

Ecolab

Scott Kirkland

Chief Financial Officer



Cautionary statement

Forward-Looking Information This communication contains forward looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, but are not limited to, statements regarding macroeconomic conditions and our financial and business performance and prospects, including sales, earnings, special (gains) and charges, raw material costs, margins, pricing, currency translation, productivity, investments, acquisitions and new business. These statements are based on the current expectations of management. There are a number of risks and uncertainties that could cause actual results to differ materially from the forward-looking statements included in this communication. In particular, the ultimate results of any restructuring initiative depend on a number of factors, including the development of final plans, the impact of local regulatory requirements regarding employee terminations, the time necessary to develop and implement the restructuring initiatives and the level of success achieved through such actions in improving competitiveness, efficiency and effectiveness. Additional risks and uncertainties are set forth under Item 1A of our most recent Form 10-K, and our other public filings with the Securities and Exchange Commission (“SEC”), and include the impact of economic factors such as the worldwide economy, interest rates, foreign currency risk, reduced sales and earnings in our international operations resulting from the weakening of local currencies versus the U.S. dollar, demand uncertainty, supply chain challenges and inflation; the vitality of the markets we serve; exposure to global economic, political and legal risks related to our international operations, including international trade policies, geopolitical instability and the escalation of armed conflicts; our increasing reliance on artificial intelligence technologies in our products, services and operations; information technology infrastructure failures or breaches in data security; difficulty in procuring raw materials or fluctuations in raw material costs; our ability to successfully execute organizational change and management transitions; the occurrence of severe public health outbreaks not limited to COVID-19; our ability to acquire complementary businesses and to effectively integrate such businesses; our ability to execute key business initiatives; our ability to successfully compete with respect to value, innovation and customer support; the costs and effect of complying with laws and regulations; the occurrence of litigation or claims, including class action lawsuits; and other uncertainties or risks reported from time to time in our reports to the SEC. In light of these risks, uncertainties and factors, the forward-looking events discussed in this communication may not occur. We caution that undue reliance should not be placed on forward-looking statements, which speak only as of the date made. Ecolab does not undertake, and expressly disclaims, any duty to update any forward-looking statement, except as required by law.

Non-GAAP Financial Information This communication includes information that does not conform to generally accepted accounting principles (GAAP). Management believes that a presentation of this information is meaningful to investors because it provides insight with respect to ongoing operating results of the Company and allows investors to better evaluate the financial results of the Company. These measures should not be viewed as an alternative to GAAP measures of performance. Furthermore, these measures may not be consistent with similar measures provided by other companies. Reconciliations of our non-GAAP measures included within this presentation are included in the “Non-GAAP Financial Measures” section of this presentation.

Industry and Market Information Industry and market information, including market share data, contained in this presentation are based on management’s current estimates of potential opportunities of Ecolab. These estimates have been made in good faith based on management’s knowledge and, in some cases, upon industry surveys and other publicly available information. Although we provide the information and estimates based on assumptions we believe to be reasonable, there can be no assurance that actual results will not materially differ from the information and estimates provided. You are cautioned not to give undue weight to such estimates, and we have not verified the accuracy or completeness of these estimates and information from independent sources.

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UNIQUE MODEL DRIVING LONG-TERM GROWTH



Global leader in water, hygiene, and infection prevention
protecting people and resources vital to life



Powerful core businesses and accelerating
growth engines driving **strong top-line growth**



Significant **margin expansion** through value
pricing and high-margin growth engines



Strong long-term financial performance
with robust free cash flow and returns

Our Capabilities: Unmatched Reach, Worldwide Impact

48,000
ASSOCIATES

40
INDUSTRIES

170+
COUNTRIES

3,000
SCIENTISTS + DIGITAL EXPERTS



WATER
245 BILLION
GALLONS OF WATER
CONSERVED



FOOD
36%
WORLD'S PROCESSED
FOODS PROTECTED



CLIMATE
22%
WORLD'S POWER
OPTIMIZED



HEALTH
1.7 BILLION
PEOPLE PROTECTED

Our Unique Model: Delivering Best-in-Class Performance



**BREAKTHROUGH
TECHNOLOGY**

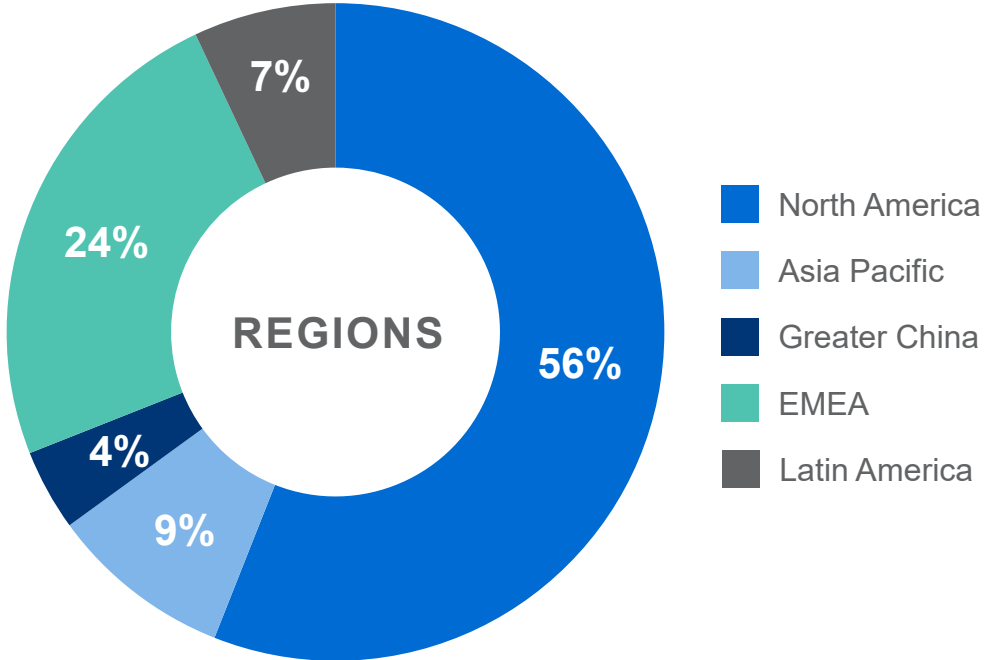
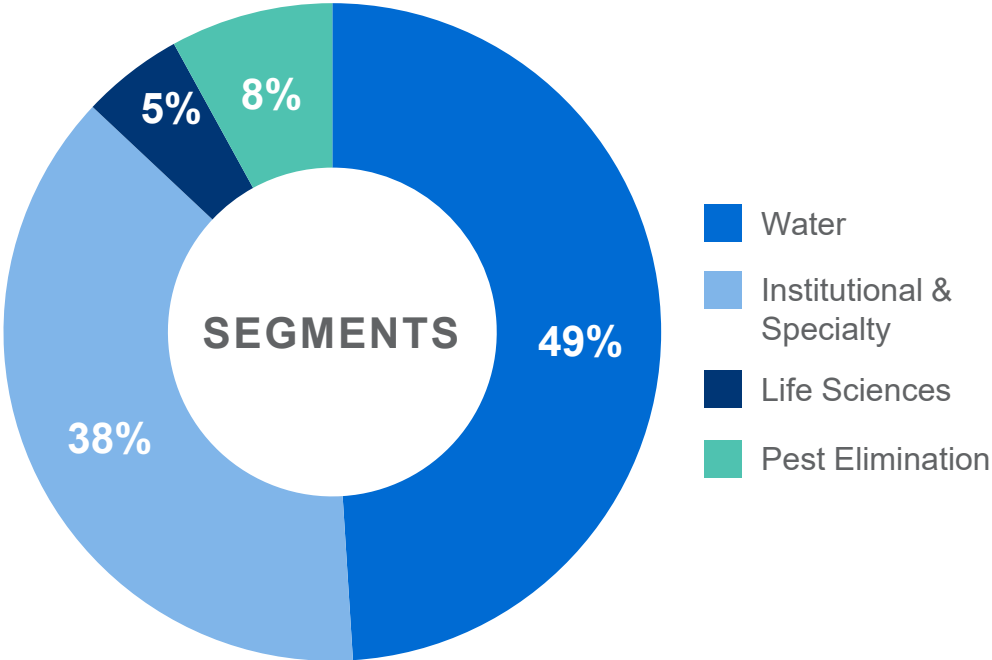
**ON-SITE
EXPERTISE**

