



**WORKING BEHIND THE SCENES,
HELPING YOU SUCCEED**



Every year, we work with our customers to:

SAVE MORE THAN **170 BILLION** GALLONS OF WATER,
equivalent to the annual drinking needs of more than **580 million people**.

PREVENT MORE THAN **1 MILLION** FOODBORNE ILLNESSES.*

HELP SAVE AS MANY AS **2,600** LIVES
by reducing the risk of healthcare-associated infections
that affect as many as **10,000 people****.

CONSERVE MORE THAN **12 TRILLION** BTUs OF ENERGY,
saving **1.4 billion pounds of CO₂ emissions** per year.

* Calculations based on 2011 CDC estimates and Ecolab audit results.

** Calculations based on CDC, Center for Infectious Disease & Policy, New England Journal of Medicine, World Health Organization and Journal of American Medical Association estimates.





Working behind the scenes to help you succeed

Ecolab is a trusted partner, working behind the scenes at nearly 3 million customer locations throughout the world to solve operational challenges, reduce environmental impact and protect brands. Our 48,000 associates deliver comprehensive solutions and on-site service to promote safe food, maintain clean environments, optimize water and energy use, and improve operational efficiencies for customers in more than 170 countries.

We are the global leader in water, hygiene and energy technologies and services that provide and protect what is vital to us all: clean water, safe food, abundant energy and healthy environments. We are proud of our relationships with our customers – relationships built on delivering innovative solutions through personalized service and enhanced through broad insights and advanced data analytics.

We are **united by our purpose** to make the world cleaner, safer and healthier, and by our unlimited resourcefulness to solve your most pressing challenges. We are committed to being there for you, behind the scenes wherever and whenever you need us, to help keep you at the forefront.

When our customers succeed, we succeed.

Solving global challenges

We live in challenging times – and face a future that’s already testing us in new ways.

Continued population growth, growing affluence, changing diets and other dynamics are placing increased pressure on the world’s natural resources and creating new and increasingly complex challenges for businesses.

Ecolab is in a unique position to help address the global trends shaping the future of business, particularly the growing demand for clean water, safe food, abundant energy and healthy environments. Behind the scenes, we are delivering expertise and solutions to help our customers effectively navigate the challenges ahead.

By 2030, it is estimated that the world will need



**40% MORE
WATER**



**35% MORE
FOOD**



**30% MORE
ENERGY**

The importance of our work has never been greater.

We are well positioned to help customers solve their operational and sustainability challenges, and meet growing global demand for clean water, safe food, abundant energy and healthy environments.



CLEAN WATER

Diminishing access to clean water is one of the most serious risks facing the world today. Water is integral to many of our customers' key processes – including cleaning and sanitizing, food processing, boiler and cooling water treatment, influent and wastewater treatment, and oil and gas extraction and processing. That's why we're working to help customers optimize water use – and improve water availability throughout the world.



SAFE FOOD

Food safety is critical to the health and well-being of people everywhere and to the reputations of businesses that manufacture, sell or serve foods and beverages. We know the leading causes of foodborne illness can be eliminated through effective cleaning and sanitizing – and we are committed to ensuring safe food by providing effective products, programs and services that protect people and businesses from the risks of illness-causing pathogens.



ABUNDANT ENERGY

Around the world, the demand for energy is growing – and meeting the demand is becoming more difficult. With innovative programs and technologies, we help energy companies do more with fewer resources. And we help all of our customers use less energy – and reduce their environmental footprints – by identifying and treating process-related challenges and providing them with products that minimize energy use.



HEALTHY ENVIRONMENTS

Clean, safe and healthy environments are essential to the health of workers, guests and suppliers – and the reputations of businesses everywhere. That's why we provide innovative cleaning, laundry and warewashing solutions for restaurants, hotels, schools and many other settings. In healthcare facilities – where clean environments are critical – our solutions play an important role in helping reduce healthcare-associated infections (HAIs) and improve patient safety.



We help our customers succeed

Ecolab's purpose is to make the world cleaner, safer and healthier. Our solutions help ensure safe food, prevent infection, improve water and energy management, increase operational efficiency, enhance safety and preserve natural resources. We are committed to helping our customers meet their operational and sustainability goals. And we deliver measurable results.

Our customer relationships are:

- Built on providing high-quality solutions that help ensure clean water, safe food, abundant energy and healthy environments
- Enhanced through deep insights gleaned from advanced data analytics and industry experience that drive improved operational efficiency
- Nurtured through expert, personalized service
- Advanced through innovation that keeps our customers on the forefront



Our proudest accomplishments occur behind the scenes, where our industry-leading solutions and expertise help:

- Restaurant managers and food service operators keep kitchens clean, dishware sparkling and food safe to eat
- Hoteliers delight their guests with clean rooms and soft, white linens
- Hospitals prevent the spread of infection
- Facility managers provide clean, healthy environments for employees and customers
- Food and beverage plants produce high-quality – and above all, safe – products
- Factories, energy producers and paper manufacturers operate efficiently, cost effectively and sustainably
- All our customers use less water and energy, and lower their impact on the environment

To these, we add a commitment to be there, wherever and whenever customers need us.

Our people drive our success

Our 48,000 associates are the key to our success and ability to deliver superior results for customers. They bring ingenuity and resourcefulness to our customers' and the world's toughest challenges. The critical insights and innovative solutions our associates provide are an unmatched competitive advantage, and help our customers achieve clean water, safe food, abundant energy and healthy environments.

THE WORLD'S MOST CAPABLE TALENT

To ensure our continued success and our capacity to deliver for customers, we strive to be the destination for the world's most capable talent. We seek the brightest people, with a range of experiences, and invest in them by providing training, a diverse and inclusive environment and opportunities to grow their own potential – along with our collective impact.

