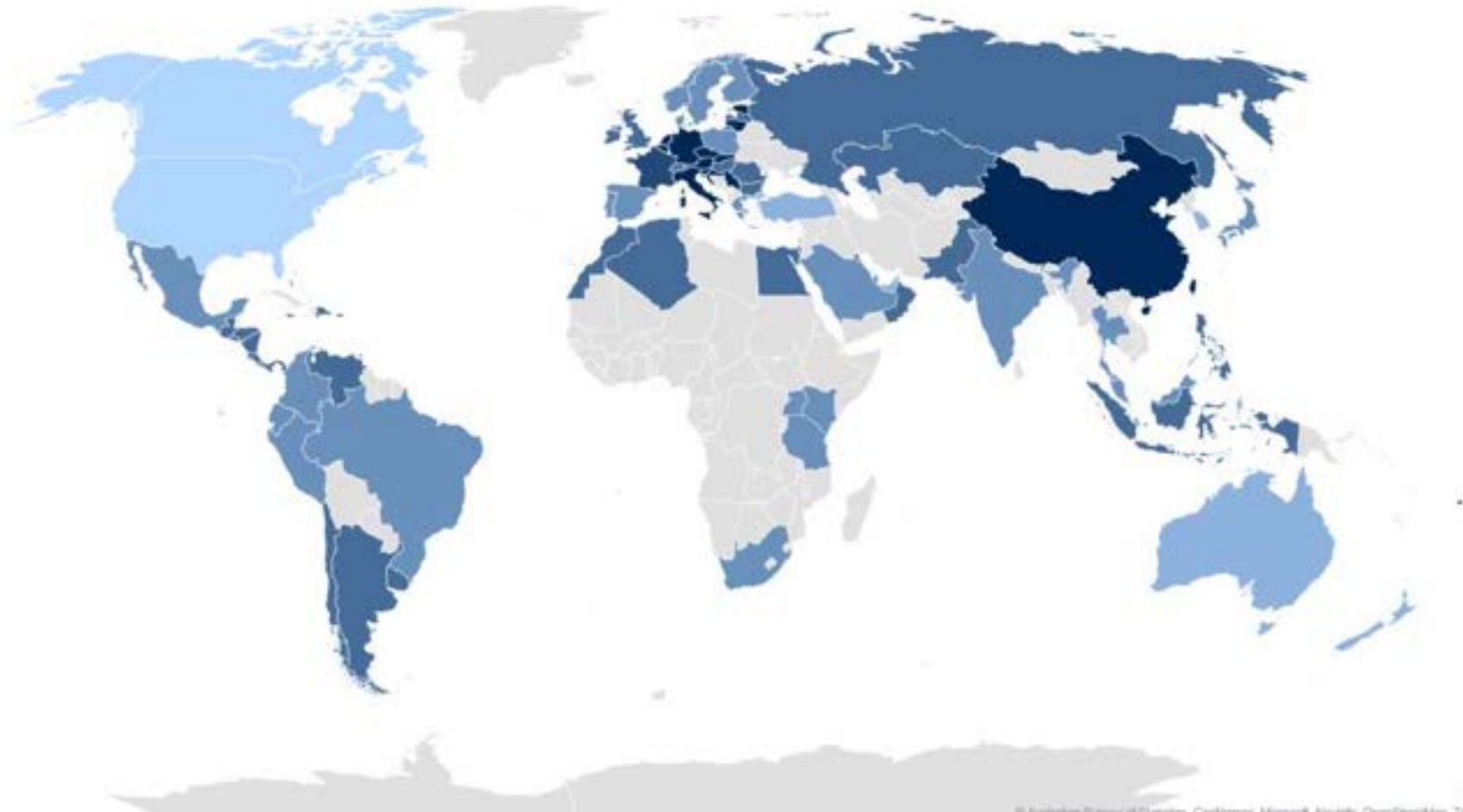
HEALTHCARE/LIFE SCIENCES

Program Timeline



Global Program Deployments

68 countries, 17,000 drivers



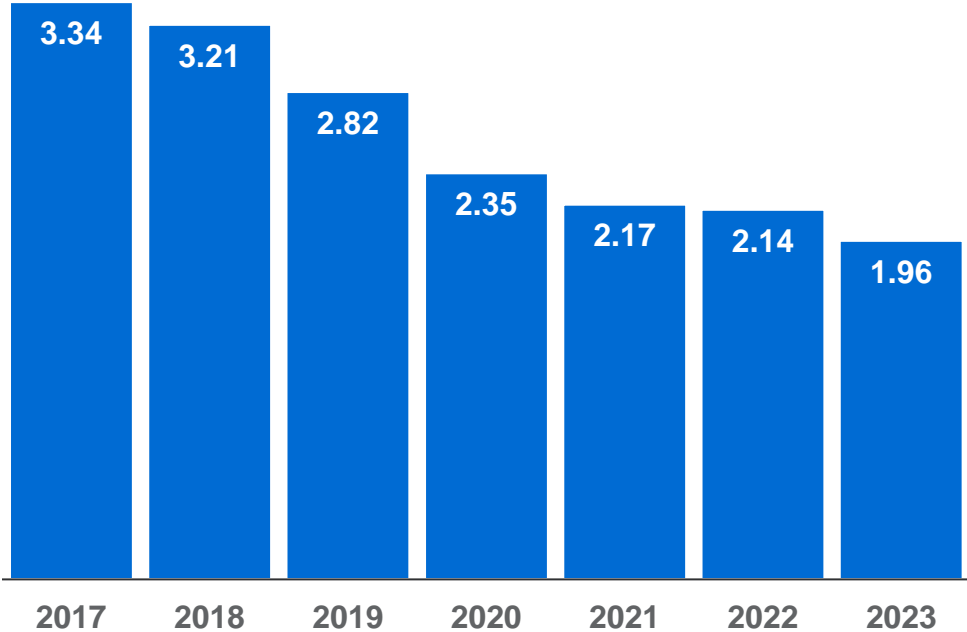
Deployment Year



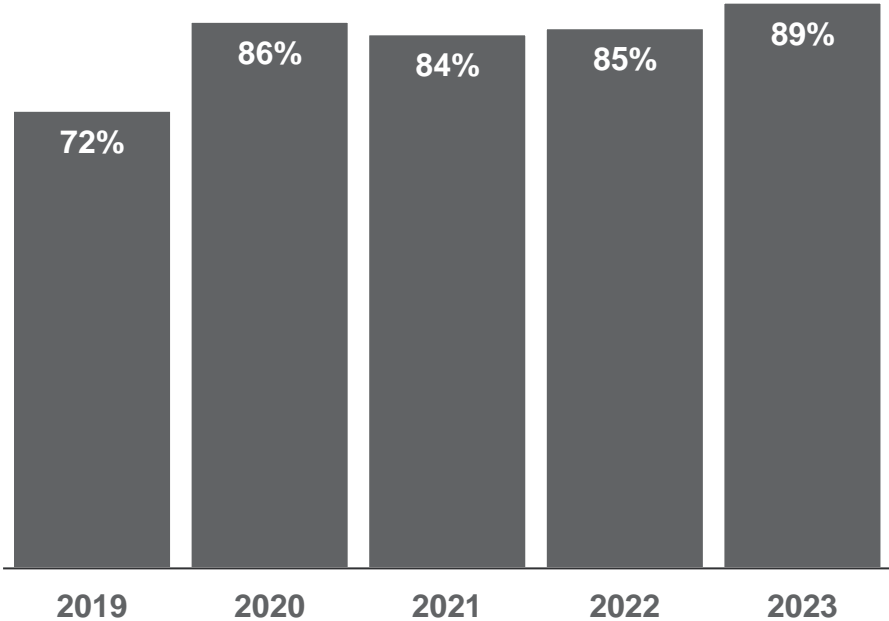
Results

Global data, 2017 – 2023 September YTD