**BEST PERFORMANCE
AT THE LOWEST TOTAL COST**
(Reduced Water, Energy, Waste Impact)

**GLOBAL
KNOW-HOW**

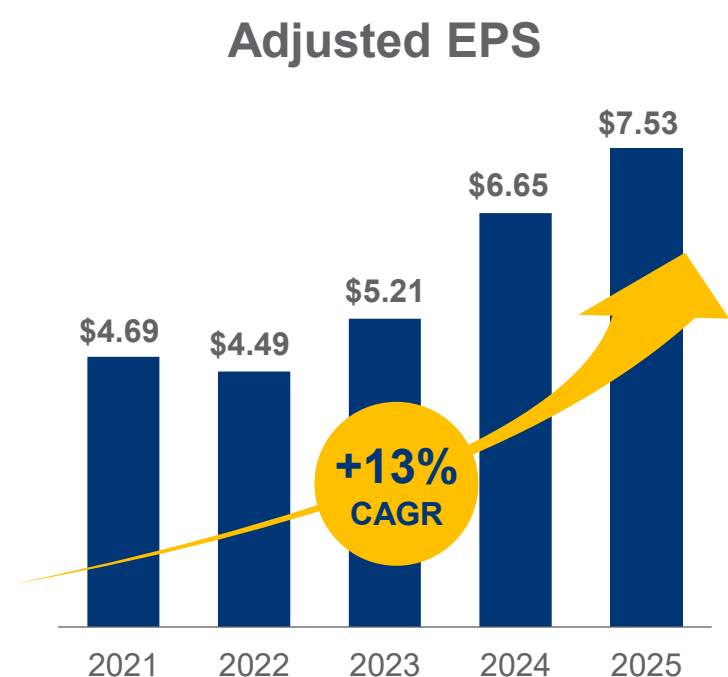
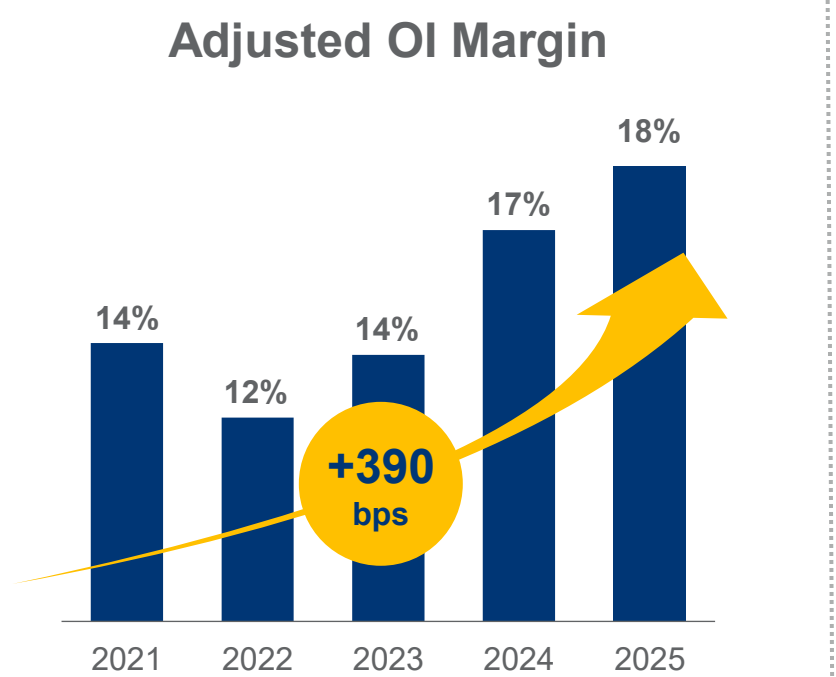
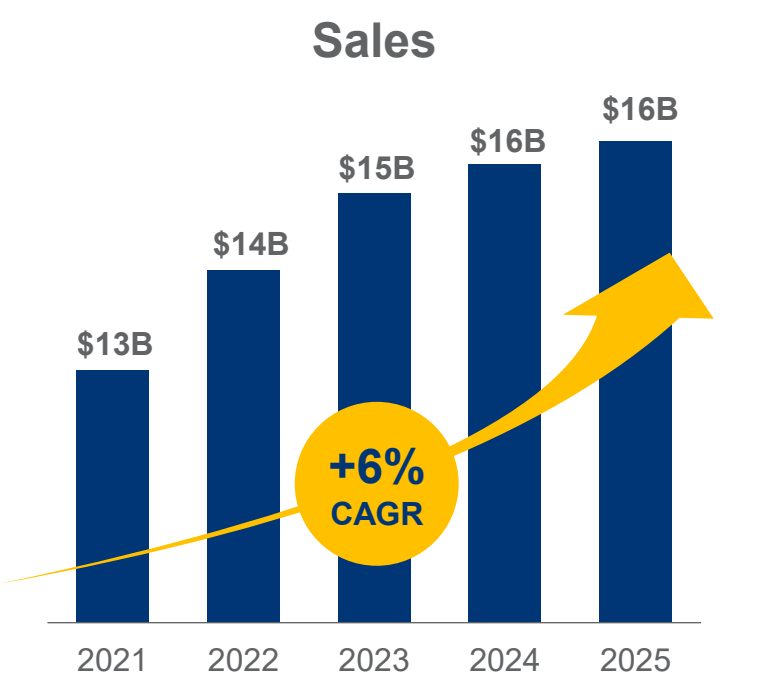
**DIGITAL ARTIFICIAL
INTELLIGENCE**