Customers can feel confident in knowing that they have the industry's top talent to help address their operational and sustainability needs.





Insights

1,600

SCIENTISTS, ENGINEERS AND
TECHNICAL SPECIALISTS

119

MANUFACTURING
FACILITIES

19

GLOBAL TECHNOLOGY
CENTERS

MORE THAN
8,700
PATENTS

OUR INNOVATION IS THE PRODUCT OF SCIENCE, DIGITAL TECHNOLOGY AND CUSTOMER INSIGHT

Our customer relationships are built on two solid cornerstones: continuous, customer-centric innovation and personalized, on-site service.

Ecolab's innovation strategy is based on chemistry, digital technology and service to deliver exponential customer value. Through digital technology, we are increasing our ability to offer real-time, actionable insights and smarter solutions that drive predictive and preventive service, enable greater field mobility and deliver a superior customer experience and better outcomes.

With our expertise in core technologies, including digital solutions, antimicrobials, dispensing and monitoring, personal and environmental hygiene, polymers, surfactants, solid chemistry and water management, our team of 1,600 scientists, engineers and technical specialists improve operational efficiency, product quality and safety.

As we develop new products, we pay close attention to sustainability, focusing on ingredient responsibility, human health and environmental impact over the product life cycle. Our commitment is to meet today's challenges – and to develop new solutions that will keep our customers at the forefront.



Impact

OUR AIM IS TO BE YOUR MOST VALUED PARTNER

Ecolab's more than 26,500 sales-and-service associates comprise the industry's largest and best-trained direct sales-and-service force. Each day, we dispatch our experts to customer locations around the world – restaurants, hotels, hospitals, manufacturing plants, refineries and other businesses spanning more than 40 industries. Our field service teams pay multiple visits to nearly 3 million customer sites every year.

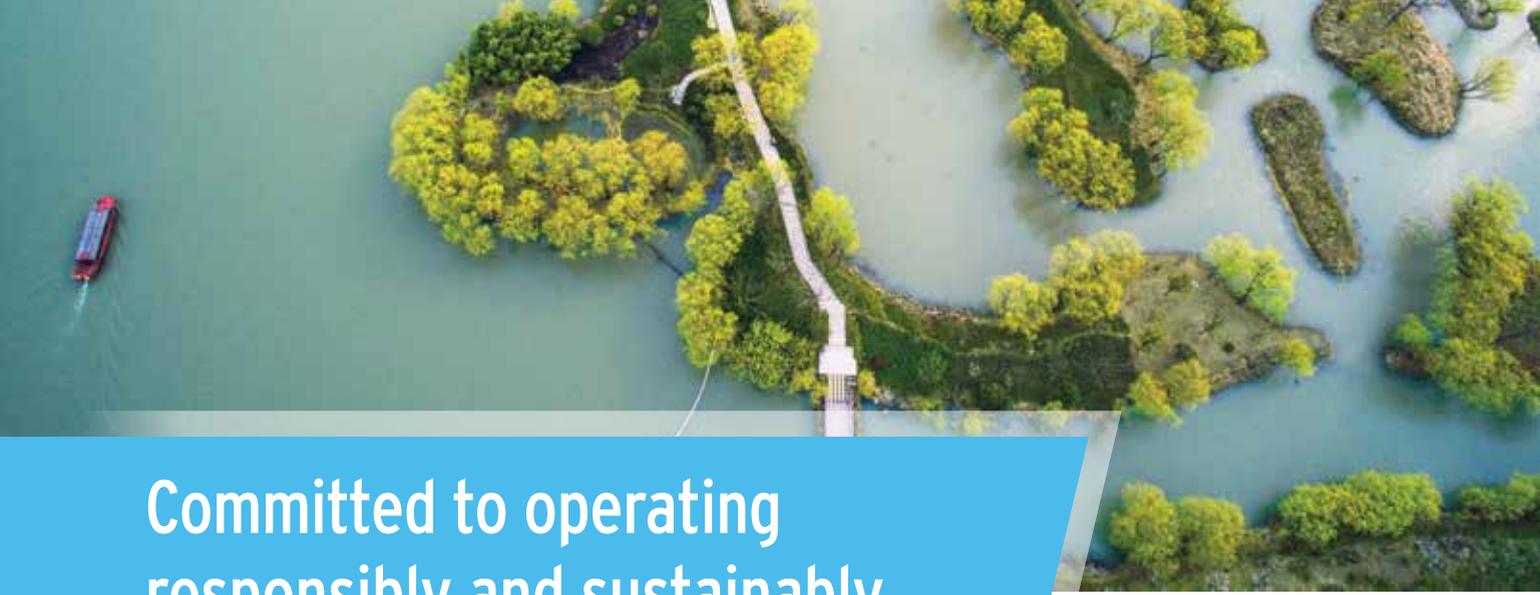
While onsite, our field service teams monitor systems and technologies to collect data and ensure they are working properly, share best practices, provide training, promote safety, solve challenges and help customers realize the full benefits of our technologies and programs.

In addition, each visit provides us with a deeper understanding of customer operations – the basis for actionable recommendations to improve guest and employee satisfaction, keep food safe, increase operational efficiency, reduce water use, achieve sustainability goals, enhance safety and protect brand reputation.

Personal, on-site service – when and where you need us.