CPMM

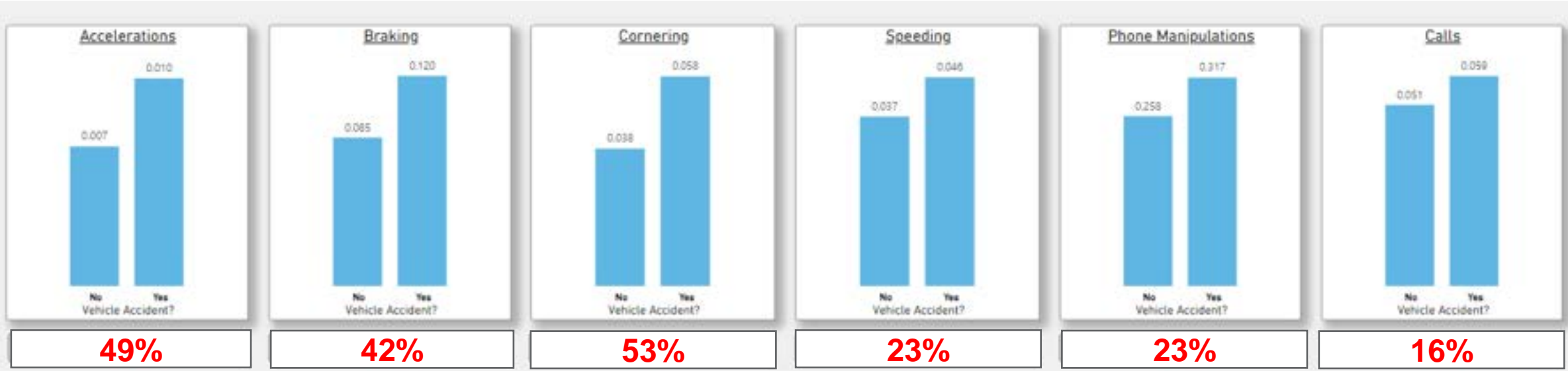


Driver Coaching On-Time Completions



Driving Behaviors and Collisions

Global data, 2019 - 2023



Keys to Success

**Leadership
support**



**Program
engagement**



**Data > analytics >
insights**