Diversified Revenue Across Industry Verticals & Geographies



90%+ consumable revenue from mission-critical solutions that drives predictability and strong free cash flow generation

Driving Long-term, Consistent High Performance



Long-Term Financial Targets

+5-7%

ORGANIC SALES GROWTH

>20%

OI MARGIN
+100-150 BPS PER YEAR

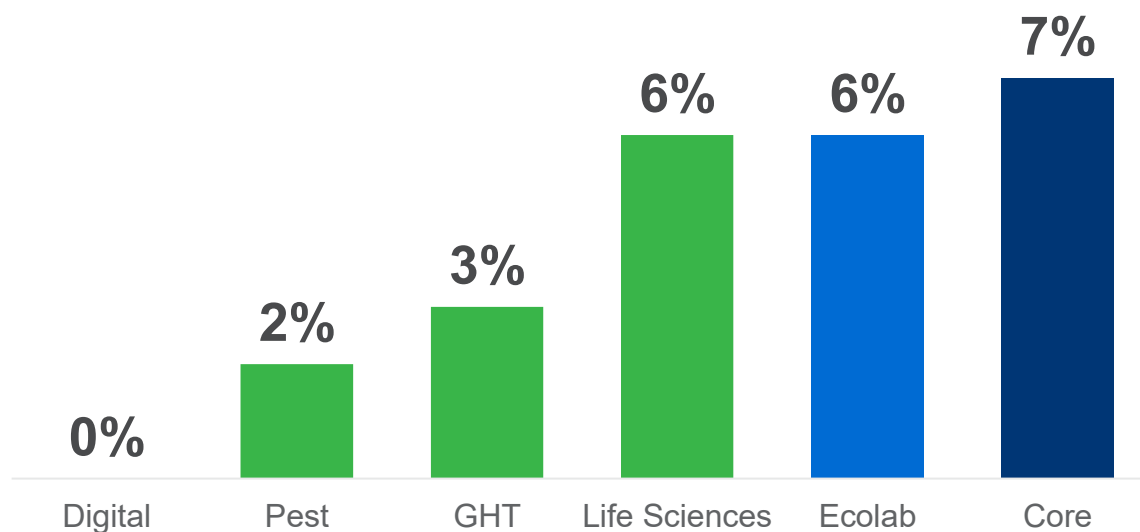
+12-15%

ADJUSTED EPS GROWTH

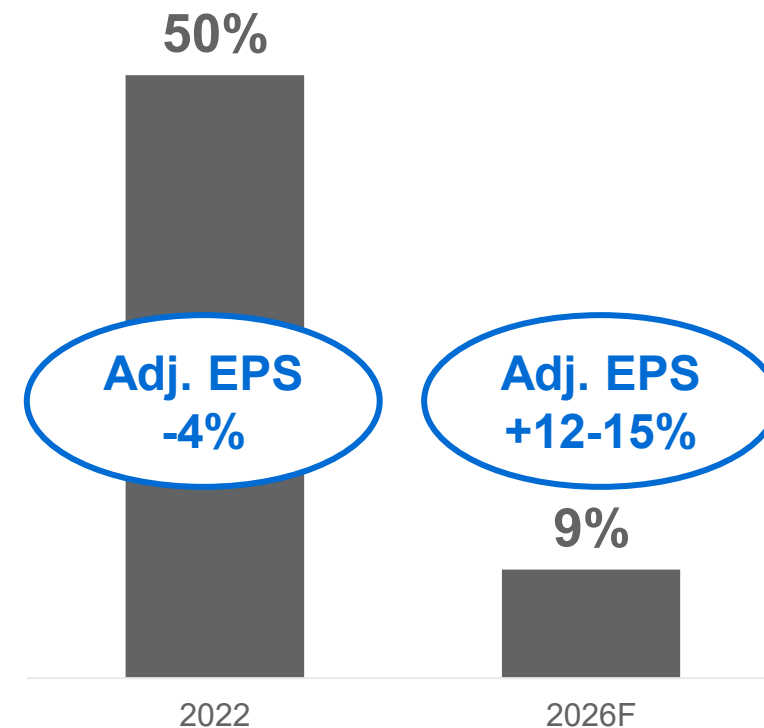
STRENGTHENING UNDERLYING PERFORMANCE

Manageable Energy Cost Exposure

Oil & Gas Cost Exposure % of Sales



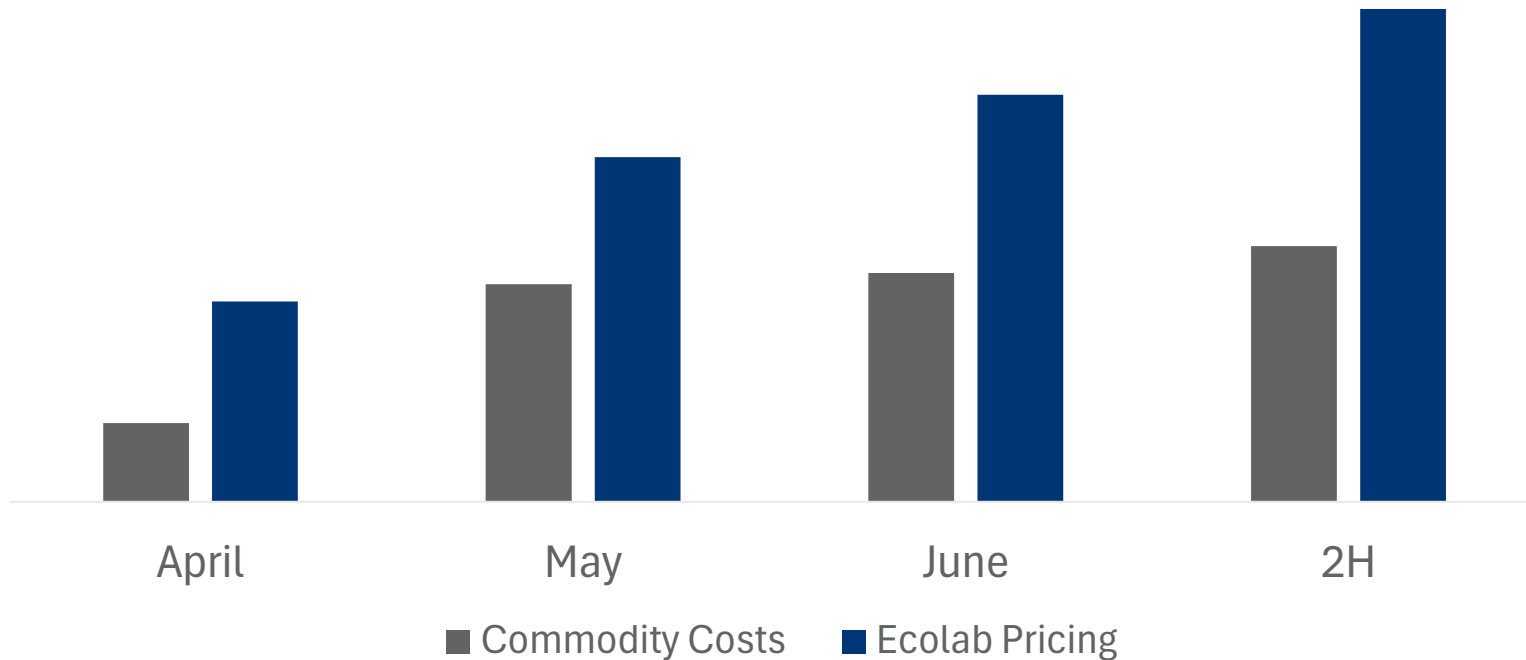
Commodity Cost Inflation



**Oil & gas cost exposure shrinking as growth engines scale.
Commodity cost inflation significantly less severe than 2022.**

Pricing Acceleration Well Underway