MORE THAN
26,500
 SALES-AND-SERVICE
 ASSOCIATES

BACKED BY
24/7
 CUSTOMER SERVICE AND
 TECHNICAL SUPPORT



Committed to operating responsibly and sustainably

Resource scarcity is becoming the new normal, and Ecolab is working to help customers rethink processes to reduce water and energy consumption, and use resources more wisely. Our commitment to protecting vital resources is ingrained throughout our company, from how we operate and innovate to the way we work with customers and support our communities.

EXPONENTIAL IMPACT

We develop sustainable solutions to help customers ensure cleaner, safer and healthier operations, acting as a catalyst for change in a wide range of industries. And we measure the impact of our solutions, helping customers quantify their return on investment and track operational improvements and progress across a range of performance goals.

Our proprietary eROISM approach credibly documents operational, economic and resource savings related to water, energy, air, waste, safety, asset protection, productivity, product quality and food safety. By starting with what matters most to our customers – performance – and linking performance outcomes to sustainability metrics and cost savings, we quantify the triple-bottom-line benefits of our solutions.

eROISM

Ecolab's personally delivered service and technology provide a combination of sustainable impact, operational efficiency and improved performance, which results in exponential value for our customers.

Customer impact goal: BY 2030, ECOLAB AIMS TO CONSERVE

**300
BILLION
GALLONS OF WATER**

annually by reducing water consumption within our own and our customers' operations



Equaling the annual drinking water needs of more than

**1
BILLION
PEOPLE**

IN 2017, WE HELPED CUSTOMERS:

CONSERVE MORE THAN

170
BILLION
GALLONS OF WATER

SAVE

12
TRILLION
BTUs OF ENERGY

ELIMINATE

52
MILLION
POUNDS OF WASTE

CORPORATE SUSTAINABILITY GOALS

While our greatest impact will always be through our work helping customers reduce their use of natural resources, we're committed to continuing to improve our own environmental footprint – at our manufacturing plants, our corporate and research centers, and across our teams.

Our corporate sustainability goals align with our long-term business strategy and aim to further reduce our environmental impact, even as we expand our capacity to meet growing customer needs.

ECOLAB'S 2020 GOALS

Reduce water
withdrawal by

25%

Reduce GHG
emissions by

10%

Against 2015 baseline (measured by intensity per million dollars in sales)



Employees at Ecolab's manufacturing plant outside of Chicago in Clearing, Illinois, have implemented operational enhancements to significantly reduce water and energy use.

Delivering impact in every industry

Ecolab and its specialized businesses work with customers in more than 40 industries to help ensure operational efficiency, safety, sustainability, product quality and guest satisfaction. You can find us Everywhere It Matters.™

OIL FIELD

Corrosion and scale control, asphaltene and paraffin control, acidizing additives, cementing specialty solutions, drilling-fluid additives, emulsifiers, agents and lubricants

DAIRY FARM

Cleaning and sanitizing solutions and animal hygiene products

FOOD PROCESSING PLANT

Antimicrobial treatments, cleaning and sanitizing solutions, product quality solutions, pest elimination, energy reduction solutions and water management solutions

OIL REFINERY

Corrosion and fouling control, desalting and emulsion breaking, fuel additives and stabilizers and water treatment solutions

MANUFACTURING PLANT

Water and wastewater treatment, air filtration, analytical services, energy reduction solutions and pest elimination

Applying our expertise globally

ANTIMICROBIALS

DISPENSING &
MONITORING

DATA ANALYTICS

HYGIENE

SAFETY

OFFICE BUILDING

Cleaning and sanitizing solutions, water treatment and pest elimination

HOTEL

Cleaning and sanitizing solutions, cooling and boiler water treatment, food safety solutions, laundry solutions, pest elimination, pool and spa solutions and warewashing

HOSPITAL

Cleaning and sanitizing solutions, food safety solutions, hand hygiene, laundry solutions, patient and equipment drapes, surgical room turnover, water treatment and pest elimination