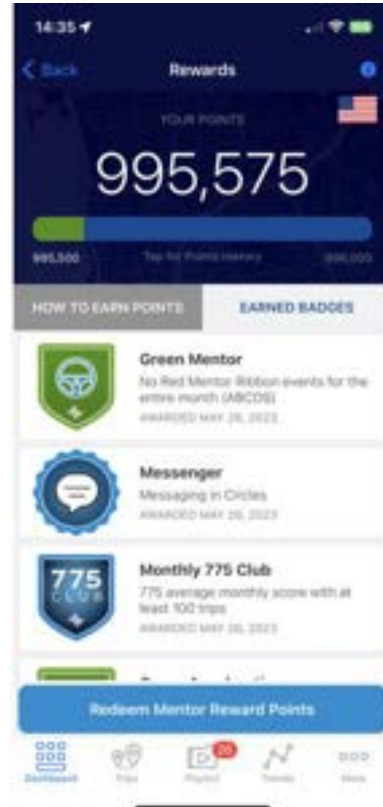


Build trust



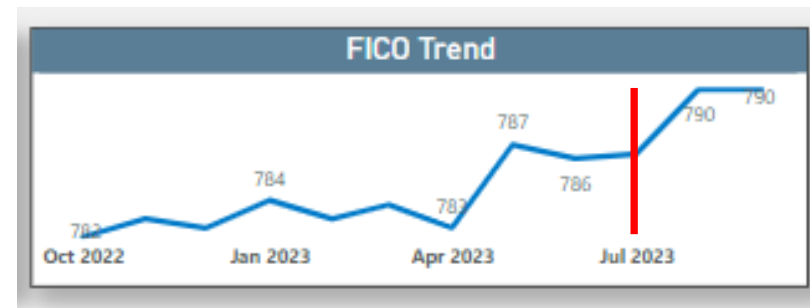
Mentor Rewards Pilot

- Recognize and reward drivers with safe driving behaviors
- Supports our focus on driver program engagement
- Pilot with 400 North America drivers launched this year



