

Taking Energy Further™



OVERCOMING ENERGY CHALLENGES

We are where you need us, when you need us. We enable and enhance your productivity, while reducing operating costs, in every part of the upstream, midstream and downstream oil and gas value chain.

WE PROVIDE:

- An extensive portfolio of industry-leading products and application technologies
- A singular, undistracted focus on providing effective solutions across the life cycle of fluids
- Expertise and resourcefulness to help you address the world's energy needs
- An unparalleled global reach, providing exceptional, personally delivered service
- Uncompromising commitment to health, safety and the environment in everything we do



What We Provide



**WHAT WE DO MATTERS. OUR PURPOSE
INSPIRES US. OUR VALUES GUIDE US.**

We are here to help you achieve a greater competitive advantage while minimizing risk to people and the environment.

6,700

EMPLOYEES

160

COUNTRIES

50

MANUFACTURING FACILITIES

13

TECHNOLOGY CENTERS

NORTH AMERICA

HEADQUARTERS
Houston, Texas

TECHNOLOGY CENTERS
Calgary, Alberta
Denver, Colorado
Eagan, Minnesota
Edmonton, Alberta
Fresno, Texas
Greensboro, North Carolina
Naperville, Illinois
Sugar Land, Texas

EUROPE

REGIONAL HEADQUARTERS
Aberdeen, United Kingdom

TECHNOLOGY CENTERS
Aberdeen, United Kingdom
Delden, The Netherlands
Kazan, Russia
Monheim, Germany
Leiden, The Netherlands

ASIA/PACIFIC

REGIONAL HEADQUARTERS
Singapore
Shanghai, China

TECHNOLOGY CENTERS
Bangkok, Thailand
Pune, India
Shanghai, China
Singapore
Sydney, Australia
Tokyo, Japan

