

To make the world cleaner, safer and healthier.  
To preserve limited resources with unlimited resourcefulness.  
To protect what is fundamental to life.

**ECOLAB®**  
Everywhere It Matters.™



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# WORKING TOWARD A CLEANER, SAFER HEALTHIER WORLD

5,300 PATENTS 40,000 EMPLOYEES 22,500 FIELD EXPERTS 1,300 SCIENTISTS 171 COUNTRIES

## WHO WE ARE

Ecolab is the global leader in water, hygiene and energy technologies and services. Around the world, businesses in the foodservice, food processing, hospitality, healthcare, industrial, and oil and gas markets choose Ecolab products and services to keep their environments clean and safe, operate efficiently and achieve sustainability goals.

For 90 years, we've worked behind the scenes to keep food safe, prevent the spread of infection and protect vital resources. And today we're doing more than ever before.

## WHAT WE DO

Because we work in close partnership with our customers, we have extraordinary insight into the challenges they face. With on-site presence and the latest technology, we can capture and analyze data from multiple systems, see how processes interact and impact each other, and use this in-depth understanding to solve problems and find opportunities. We work together to develop clean, safe and sustainable practices. And we help our customers do more with less through a tailored and personal approach. Because when our customers succeed, we succeed.

## WHY IT MATTERS

As a trusted partner for businesses in more than 1 million locations, we provide consistent, world-class service across the globe. We meet the challenges of an evolving world with expertise and innovation. We touch what is fundamental to quality of life.

USING RESOURCEFULNESS TO  
**PROTECT**  
**WHAT'S VITAL**

CLEAN WATER   SAFE FOOD   ABUNDANT ENERGY   HEALTHY ENVIRONMENTS





# CLEAN WATER

Water is the world's most valuable resource. And growing demand for clean water is putting enormous pressure on the available supply. It's integral to many of our customers' key processes – like cleaning and sanitizing, food processing, boiler and cooling water treatment, influent and wastewater treatment, and oil and gas processing. With a broad suite of technologies and trusted expertise, **we help our customers manage water through conservation, recycling and reuse.**



# SAFE FOOD

Foodborne illness is a growing public health problem – one we're committed to stopping. From preventing cross-contamination at animal production and food processing facilities to providing hand hygiene programs for restaurant employees, **we help our customers provide consumers with safe food** and, more importantly, the confidence to eat and drink anything, anywhere.

# ABUNDANT ENERGY

Around the world, the demand for energy is growing – and meeting that demand is becoming more challenging. We partner with the petroleum industry to maximize production, protect assets and streamline its environmental footprint. And **we help all of our customers use less energy** by identifying and treating process-related problems with products and programs that minimize energy use.

# HEALTHY ENVIRONMENTS

**We help our customers create clean, safe, healthy environments.**

They are essential to the health of workers, guests and suppliers, as well as the ability to conduct business 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. And in healthcare facilities – where clean environments are critical – our comprehensive solutions help reduce healthcare-acquired infections and improve patient safety.



SERVING BUSINESSES THAT  
**ENHANCE**  
QUALITY OF LIFE

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AS A GLOBAL LEADER, WE CAN DO GREAT THINGS. AND OUR CUSTOMERS – WHO OPERATE IN MORE THAN 1 MILLION LOCATIONS AROUND THE WORLD – CAN DO EVEN MORE. BEHIND THE SCENES, WE HELP THEM OPTIMIZE THEIR OPERATIONS. DO MORE WITH LESS. AND MEET THE CHALLENGES OF LIMITED RESOURCES WITH UNLIMITED RESOURCEFULNESS.