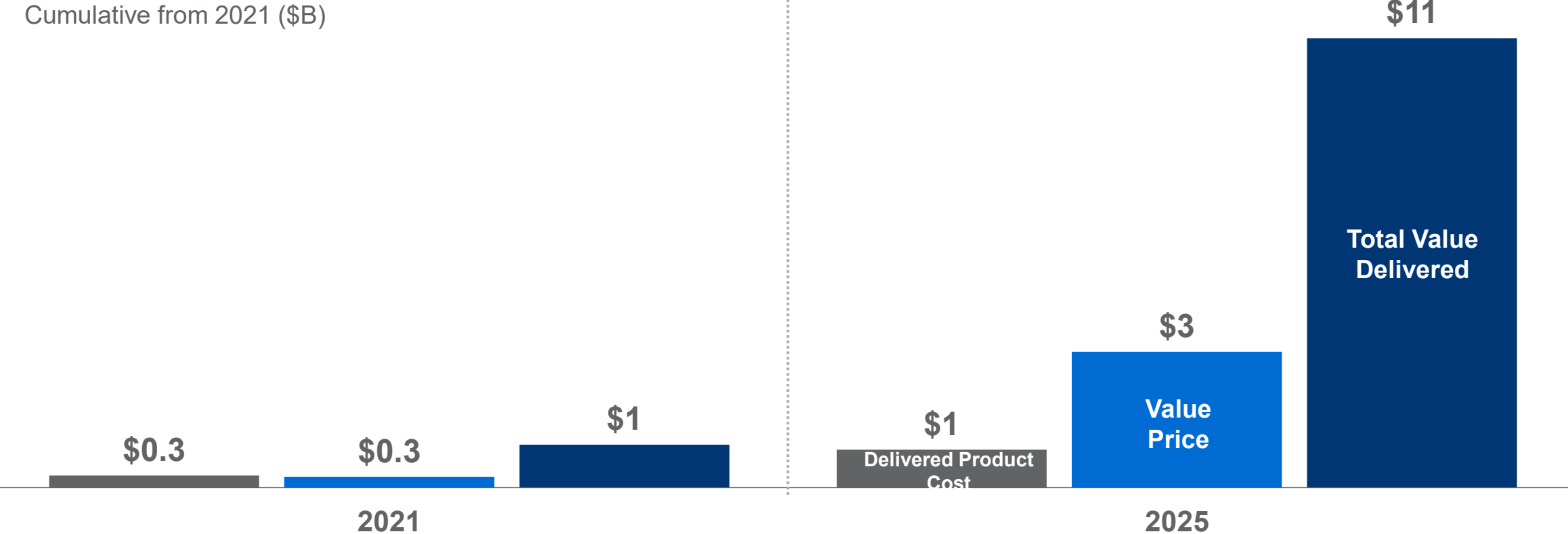
Ecolab Pricing vs Commodity Costs (\$M)



2H Outlook

- ✦ 6-7% Organic Sales Growth
- ✦ Stable Gross Margin, up excluding M&A

Strong History of Pricing for Value



**Delivering substantial value to customers.
Capturing a portion of value through price, more than offsetting cost inflation.**

Expect Strong Q2, Strengthening Underlying 2H Performance

Q2

2H 2026

**Last
Guidance**

Organic Sales	Gross Margin	Organic Gross Margin	Adj. EPS
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Organic Sales	Gross Margin	Organic Gross Margin	Adj. EPS
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4%			7%-12%
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6-7%	Stable	Up	14-15%
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**Current
Guidance**