RESTAURANT

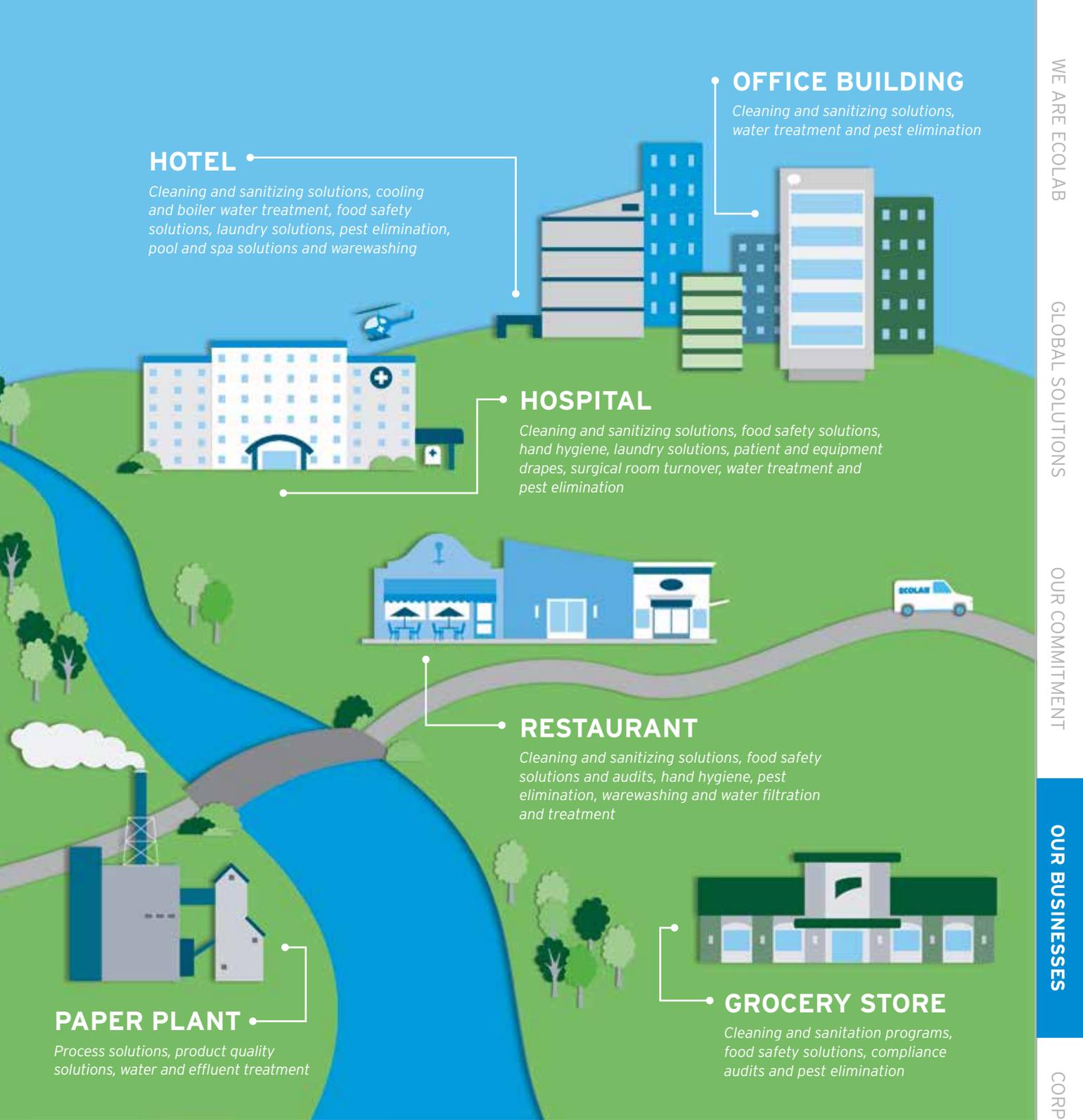
Cleaning and sanitizing solutions, food safety solutions and audits, hand hygiene, pest elimination, warewashing and water filtration and treatment

GROCERY STORE

Cleaning and sanitation programs, food safety solutions, compliance audits and pest elimination

PAPER PLANT

Process solutions, product quality solutions, water and effluent treatment



POLYMERS & SURFACTANTS

SUSTAINABILITY

SOLID CHEMISTRY

WATER TECHNOLOGIES

Institutional

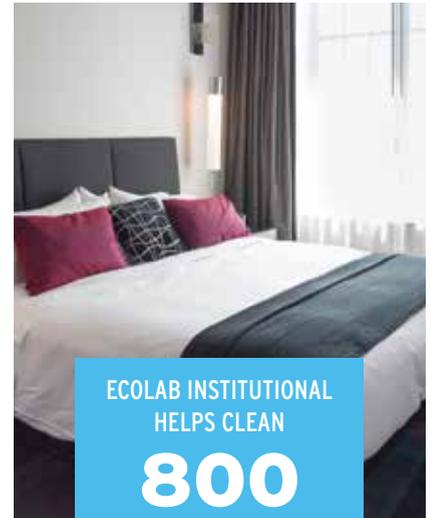
Ecolab Institutional offers comprehensive products and programs that meet the needs of our customers – from restaurants, hotels and long-term care facilities to schools, commercial buildings and government facilities. Our team of sales-and-service experts delivers personalized service and offers a comprehensive range of solutions and data-driven insights to help customers run clean, safe, efficient and sustainable operations. We help our customers guarantee guest and employee safety and satisfaction, as well as protect and enhance their brands. Our products and programs cover all areas of an operation and represent the industry’s most broad and complete set of premium customer solutions.

MARKETS SERVED:

- Food service
- Hospitality
- Commercial buildings and facilities
- Long-term care facilities
- Government
- Education

WE PROVIDE:

- Customized cleaning and sanitizing solutions
- Dishmachine lease program
- Floor care
- Hand hygiene solutions
- Housekeeping solutions
- Kitchen sanitation solutions
- On-premise laundry solutions
- Pool and spa solutions



ECOLAB INSTITUTIONAL
HELPS CLEAN

**800
MILLION**

HOTEL ROOMS ANNUALLY



**45
BILLION**

RESTAURANT MEALS FROM CLEAN
KITCHENS SUPPORTED BY ECOLAB



Food Safety Specialties

Ecolab Food Safety Specialties provides a complete line of food safety products and employee and guest safety solutions that allow foodservice operators to maintain proper food rotation procedures, reduce the risk of cross-contamination, ensure proper temperature management and maintain a safe environment – all critical components to safeguarding brand reputation.

MARKETS SERVED:

- Foodservice
- Hospitality

WE PROVIDE:

- Food rotation solutions
- Floor cleaning tools
- Cross-contamination prevention solutions
- Temperature and time control products
- Foodservice cleaning and sanitation tools
- Employee safety solutions
- Employee education materials
- Service and support

EcoSure®

Restaurants, hotels, long-term care facilities and other businesses call on our EcoSure experts for credible, third-party assessments, analysis and solutions to help maintain the highest standards in food and workplace safety, guest experience and operational performance. We give customers visibility across operations and actionable insights to minimize risks, provide safe food and healthy environments, and protect their employees, guests and brands.

