Every year, we work with our customers to:

- **SAVE MORE THAN 170 BILLION GALLONS OF WATER,** equivalent to the 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.

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

- **AFFECTION AS MANY AS 10,000 PEOPLE** by reducing the risk of healthcare-associated infections.

**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.**
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

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

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

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 gowns
- 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:
- Regulatory and quality expertise
- Assessment, recommendations and reporting
- Customer training

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
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.

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

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
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™.