4%	-60 bps	Stable	9%-12%
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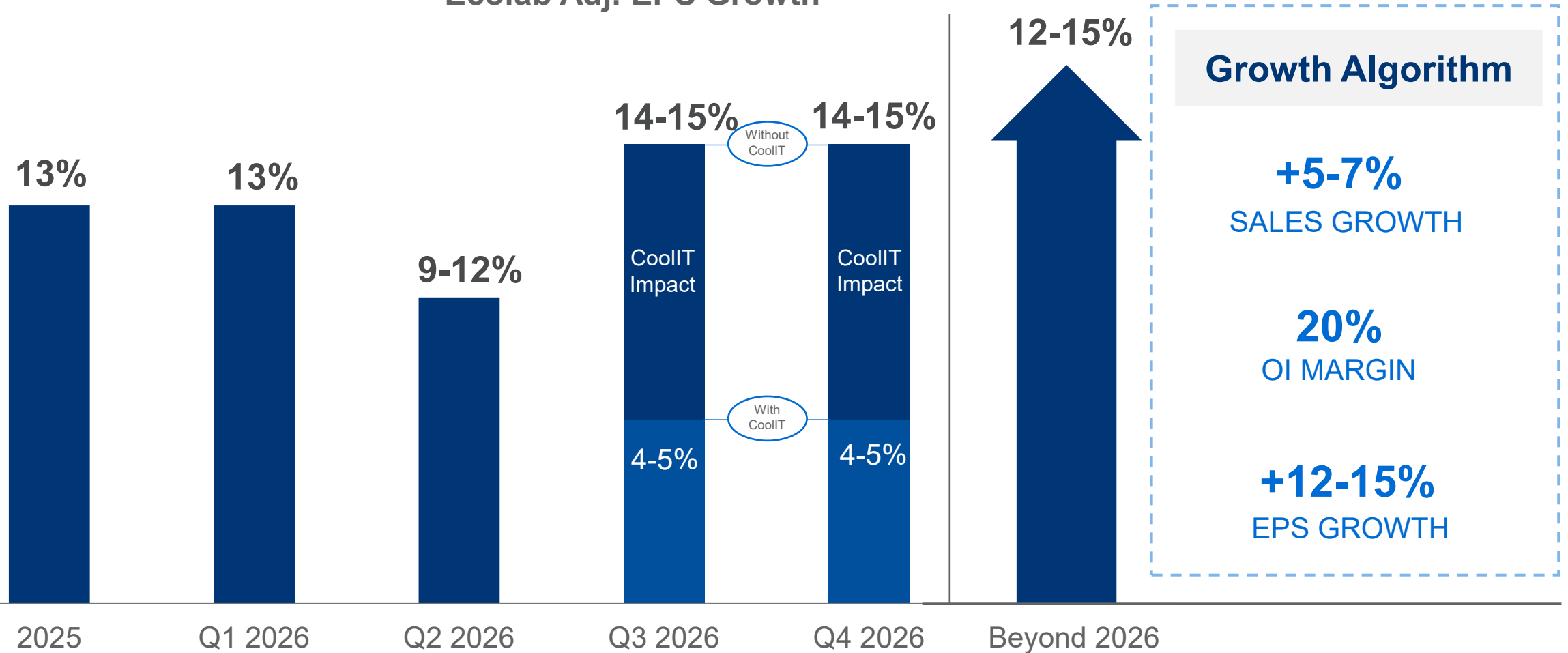
6-7%	Stable	+75 bps	14-15%
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Excluding CoolIT

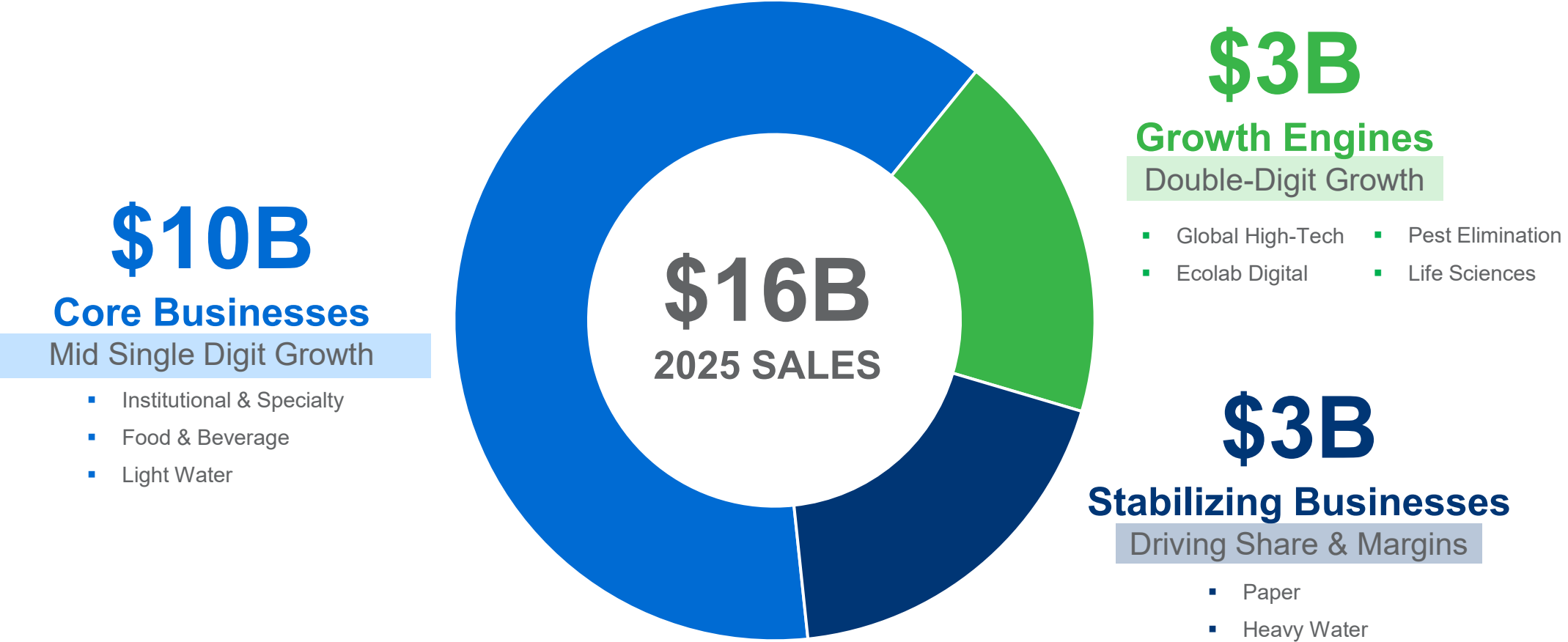
Accelerating organic sales growth, strong gross margin, strengthening underlying performance.

Strengthening Underlying Performance, Confident in 2026 and Beyond

Ecolab Adj. EPS Growth



Strong and Resilient Core, Powerful Growth Engines



Leveraging Ecolab’s proven expertise and capabilities to continue to dominate core markets while expanding into new higher growth markets.