LATIN AMERICA

REGIONAL HEADQUARTERS
Rio De Janeiro, Brazil

TECHNOLOGY CENTER
Campinas, Brazil

MIDDLE EAST

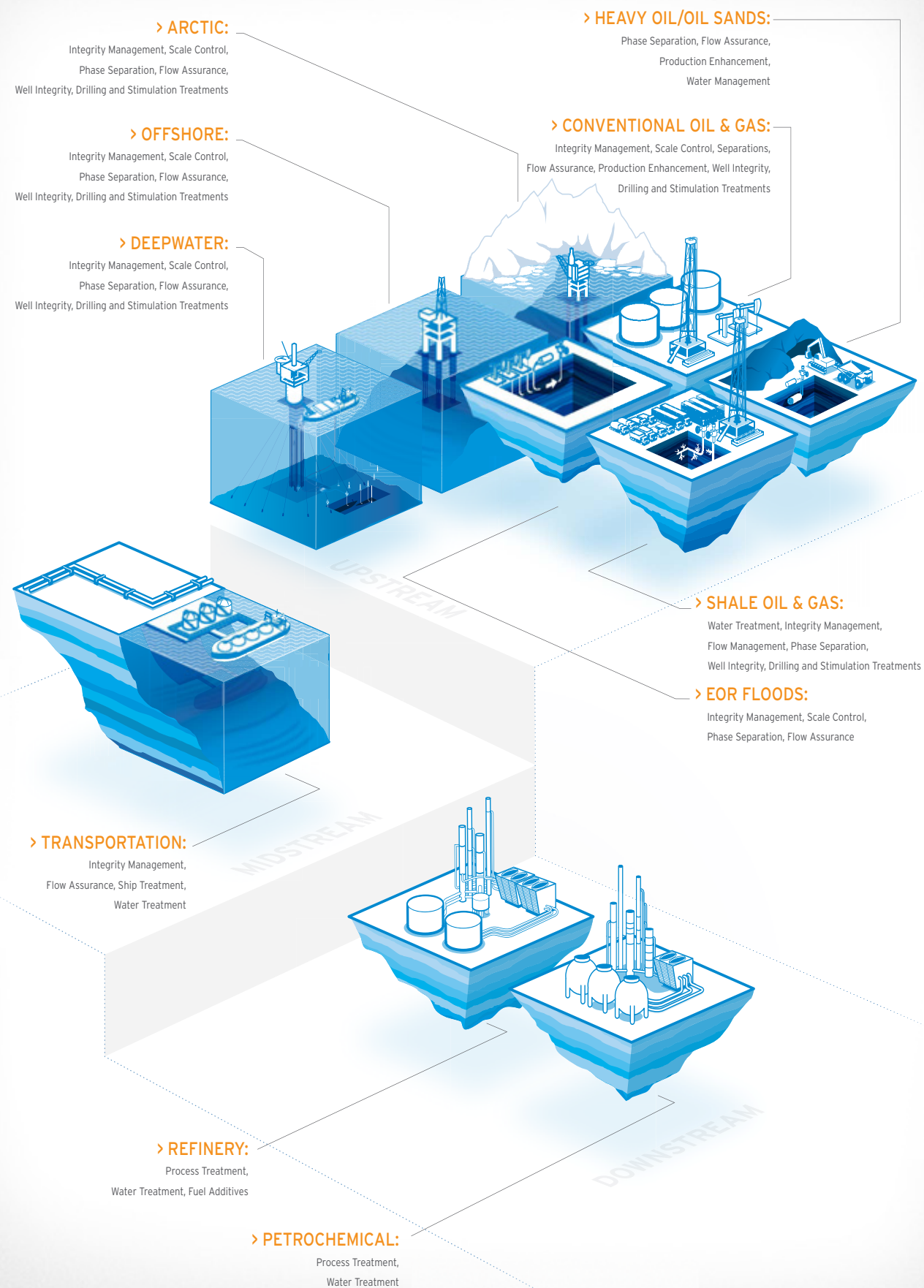
REGIONAL HEADQUARTERS
Dubai, UAE

EXPANDED PRESENCE

As the industry pushes farther into harsher and more unconventional global frontiers, the need for focused, local value-added chemical expertise and support becomes even more critical. With our global infrastructure, we can deliver that expertise and support everywhere it's needed.

Our Global Reach

-  GLOBAL HEADQUARTERS
-  REGIONAL HEADQUARTERS
-  MANUFACTURING
- TECHNOLOGY CENTERS**
-  **Nalco Champion**
-  **Ecolab Shared**



UPSTREAM MIDSTREAM DOWNSTREAM

From the reservoir to the refinery, Nalco Champion provides chemical solutions and on-site services throughout the well life cycle and refinery and petrochemical processes. We have the most comprehensive, optimized and technically advanced global specialty product portfolios in the industry. We predict, diagnose, circumvent and solve complex challenges in every part of the upstream, midstream and downstream oil and gas value chain.

Our upstream process applications improve oil and gas recovery and production, extend equipment life and decrease operating costs. Our midstream expertise assures product integrity during transportation and storage. And our downstream process applications increase refinery and petrochemical plant efficiency and the useful life of customer assets, while improving refined and petrochemical product quality and yields.

