

Shareholder *information*

Common Stock

- Stock trading symbol ECL
- Ecolab common stock is listed and traded on the New York Stock Exchange ("NYSE") and the Pacific Exchange ("PCX"). Ecolab shares are also traded on an unlisted basis on certain other exchanges.
- Options are traded on the NYSE.
- Ecolab common stock is included in the Standard & Poor's 500 Stock Index and classified under Specialty Chemicals in the Materials Sector of the S&P Global Industry Classification Standard.

As of February 28, 2002, Ecolab had 5,215 shareholders of record. The closing stock price on February 28, 2002, was \$46.83 per share.

Dividend Policy

- Ecolab has paid common stock dividends for 65 consecutive years.
- Quarterly cash dividends are usually paid on the 15th of January, April, July and October.
 - Dividends of \$0.12 per share were declared in February, May and August 2000. Dividends of \$0.13 per share were declared in December 2000, and February, May and August 2001. A dividend of \$0.135 per share was declared in December 2001.

Earnings and Corporate News

- Corporate news releases, including earnings and other financial information, are available at:
- Web site: www.ecolab.com
 - Telephone: 1-800-FACT-ECL (800-322-8325); Alaska, Hawaii and international callers dial (703) 797-0222.
 - E-mail: financial.info@ecolab.com

Copies of Ecolab's Form 10-K, 10-Q and 8-K reports as filed with the Securities and Exchange Commission are available free of charge.

These documents may be obtained online or by contacting:

- **Ecolab Inc. Attention: Corporate Secretary**
Telephone: (651) 293-2233
E-mail: investor.info@ecolab.com

Independent Accountants

PricewaterhouseCoopers LLP
650 Third Avenue South
Minneapolis, MN 55402

Investor Inquiries

Securities analysts, portfolio managers and representatives of financial institutions seeking information about Ecolab may contact:

- Michael J. Monahan
External Relations, vice president
Telephone: (651) 293-2809

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Shareholder *services*

Annual Meeting The annual meeting of stockholders will be held on Friday, May 10, 2002, at 10 a.m. at the New York Palace Hotel, 455 Madison Ave., New York, NY 10022.

Dividend Reinvestment Shareholders of record may elect to reinvest their dividends. Plan participants may also elect to purchase Ecolab common stock through this service. To enroll in the plan, shareholders should contact the transfer agent for a brochure and authorization form.

Recorded News and Online Resources Call 1-800-FACT-ECL (800-322-8325); Alaska, Hawaii and international callers dial (703) 797-0222.

- Visit Ecolab's Web site at www.ecolab.com for financial results and investor information.
- Shareholders of record may view their shareholder account information online at <http://gateway.equiserve.com>. For log-in assistance, shareholders may call the transfer agent at 1-877-843-9327.

Research Coverage Investors may contact the following firms that have recently provided research coverage on Ecolab:

- ABN / AMRO; Bank of America Securities; Credit Suisse First Boston; Deutsche Bank; Midwest Research; Ingalls & Snyder; Merrill Lynch; Morgan Stanley; New Vernon Associates; Salomon Smith Barney; Standard & Poor's; U.S. Bancorp Piper Jaffray; UBS Warburg; and Value Line.

The reference to such firms does not imply any endorsement of the information by Ecolab.

Transfer Agent, Registrar and Paying Agent

EquiServe Trust Company, N.A.

- Telephone: (201) 324-0313; or 1-800-322-8325
- TDD/Hearing Impaired: (201) 222-4955
- E-mail: equiserve@equiserve.com
- Web site: www.equiserve.com

The Transfer Agent provides telephone assistance Monday through Friday from 9 a.m. to 5 p.m. (Eastern Time). Around-the-clock service is also available online and to callers using touch-tone telephones.

Transfer Agent mailing addresses:

- For items delivered by courier:
3rd Floor Transfer Department
525 Washington Boulevard
Jersey City, NJ 07310
- General written inquiries:
P.O. Box 2500, Jersey City, NJ 07303-2500
- Stock transfer correspondence:
P.O. Box 2506, Jersey City, NJ 07303-2506
- Dividend Reinvestment Plan correspondence:
P.O. Box 2716, Jersey City, NJ 07303-2716