Institutional & Specialty: Fueling Continued Strong Growth



New Technology

Labor Automation

Integrated Digital Solutions

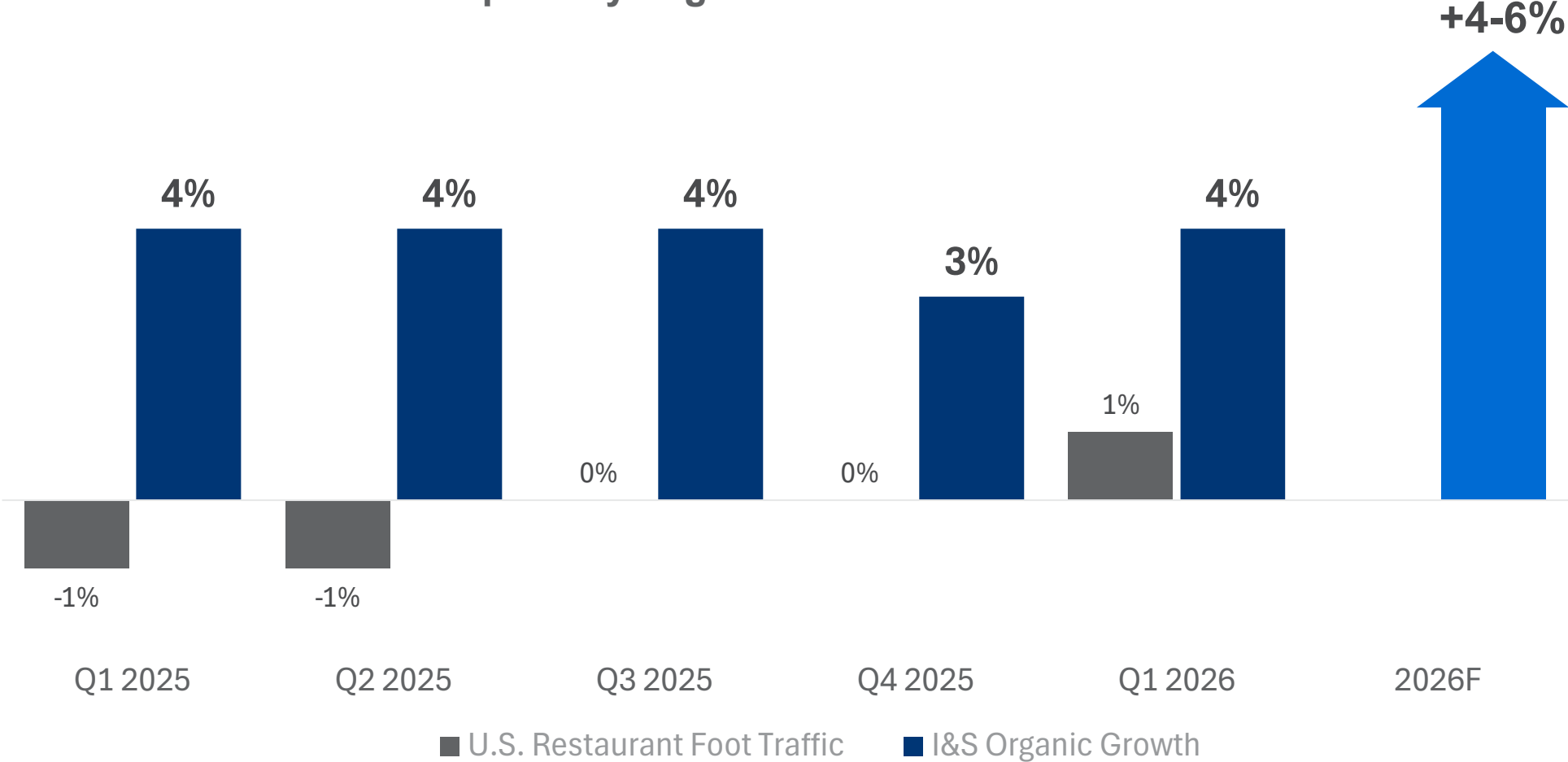
Operational Performance

One Ecolab

Delivering Best-in-Class

Institutional & Specialty Outperforming End-Markets

Institutional & Specialty Organic Growth vs. Market Trends



Food & Beverage: Fueling Continued Strong Growth



ELIMINATE SOILS.

ELIMINATE COMPROMISE.

ECOLAB

You're over the tradeoffs built into caustic CIP. Let's talk about enzymes.



Washes driven by hard data

Not guesswork

DISCOVER PRECISE WASH

ECOLAB



ONE Ecolab Best-in-Class Enterprise

New Technology

Enzymatic Cleaners

Integrated Digital Solutions

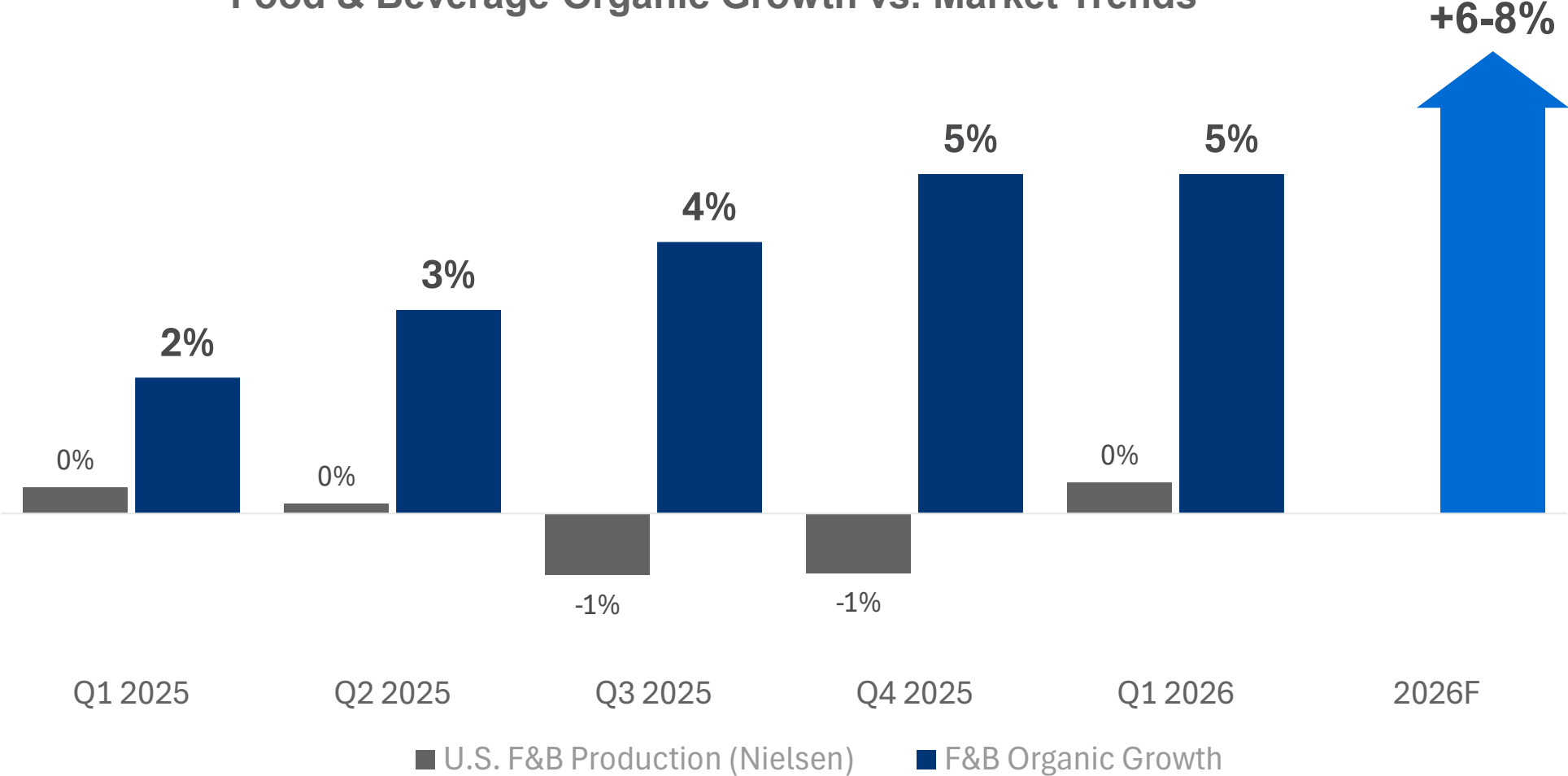
Ecolab CIP IQ™ with 3DT Precise Wash sensors