MARKETS SERVED:

- Foodservice
- Hospitality
- Long-term care
- Convenience stores
- Education

WE PROVIDE:

- On-site assessments
- Training and coaching
- Data-driven, actionable insights
- Expert consultation and regulatory support
- Health department inspection management



ECOSURE CONDUCTS
200,000

FOOD SAFETY, QUALITY ASSURANCE
AND BRAND EVALUATIONS ANNUALLY

Quick Service Restaurants (QSR)

Through our Kay business, we partner with quick-service and limited-service restaurants to improve guest experience, lower operating costs, drive revenue growth and safeguard customer trust. Our solutions and expertise help ensure food safety and brand consistency in local stores and across regional and global chains.

MARKETS SERVED:

- Quick-service and limited-service restaurants
- Fast-casual and convenience stores

WE PROVIDE:

- QSR-focused products and programs
- Field service and support
- Food safety training
- In-store digital data collection and hierarchical reporting



ECOLAB QSR SERVES
225,000

QUICK-SERVICE RESTAURANTS
AROUND THE WORLD

Food & Beverage

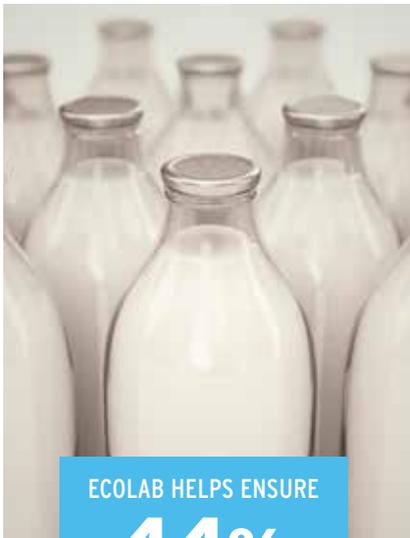
Today's food supply chain stretches across borders and oceans. As it grows longer and more complex, the risk of food contamination – and foodborne illness – increases. Ecolab Food & Beverage understands how to effectively manage these risks and offers a unique combination of innovation, technical and industry expertise and world-class service to help dairy processors and food and beverage manufacturers enhance operational efficiency, food safety and product quality.

MARKETS SERVED:

- Food and produce processors
- Meat and poultry processors
- Dairy farms and processors
- Beverage producers
- Brewery and winery producers

WE PROVIDE:

- Cleaning and sanitizing programs
- Animal care products
- Antimicrobial food tissue treatment
- Bottle-washing solutions
- Commercial sterilants for aseptic packaging
- Conveyor lubrication
- Engineering and equipment services
- Food surface and process water antimicrobial programs
- Microbiology and analytical lab services
- Technical support
- Training programs



ECOLAB HELPS ENSURE

44%

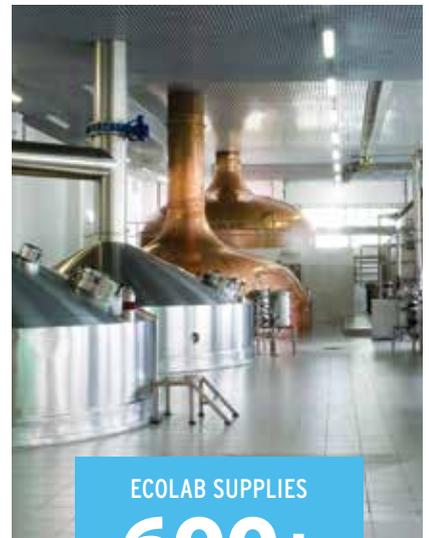
OF THE GLOBAL MILK SUPPLY IS
PRODUCED HYGIENICALLY



ECOLAB HELPS MAKE

25%

OF THE WORLD'S
PROCESSED FOOD SAFE



ECOLAB SUPPLIES

600+

BEVERAGE PLANTS
AND BREWERIES



Food Retail Services

A single employee's role in a grocery, convenience or big-box store could include preparing food, serving customers and cleaning production areas. These distinct roles – done by one person – can increase food safety and brand reputation risks. Food Retail Services' specialized solutions and expertise help improve food safety compliance and deliver profitable growth. Our experts can serve as an extension of our customers' food safety teams throughout the world.

MARKETS SERVED:

- Grocery stores and supermarkets
- Big-box stores
- Convenience stores

WE PROVIDE:

- Cleaning and sanitizing programs
- Food safety audits
- Food safety training

Healthcare

Ecolab Healthcare delivers infection prevention solutions that help ensure a cleaner, safer and healthier environment for patients and healthcare providers, resulting in improved outcomes, operational efficiencies and increased patient satisfaction. Our unique program delivery model brings together cutting-edge technology, real-time information, personally delivered service and best-practice training.

MARKETS SERVED:

- Hospitals
- Surgery centers and other procedural-based clinics
- Alternate care
- OEM manufacturers

WE PROVIDE:

- Hand and skin hygiene
- Patient room environmental hygiene
- Instrument reprocessing
- Patient and equipment drapes
- Patient temperature management
- Operating room environmental hygiene
- Staff and patient safety



Life Sciences

Ecolab Life Sciences provides comprehensive solutions and technical expertise focused on cleaning, sanitization and contamination control, all while ensuring safety, compliance and operational efficiency for personal care, nutraceutical and pharmaceutical manufacturers.

MARKETS SERVED:

- Pharmaceutical manufacturers
- Personal care and cosmetics products manufacturers
- Analytical laboratories
- Pharmacies
- Nutraceutical manufacturers

WE PROVIDE:

- Cleaning, sanitizing and disinfection programs
- Validation support
- Technical services and lab support
- Regulatory and quality expertise
- Assessment, recommendations and reporting
- Customer training

Pest Elimination

Using scientifically proven protocols not only to control but also to eliminate pests, Ecolab Pest Elimination helps managers of hospitality, foodservice and other commercial facilities protect their customers, employees and brands. We focus on the institutional commercial markets, and use solutions to help prevent and eliminate all types of pests.