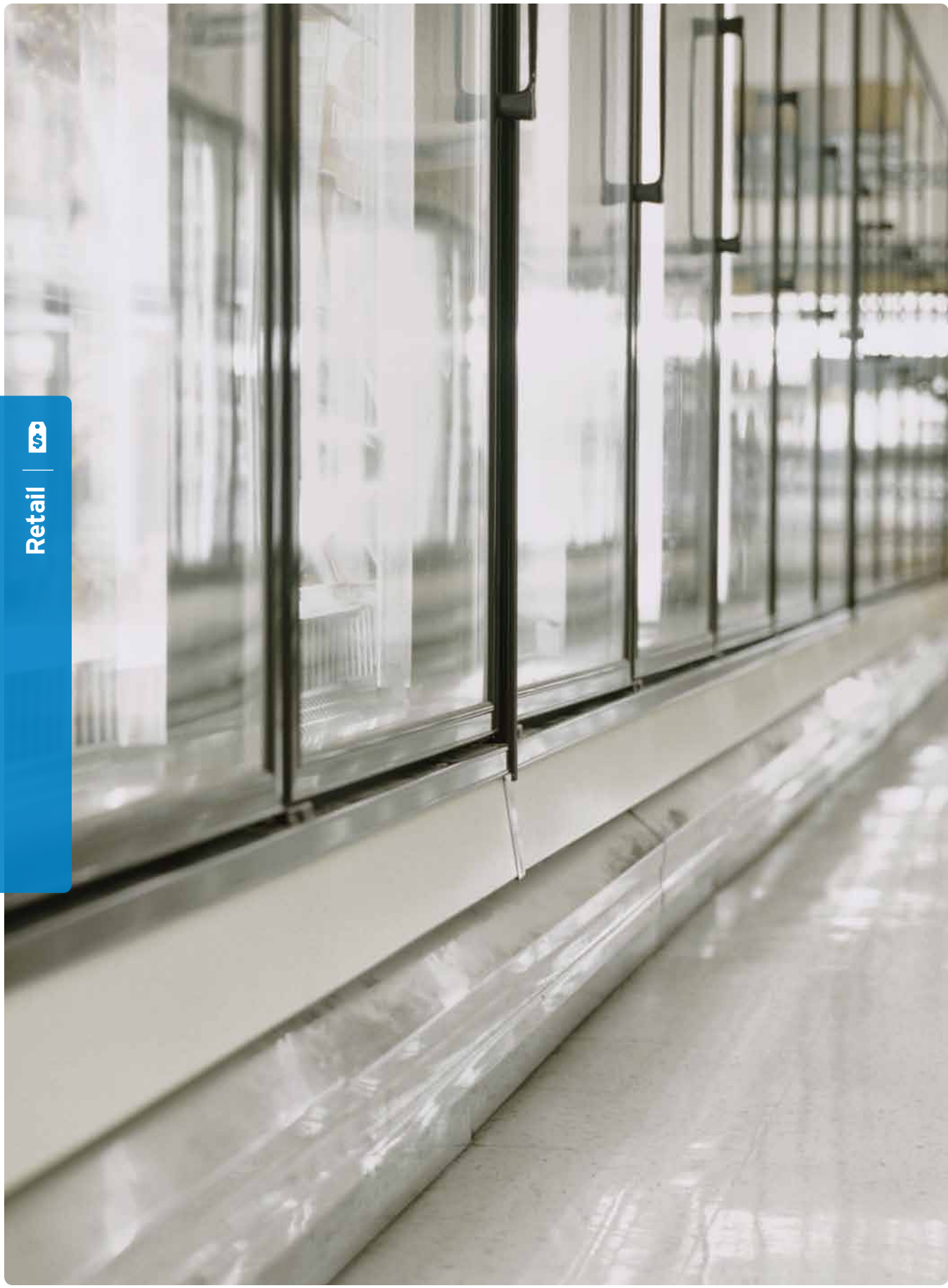
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# ENSURING

## CONSISTENT DELIVERY OF BRAND STANDARDS

globally and improving operational efficiency through cleaning and sanitizing, warewashing, hand hygiene, food safety, quality assurance, equipment care and pest elimination solutions for full service and quick service restaurants, cafeterias, catering, hotel foodservice, cruise and recreational facilities.



# ENHANCING CUSTOMER EXPERIENCE THROUGH CUSTOMIZED CLEANING

and sanitizing, food safety, quality assurance, floor care and pest elimination solutions for grocery stores, warehouse clubs and other retail facilities.



# PROMOTING GUEST SATISFACTION

through solutions for cleaning and sanitizing, including laundry, warewashing, housekeeping and floor care; treatment of cooling water, boiler water, influent and wastewater; indoor air quality, pest elimination, and pool and spa programs for hotels, cruise lines, amusement parks, resorts and casinos.



# PREVENTING THE SPREAD OF INFECTION

and helping to improve patient outcomes through cleaning and disinfecting, including hand hygiene, environmental hygiene, instrument reprocessing, surgical drapes, patient and fluid warming, operating room turnover, pest elimination, and treatment of cooling water, boiler water, influent and wastewater for hospitals, long-term care facilities, clinics, dental offices and more.



# ENSURING CLEAN AND SAFE ENVIRONMENTS

through cleaning and sanitizing, floor care, hand hygiene, pest elimination and indoor air quality programs; as well as treatment of cooling water, boiler water, influent and wastewater for government and educational facilities, airports, office buildings, shopping malls and other commercial facilities.



# MANAGING THE ENTIRE WASH PROCESS

through custom-designed programs, premium products and dispensing equipment for large-scale, complex commercial operations including uniform rental, hospitality, linen rental and healthcare laundries.