One Ecolab

Hygiene and Water Integration Delivering Best-in-Class

Food & Beverage Outperforming End-Markets

Food & Beverage Organic Growth vs. Market Trends



BUILDING HIGH-MARGIN GROWTH ENGINES

Building High-Margin Growth Engines

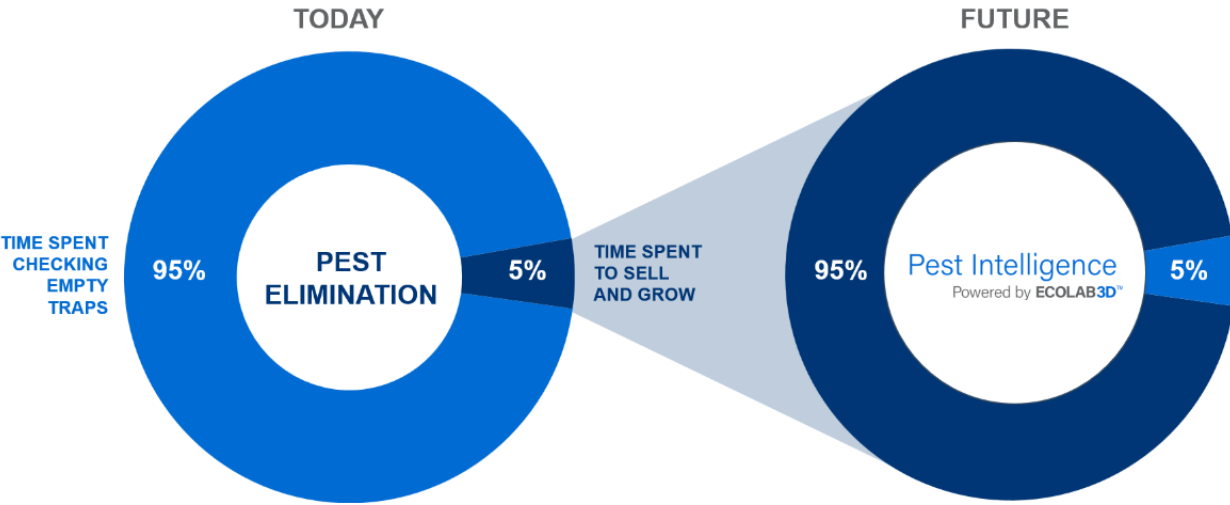


	Pest Elimination	Life Sciences	Ecolab Digital	Global High-Tech
Sales	~\$1.2B	~\$750M	~\$400M	~\$1.5B
Market Size	\$15B	\$15B	\$13B	\$10B
Growth Target	+6-8%	+10-12%	>20%	>20%
OI Margin Target	22%	30%	>>20%	>20%

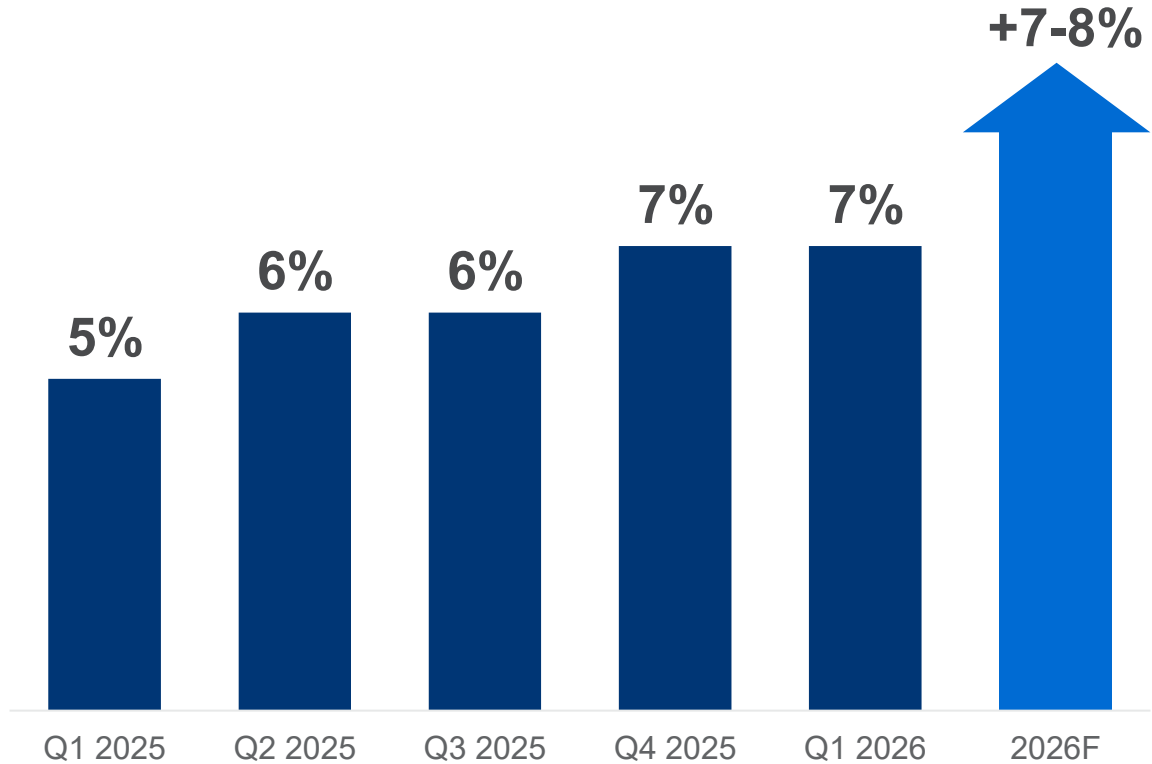


Pest Elimination and Life Sciences sales reflect 2025 actual. Ecolab Digital reflects annualized Q4 2025 sales. Global High-Tech sales based on 2026 estimates and pro forma for pending CoolIT acquisition.