SCIENTISTS ENGINEERS INNOVATORS

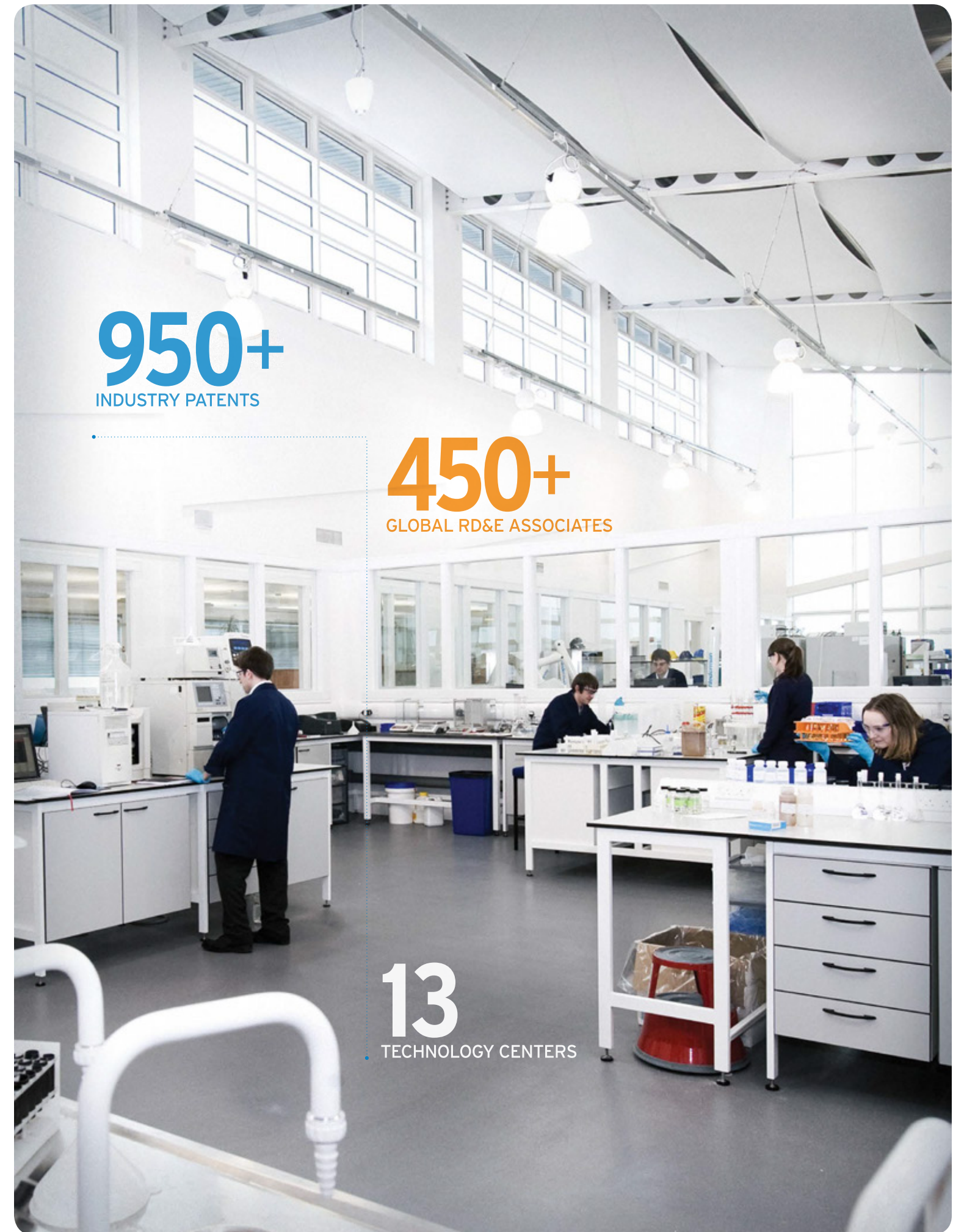
We help oil and gas companies extract more energy with fewer resources. Our cutting-edge technologies and innovative programs, combined with the experience and foresight of the industry's top scientists and researchers, are transforming the oil and gas industry.

Smart solutions are being developed every day at our 13 dedicated technology centers and 50 advanced manufacturing facilities. In addition to our world-class scientists and engineers, we fully leverage Ecolab's 1,600+ global research, development and engineering resources across an additional seven technology centers, as well as a multitude of industry partnerships. But our real point of differentiation is our ability to collaborate with you to solve complex challenges. Because we work in close partnership with our customers, we have extraordinary insight into the challenges you face. Being onsite with you and using the latest technology, we can capture and analyze data from multiple systems, see how processes interact and affect each other, and use this in-depth understanding to solve problems and find opportunities.