MARKETS SERVED:

- Commercial buildings
- Food processing
- Food retail
- Foodservice
- Healthcare
- Hospitality
- Manufacturing

WE PROVIDE:

- Solutions to prevent and eliminate all types of pests



ECOLAB PEST
ELIMINATION MAKES

4
MILLION

CUSTOMER VISITS ANNUALLY



ECOLAB TEXTILE CARE
HELPS CLEAN

20
BILLION

POUNDS OF
TEXTILES ANNUALLY

Textile Care

Ecolab Textile Care provides products and services that manage the entire wash process through custom-designed programs, premium products, dispensing equipment, water and energy management and real-time data management. We support large-scale commercial laundry operations that clean healthcare, workwear, hospitality, food and beverage and food processing linens. With deep expertise and more than 80 years as a global provider, Textile Care's programs are designed to deliver on our customers' needs for exceptional cleaning, while extending the useful life of linen, saving water and energy, and reducing overall operating costs.

MARKETS SERVED:

- Industrial laundries
- Large hospital and commercial healthcare laundries
- Large hotel and commercial hospitality laundries
- Food processing laundries

WE PROVIDE:

- Innovative wash programs
- Sustainable cleaning
- Reliable and accurate dispensing
- Water and energy conservation solutions
- Process analytics, diagnostics and management
- Personal service and consulting
- Industry expertise

Nalco Water

Water is integral to many key processes, including cleaning and sanitizing, food processing, manufacturing and heating and cooling. Nalco Water provides water solutions from pre-treatment to post-treatment using a broad suite of technologies, automated monitoring systems, data analysis and deep technical expertise. Nalco Water helps customers reduce, reuse and recycle their water while protecting systems and equipment. Using a total plant approach, our on-site experts work with customers to increase the efficiency of their operating systems by minimizing fresh water, maximizing operational performance and optimizing total cost of operation. Our digital platforms use site data to deliver actionable insights that drive improved operations and added savings. Nalco Water serves customers across the world in five major industries, categorized as Light, Heavy, Paper, Mining and Colloidal Technologies.



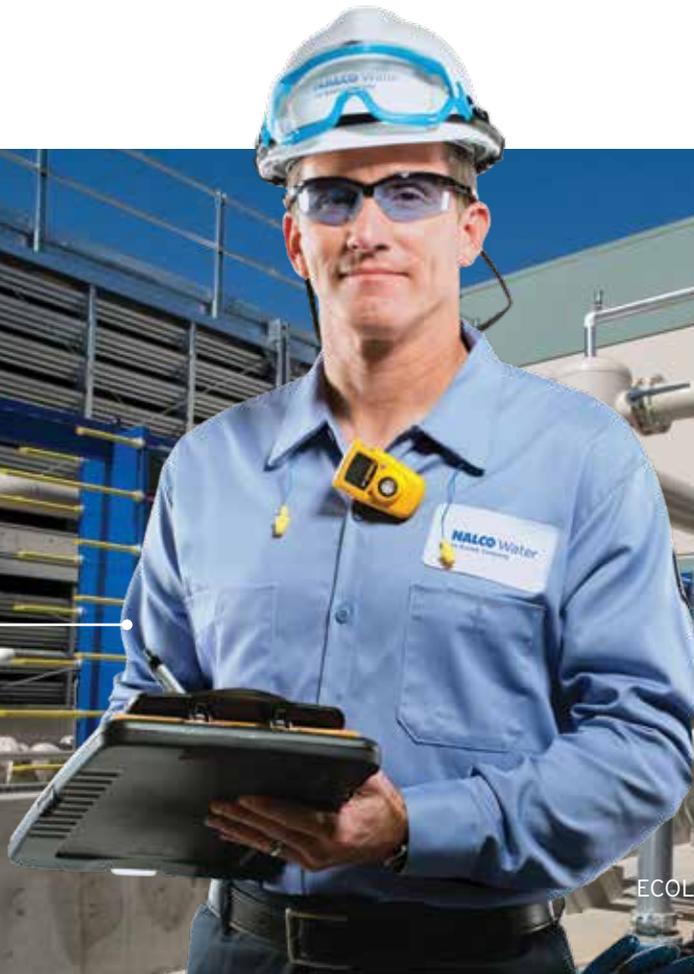
IN 2017, WE HELPED
CUSTOMERS CONSERVE
MORE THAN

**170
BILLION**

GALLONS OF WATER, ENOUGH TO
MEET THE DRINKING NEEDS OF
MORE THAN 580 MILLION PEOPLE

NALCO Water
An Ecolab Company

**1.1
TRILLION**
GALLONS OF WATER
MANAGED ANNUALLY





LIGHT INDUSTRY

Nalco Water's Light business works with institutional, food and beverage, transportation and manufacturing customers to manage water use and improve operational processes. We use a holistic approach based on the understanding of our customers' dynamic, interrelated water systems and the complex connections between them. Our experts deliver customized solutions to meet local site needs and achieve business goals.

MARKETS SERVED:

- Buildings and facilities
- Hospitality and lodging
- Healthcare
- Food and beverage processing
- Pharmaceutical
- Transportation
- Microelectronics
- Building materials
- Data centers

WE PROVIDE:

- Boiler and cooling water management
- Influent pre-treatment
- Effluent post-treatment
- Water reuse and recycle solutions
- Process services and technologies
- Analytical services
- Air quality solutions
- Water safety solutions

COLLOIDAL TECHNOLOGIES

Nalco Water's Colloidal Technologies business is a process-focused group serving the unique and challenging manufacturing needs of high-tech industries. Our engineered colloidal silica products enable our customers to minimize their total cost of operation as they make everything from aircraft engines, smartphone lenses and fingerprint scanners to golf clubs and light bulbs.

