

Information

Financial/Shareholder Information

Visit Ecolab's Web site at www.ecolab.com for:

- Financial Results
- Investor Information
- News Releases and more

For recorded news or to obtain financial reports, call 1-800-FACT-ECL (1-800-322-8325). Alaska, Hawaii and international callers may dial (402) 573-9859.

Annual Meeting

The annual meeting of stockholders will be held on Friday, May 8, 1998, at 10 a.m. in the Ecolab Theater of The Culinary Institute of America at Greystone, 2555 Main Street, St. Helena, California 94574.

Common Stock

Ecolab common stock is listed on the New York Stock Exchange and Pacific Exchange, Inc. under the symbol ECL. Ecolab is also traded on an unlisted basis on certain other exchanges. Options are traded on the New York Stock Exchange. The company is included in the Chemicals (Specialty) Group of the Standard & Poor's 500 Stock Index. As of March 2, 1998, the company had 5,074 shareholders of record.

Dividends

Ecolab has paid common stock dividends for 61 consecutive years. Quarterly cash dividends customarily are paid on the 15th of January, April, July and October. Dividends of \$0.07 per share were declared in February, May and August 1996. Dividends of \$0.08 per share were declared in December 1996, and February, May and August 1997. A dividend of \$0.095 per share was declared in December 1997.

Dividend Reinvestment/Stock Purchase

All shareholders of record may reinvest their dividends automatically in additional shares of Ecolab common stock at the market price. Participants may also invest up to an additional \$60,000 per year in Ecolab common stock through this service. To enroll in the plan or to obtain additional information, contact First Chicago Trust Company of New York at P.O. Box 2500, Jersey City, NJ 07303-2500. Telephone: (201) 324-0313 or 1-800-322-8325.

Financial Information/Form 10-K

Investors may call 1-800-322-8325 or access Ecolab's Web site at www.ecolab.com to obtain news releases or copies of Ecolab's financial reports filed with the Securities and Exchange Commission. Alternatively, these documents, including the Form 10-K Annual Report for the year ended December 31, 1997, also may be obtained without charge by writing to: Corporate Secretary, Ecolab Inc., 370 N. Wabasha Street, St. Paul, MN 55102.

Independent Accountants

Coopers & Lybrand L.L.P., 650 Third Avenue South, Minneapolis, MN 55402.

Investor Relations

Securities analysts, portfolio managers and representatives of financial institutions seeking information about the company should direct their inquiries to: Michael J. Monahan, External Relations, vice president, Ecolab Inc., 370 N. Wabasha Street, St. Paul, MN 55102. Telephone (612) 293-2809.

Research Reports

The following firms are among those which have recently provided research coverage on Ecolab: Credit Suisse First Boston; Dain Rauscher, Inc.; Donaldson, Lufkin & Jenrette Securities Corporation; Ernst & Company; Goldman, Sachs & Co.; Ingalls & Snyder LLC; Merrill Lynch & Co.; Morgan Stanley, Dean Witter, Discover & Co.; PaineWebber Incorporated; Piper Jaffray Inc.; Standard & Poor's; and Value Line.

Transfer Agent, Registrar and Paying Agent

First Chicago Trust Company of New York
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Web site: www.fctc.com

Please use the following address for items delivered by courier:
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Shareholders may call the transfer agent at the above numbers for information or assistance concerning dividend payments, account history, lost stock certificates, taxable income or to report address changes. The transfer agent provides telephone customer assistance Monday-Friday 8:30 a.m. to 7 p.m. (Eastern Time). Extended service is always available to callers with touch-tone telephones via the transfer agent's Automatic Voice Response System.

Ecolab Inc. is an equal opportunity employer.

♻️ This annual report is printed on recycled paper containing 10% post-consumer waste.