Our people have made discoveries that have enhanced our customers' production, asset integrity, recovery rates and environmental compliance. Customers with a global reach have distinct local needs. We have distribution channels that ensure quick and cost-effective delivery of people, technology and chemicals where and when you need them.

"We challenge the status quo every day. It is exciting to bring new technology offerings to the market that solve a customer's specific challenge."

— CHRIS GAMBLE,
DIRECTOR
OILFIELD ASSET
INTEGRITY RD&E



950+
INDUSTRY PATENTS

450+
GLOBAL RD&E ASSOCIATES

13
TECHNOLOGY CENTERS

DEPENDABLE PROBLEM-SOLVERS PARTNERS

Our people don't stop until they solve a challenge. Our passionate work with customers is supported by an unrelenting resolve to succeed.

Nalco Champion people are fueled by the perpetual energy gained from innovating and solving challenges. Our focus on energy services is the power behind our solutions in chemistry, services, equipment and automation. Because of our extensive presence globally in oilfields, refineries, and petrochemical plants, we have a deep expertise that we leverage across the entire value chain. We can help you manage the increasing complexity of your operations around the globe - helping to improve production and create greater efficiencies.

"There is no doubt that we will solve the customer's problem. We will work until a sustainable solution is delivered because that is who we are; that is what we do."

- TERRY BURLESON
SVP DOWNSTREAM



4,000+
SALES AND SERVICE TEAM

1,600+
SUPPLY CHAIN SUPPORT

SAFE, SECURE SUSTAINABLE

At Nalco Champion, our programs ensure that safety doesn't happen by accident. Protecting the environment and the health and safety of our employees, customers and the communities and facilities in which we live and work is always top of mind. Nothing is more important than making sure people go home safely.

Sustainability is about ensuring a quality and habitable environment for generations to come. Our business practices are aligned to support the sustainable production of energy for the world, and that includes helping you operate more sustainably, as well. Our products, services and technology are all designed to help you produce and refine oil and gas in a more efficient and responsible manner than ever before.

OUR PROMISE

NALCO CHAMPION DELIVERS SOLUTIONS THAT EARN CUSTOMERS FOR LIFE AND ENHANCE THE LIVES OF OUR EMPLOYEES WHILE PROTECTING THE PLANET.

"We are focused on being safe and thoughtful in our operations and making sustainability a part of our business strategy."

– MARTY BROWN
VP, SH&E

World energy demand is projected to grow more than
50%
BY 2035

The average oil reservoir yields only
20-40%
of its original oil without² enhanced recovery methods.

¹ International Energy Outlook 2011, US Energy Information Agency: <http://www.eia.gov/forecasts/ieo/index.cfm> Accessed 2012

² U.S. Department of Energy <http://fossil.energy.gov/programs/oilgas/eor/> Accessed 2012





Taking Energy Further™

NALCO Champion
An Ecolab Company

WORKING TOWARD A CLEANER, SAFER HEALTHIER WORLD

6,300 PATENTS 44,000 EMPLOYEES 24,900 FIELD EXPERTS 1,600 SCIENTISTS 171 COUNTRIES

ECOLAB[®]
Everywhere It Matters.™

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. Everywhere it Matters.

Together, We're Taking Energy Further™

Introducing Nalco Champion, an Ecolab company. Now, the strength and innovations of Nalco Energy Services, Champion Technologies and CorsiTech flow together to bring you more service, more technologies and more solutions. Because together, we have more ways to help you produce the world's energy. We are taking energy further. [Visit nalcochampion.com to learn more.](http://nalcochampion.com)

Nalco Champion Headquarters

3200 Southwest Freeway
Suite 2700
Houston, TX 77027
Telephone: +1-713-627-3303

Ecolab Worldwide Headquarters

370 Wabasha Street N
St. Paul, MN 55102
Telephone: +1-651-293-2233

Ecolab, Nalco Champion, Nalco, the logo and taglines are trademarks of Ecolab USA Inc.

©2013 Ecolab USA Inc., All Rights Reserved.

NALCO Champion

An Ecolab Company

nalcochampion.com