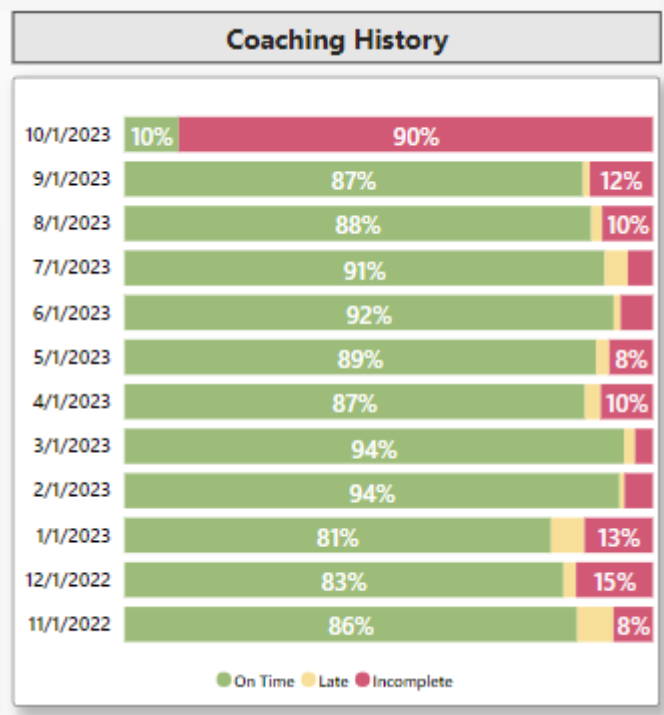
Mentor score improving

Pilot group score highest in 12 months



Analytics

Program reporting & dashboards tailored to audience



Market	Acceleration	Braking	Cornering	Speeding		
SEA	0.02	0.18	0.06	0.32		
LA South	0.06	0.19	0.07	0.30		
LA North	0.03	0.45	0.21	0.29		
Brazil	0.05	0.38	0.19	0.27		
IMEA	0.01	0.18	0.08	0.18		
North America	0.03	0.16	0.13	0.13		
Europe	0.06	0.23	0.35	0.12		
Japan	0.01	0.10	0.05	0.10		
Korea	0.01	0.12	0.03	0.03		
ANZ	0.07	0.16	0.34	0.01		
Malaysia	0.04	0.27	0.22	0.32	2.83	0.54
Indonesia	0.01	0.05	0.01	0.31	7.82	0.87
Singapore	0.04	0.34	0.06	0.05	3.05	1.62
Brunei						
Vietnam						
LA South	0.06	0.99	0.07	0.30	2.14	0.42
Chile	0.06	0.20	0.07	0.38	1.78	0.43
Colombia	0.05	0.08	0.06	0.28	3.34	0.68
Argentina	0.09	0.21	0.01	0.25	2.27	0.17
Peru	0.02	0.36	0.12	0.21	1.71	0.30
Ecuador	0.01	0.08	0.12	0.05	1.51	0.40
Uruguay						
LA North	0.03	0.45	0.21	0.29	2.82	1.23
Mexico	0.02	0.51	0.21	0.36	3.11	1.42
Guatemala	0.08	0.24	0.24	0.14	2.52	0.71
Puerto Rico	0.02	0.54	0.41	0.04	1.02	0.11
Nicaragua	0.02	0.19	0.04	0.02	3.77	0.74
Jamaica	0.02	0.18	0.22	0.01	1.27	0.63
El Salvador	0.22	0.27	0.10	0.01	0.71	0.17
Costa Rica	0.01	0.21	0.18	0.00	0.82	0.08
Panama	0.08	0.20	0.04	0.00	3.61	0.92
Honduras	0.02	0.08	0.10	0.00	0.95	0.63
Venezuela	0.00	0.06	0.06	0.00	0.76	0.06

ECOLAB[®]
PROTECTING WHAT'S VITAL[™]