MARKETS SERVED:

- Precision investment casting
- Microelectronics
- Catalyst
- Zeolite
- Construction materials
- Refractories
- Coatings

WE PROVIDE:

- Binders
- Engineered shell systems
- Wafer polishing slurries
- Nano-sized chemical mechanical polishing abrasives
- Proto-zeolitic materials
- Ground compaction stabilizers



HEAVY INDUSTRY

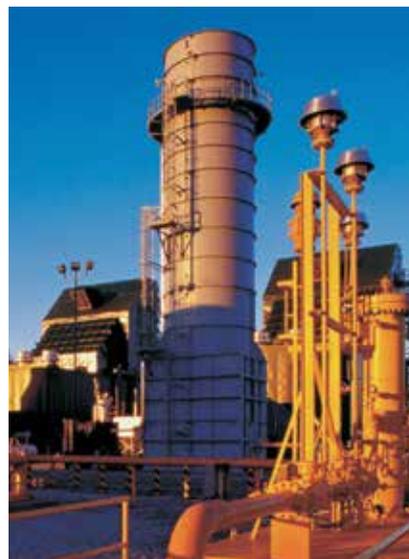
Nalco Water's Heavy business helps the chemical, power and primary metals industries manage water use, improve operational processes and reliability and reduce costs. Through our innovative solutions, industry-leading expertise and process know-how, we have the ability to help customers meet operational and sustainability goals.

MARKETS SERVED:

- Chemical processing
- Power generation
- Primary metals

WE PROVIDE:

- Boiler and cooling water treatment
- Influent pre-treatment
- Effluent post-treatment
- Water reuse and recycle solutions
- Process services and technologies
- Analytical services
- Water safety solutions



PAPER

Nalco Water's Paper business helps pulp and paper producers enhance the competitiveness, sustainability and safety of their operations. Our innovative solutions combine chemistry, engineered components, system monitoring and system assurance best practices to improve profitability and reduce environmental impact. Our comprehensive process and water treatment optimization programs help meet key business drivers such as improved paper machine efficiency, water savings, energy savings, improved paper quality and reduced material costs.

MARKETS SERVED:

- Board and packaging
- Tissue and towel
- Pulp
- Graphic papers

WE PROVIDE:

- Process efficiency solutions
- Foam, scale, contaminant and microbiological control
- Retention and drainage programs
- Cleaning/conditioning programs
- Sheet property and fiber savings solutions
- Water, pulp, fabric, deposit and microbiological analyses
- Wastewater treatment solutions
- Water and energy management solutions

MINING

Nalco Water's Mining business helps mining and mineral processing customers improve productivity, efficiency, profitability, product quality and environmental performance. Nalco Water combines global leadership, years of industry experience, innovative technologies and on-site expertise to help our customers implement reliable, cost-effective and safe solutions to meet their operational challenges.

MARKETS SERVED:

- Bauxite and alumina
- Coal
- Base metals
- Precious metals
- Fertilizers

WE PROVIDE:

- Solid-liquid separation
- Flotation reagents
- Process water scale control
- Filtration aids

Nalco Champion

Around the world, the demand for energy is growing – and meeting demand is becoming more challenging. Ecolab's Energy Services business, Nalco Champion, provides specialty chemistry programs and related services for upstream, midstream and downstream oil and gas operations looking to maximize production, protect assets and reduce operating costs and environmental impact. Through on-site problem solving and innovative technologies, our highly experienced field engineers provide solutions to help energy customers overcome complex challenges in the world's toughest energy frontiers.

MARKETS SERVED:

- Upstream
- Midstream
- Downstream

WE PROVIDE:

- Corrosion, scale and microbial control
- Asphaltene and paraffin control
- Hydrogen sulfide scavenging
- Microbial control
- Drilling, stimulation and cementing solutions
- Flow assurance solutions
- Phase separation
- Lubricity improvers
- Water management
- Digital tools for real-time monitoring and automation

NALCO CHAMPION
HELPS FUEL

450
MILLION

VEHICLES GLOBALLY

NALCO Champion

An Ecolab Company

MANAGES WATER AND PROCESS
TECHNOLOGY FOR

40%

OF PETROLEUM PRODUCTS
GLOBALLY



UPSTREAM

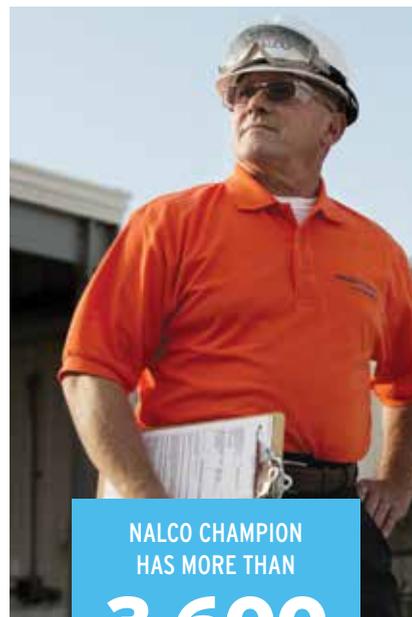
Nalco Champion's upstream process applications improve oil and gas recovery and production, extend equipment life and decrease operating costs through scale, paraffin and corrosion control, oil and water separation, gas hydrate management solutions and other services. Our WellChem Technologies team develops innovative programs and chemistries that aid drilling, cementing, fracturing and stimulation. Our oilfield chemicals team provides programs and chemistries to maximize production, optimize water use and solve complex challenges while maintaining regulatory compliance.