# OPTIMIZING FOOD QUALITY AND PLANT PRODUCTIVITY

through innovative solutions for cleaning and sanitizing, pest elimination, treatment of cooling water, boiler water, influent and wastewater, pollution control and process improvements for processors of dairy, meat, poultry, beverage and brewery, fresh produce, grains and starches, and other foods.





# IMPROVING PROCESS OPERATIONS

through treatment of cooling water, boiler water, influent and wastewater, indoor air quality, and pollution control for aerospace, automotive, building materials, textile, pharmaceutical and chemical manufacturers.



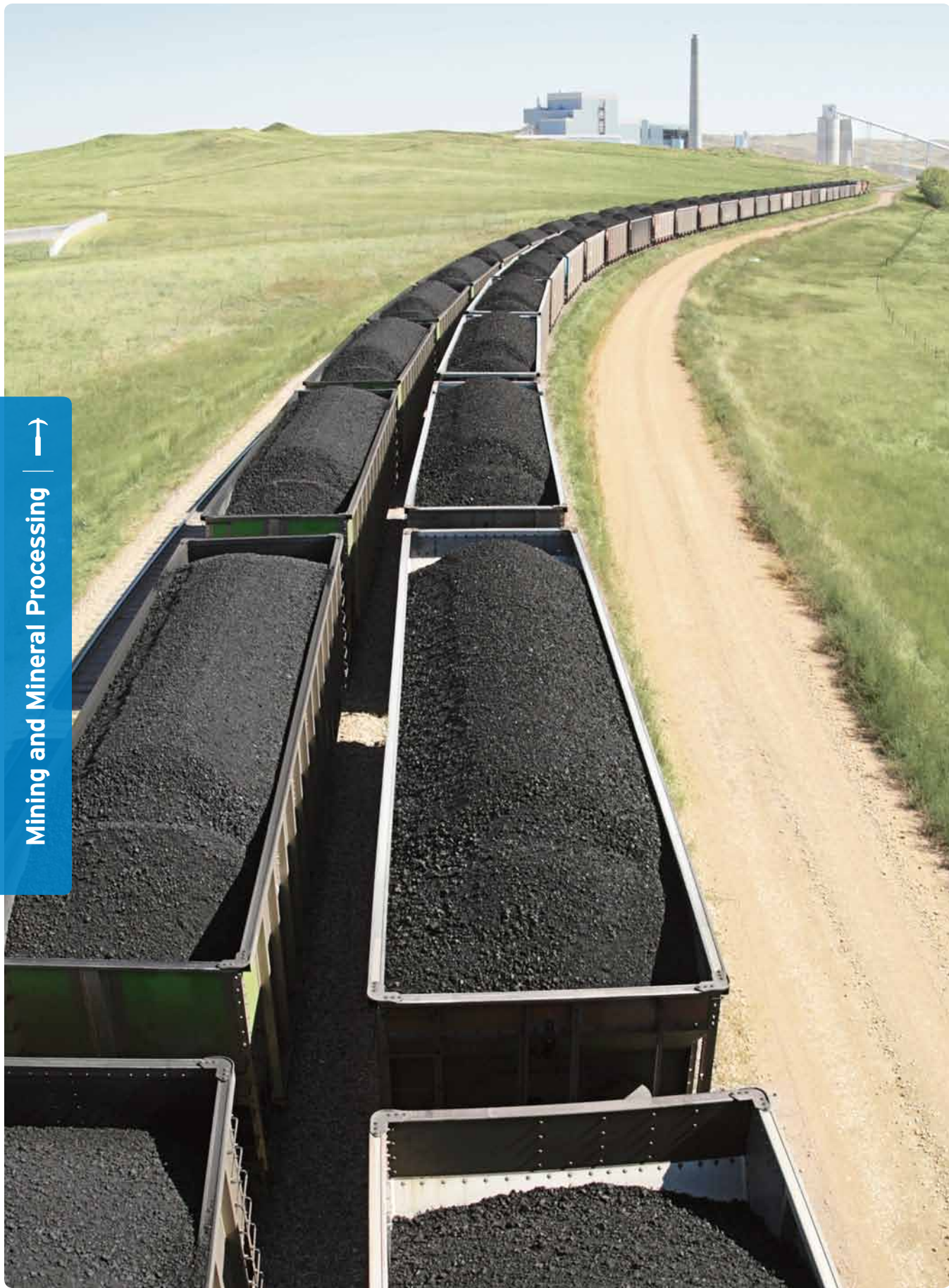
PROVIDING WATER TREATMENT PRODUCTS AND PROCESS

# SOLUTIONS

## FOR PULP AND PAPERMAKING

processes across all grades of paper, including graphic grades, board and packaging, and tissue and towel; with pulp applications that maximize process efficiency, increase cleanliness and brightness in bleaching operations, and predict and monitor scaling potential; and a broad range of paper process applications.





# INCREASING RECOVERY AND IMPROVING FINISHED PRODUCT QUALITY

through water and process technologies, including treatment of cooling water, boiler water, influent and wastewater, pollution control and process improvements for producers of alumina, coal, precious metals, industrial minerals and more.





# DELIVERING

## ON-SITE SERVICES AND TECHNOLOGY

to safely and efficiently manage the challenges associated with flow assurance, asset integrity, production maximization and water management throughout the life cycle of onshore and offshore production assets.





# PROVIDING

## A COMPREHENSIVE SOLUTIONS APPROACH

along with innovative processes, fuel additives and water technologies that maximize throughput, increase operating efficiency and improve safety and sustainability at refining and petrochemical operations.

# STEPPING IN WHEN PROGRESS NEEDS A LITTLE HELP

## 1,300 SCIENTISTS

Around the world, our scientists never stop looking for solutions that will help us realize our vision. Studying the viruses and bacteria that can make people sick. Investigating how a new technology can impact – and be impacted by – the efficient use of natural resources. And staying connected to the evolving needs of our customers through our 22,500 representatives who are in the field every day.

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## GLOBAL RESEARCH, DEVELOPMENT AND ENGINEERING CENTERS

Bangkok  
Campinas  
Düsseldorf  
Eagan  
Greensboro

Leiden  
Naperville  
Pune  
Shanghai

Singapore  
Sugar Land  
Sydney  
Tokyo

AFRICA

Algeria  
Angola  
Benin  
Botswana  
Burkina Faso  
Cameroon  
Cape Verde  
Central African Republic  
Chad  
Congo  
Côte d’Ivoire  
Democratic Republic of the Congo  
Djibouti  
Egypt  
Equatorial Guinea  
Eritrea  
Ethiopia  
Gabon  
Gambia  
Ghana  
Guinea  
Guinea-Bissau  
Kenya  
Lesotho  
Liberia  
Libya  
Madagascar  
Malawi  
Mali  
Mauritania  
Mauritius  
Morocco  
Mozambique  
Namibia  
Niger  
Nigeria  
Rwanda  
Senegal  
Seychelles  
Sierra Leone  
Somalia  
South Africa  
Swaziland  
Tanzania  
Togo  
Tunisia  
Uganda  
Zambia

ASIA PACIFIC

Afghanistan  
Armenia  
Australia  
Azerbaijan  
Bangladesh  
Brunei  
Cambodia  
China  
Fiji  
Georgia  
India

ASIA PACIFIC (CONT.)

Indonesia  
Japan  
Kazakhstan  
Kyrgyzstan  
Laos  
Malaysia  
Maldives  
Micronesia (Federated States of)  
Myanmar (Burma)  
New Zealand  
Pakistan  
Palau  
Papua New Guinea  
Philippines  
Russia  
Samoa  
Singapore  
South Korea  
Sri Lanka  
Taiwan  
Tajikistan  
Thailand  
Turkmenistan  
Uzbekistan  
Vanuatu  
Vietnam

EUROPE

Andorra  
Austria  
Belarus  
Belgium  
Bosnia and Herzegovina  
Bulgaria  
Croatia  
Czech Republic  
Denmark  
Finland  
France  
Germany  
Greece  
Holy See/Vatican  
Hungary  
Iceland  
Ireland  
Italy  
Latvia  
Liechtenstein  
Luxembourg  
Macedonia  
Malta  
Moldova  
Monaco  
Montenegro  
Netherlands  
Norway  
Poland  
Portugal  
Romania  
San Marino  
Serbia

EUROPE (CONT.)

Slovakia  
Slovenia  
Spain  
Sweden  
Switzerland  
Ukraine  
United Kingdom

LATIN AMERICA

Antigua and Barbuda  
Argentina  
Bahamas  
Barbados  
Belize  
Bolivia  
Brazil  
Chile  
Colombia  
Costa Rica  
Dominica  
Dominican Republic  
Ecuador  
El Salvador  
Grenada  
Guatemala  
Guyana  
Haiti  
Honduras  
Jamaica  
Nicaragua  
Panama  
Paraguay  
Peru  
Saint Kitts and Nevis  
Saint Lucia  
Saint Vincent and the Grenadines  
Suriname  
Trinidad and Tobago  
Uruguay  
Venezuela

MIDDLE EAST

Bahrain  
Cyprus  
Israel  
Jordan  
Kuwait  
Lebanon  
Oman  
Qatar  
Saudi Arabia  
Turkey  
United Arab Emirates  
Yemen

NORTH AMERICA

Canada  
Mexico  
United States

TOGETHER  
WITH OUR CUSTOMERS, WE HELP MAKE THE  
WORLD A BETTER PLACE  
EVERYWHERE IT MATTERS