MIDSTREAM

As reserves of light oil diminish, corrosion programs are becoming increasingly vital to maintain pipeline assets and protect against failures. Nalco Champion is at the forefront of identifying the best ways to protect the integrity of pipelines. We develop technologies to safeguard pipelines at the lowest cost to customers and with a more sustainable approach. Our NACE-accredited, OQ-certified pipeline personnel are committed to helping customers maintain the integrity of their midstream oil and gas infrastructure while addressing the unique safety challenges they face in maintenance operations, pump stations and line excavation operations.

DOWNSTREAM

Nalco Champion is the global leader in oil refining process treatments, fuel additives, petrochemical processes and water treatment, and provides refiners comprehensive and sustainable solutions to protect assets, mitigate risk and maximize profits. Our total treatment approach to refinery processing combines advanced chemistries and technologies, industry-leading research and development, and a global network of engineers and industry technical consultants help refiners protect their infrastructure during the complex process of creating higher-value products. We also offer digital monitoring and automation.



NALCO CHAMPION
HAS MORE THAN
3,600

SALES-AND-SERVICE
REPRESENTATIVES



NALCO CHAMPION HAS
350

RD&E SCIENTISTS, ENGINEERS
AND TECHNICAL SPECIALISTS



Strengthening communities

Ecolab believes that focusing simultaneously on social, environmental and economic performance is good for society and good for business. Through financial contributions to nonprofit organizations and programs, and through employee involvement, we strive to enrich and strengthen our communities.

COMMUNITY GIVING PROGRAM

2017 Ecolab Foundation Giving

\$6,723,000

\$3,311,400

Civic and Community Development

\$2,406,100

Youth and Education

\$804,300

Arts and Culture

\$201,200

Environment and Conservation

2017 Corporate and Foundation Giving

\$15,280,000

\$6,723,000

Ecolab Foundation

\$6,038,810

Relief

\$1,466,100

Corporate Giving

\$1,052,090

Value of Volunteerism



EMPLOYEE VOLUNTEERISM

In 2017, Ecolab employees volunteered more than 43,000 hours with nonprofit partners, including our Solutions for Life partners Project WET Foundation and The Nature Conservancy. Through our Global Team Volunteer Program, more than 8,400 employees volunteered with Habitat for Humanity, FIRST Robotics, Feeding America food banks and other qualifying charities in employees' communities.

HELPING THOSE AFFECTED BY DISASTER

In 2017, Ecolab donated 655 tons of cleaning and sanitizing products in response to communities in need around the world, including Angola, Argentina, the Virgin Islands, Cambodia, Moldova, Romania and Sierra Leone, as well as following the hurricanes in the U.S. and Caribbean and the earthquakes in Mexico.



COMMUNITY SUPPORT

Ecolab employees raised \$3.2 million during our 2017 U.S. community giving campaign. With an Ecolab Foundation match, the support totaled more than \$4 million for local United Way organizations across the U.S., Global Impact and other employee-designated, qualifying nonprofit organizations.



CLASSROOM EDUCATION GRANTS

Ecolab's Visions for Learning educator grant program provides up to \$3,000 per teacher for curriculum-based classroom materials. In 2017, Ecolab grants totaled \$1 million and supported more than 570 classrooms in nearly 260 schools, reaching more than 154,000 students across the U.S.

GLOBAL GIVING PROGRAM

Ecolab's global giving program, Solutions for Life, aligns with our mission to conserve water and improve hygiene around the world through philanthropy, employee volunteerism and collaboration with non-governmental organizations.

The Nature Conservancy

Our support for The Nature Conservancy (TNC) is helping protect lands and waters in Minnesota, promote strategies to protect water resources in Shanghai and enhance conservation efforts in Monterrey, Mexico. We also are the lead sponsor of TNC's Urban Water Blueprint, an effort to map the water sources for 530 cities worldwide, including a special 30-city China edition, and provide science-based recommendations for natural solutions to improve water quality.

Project WET Foundation

In partnership with the Project WET Foundation, we co-created the Clean and Conserve Education Program, a suite of hands-on water and hygiene education materials. In 2017, we reached more than 6.8 million students, teachers and individuals in 72 countries through directly distributed Clean and Conserve materials as well as media mentions.

SOLUTIONS FOR LIFE | from Ecolab



A strong and financially sound business partner

When you choose Ecolab as your partner, you can be confident that we'll be there to support you for the long term. Our business model has consistently delivered results in the face of varying business climates and market challenges.

We have a well-balanced business, with leading market positions, a broad geographic footprint and a strong and compelling customer value proposition. We also have the resources to continually invest in new solutions and enhancements to our on-site, personalized service to solve increasingly complex customer challenges at the lowest total cost.

We do all of this with careful stewardship of our finances, managing our costs with great care, maintaining a sound balance sheet and following conservative financial policies.

2017

NET SALES

**\$13.8
BILLION**

ADJUSTED NET INCOME

**\$1.4
BILLION**

ADJUSTED
DILUTED EARNINGS

**\$4.68
PER SHARE**

ASSETS

**\$20
BILLION**

AWARDS AND RECOGNITION



*Ranked #3 in the chemicals industry
and #1 for social responsibility,
quality of management and long-term
investment value*



*2017 Dow Jones
Sustainability Index*



*2018 World's Most
Ethical Companies
(12th consecutive year)*



*2017 America's Most
Just Companies*



*2017 CDP Water
Leadership List*



*Most Community-Minded
Companies in the U.S.*



*World Environment Center's
2018 Gold Medal Award*



*2018 Best Places to Work
for LGBTQ Equality*



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