Pest Intelligence: 99% Pest-Free Environments



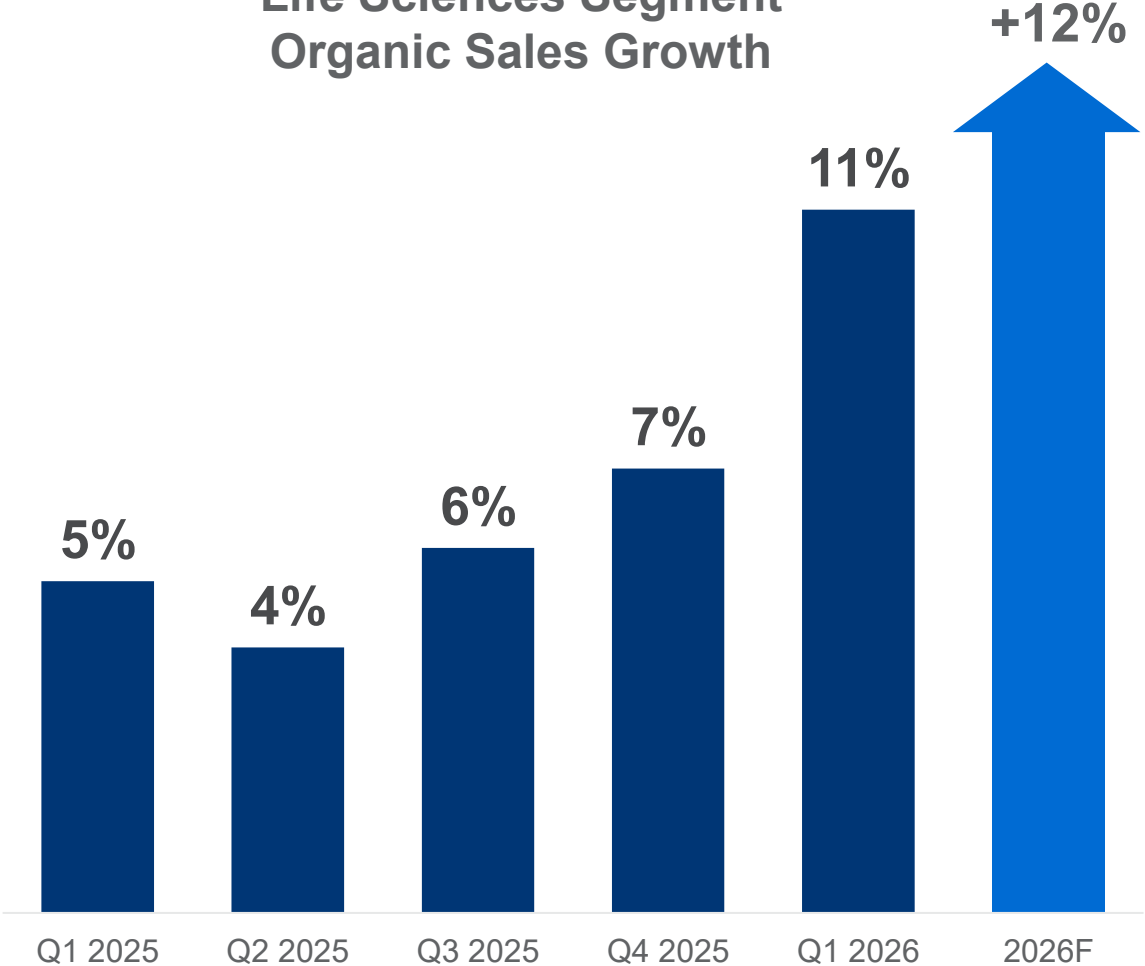
Pest Elimination Organic Sales Growth



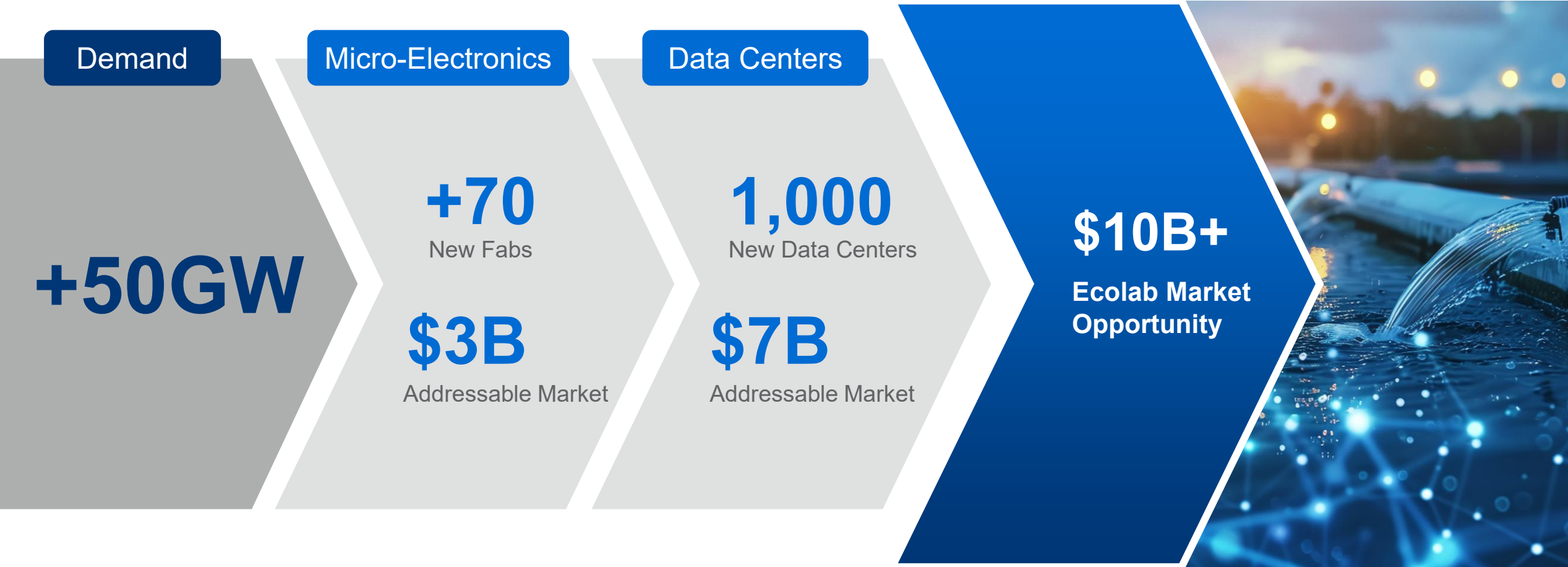
Life Sciences: High-Quality Drugs At Lower Cost



Life Sciences Segment Organic Sales Growth

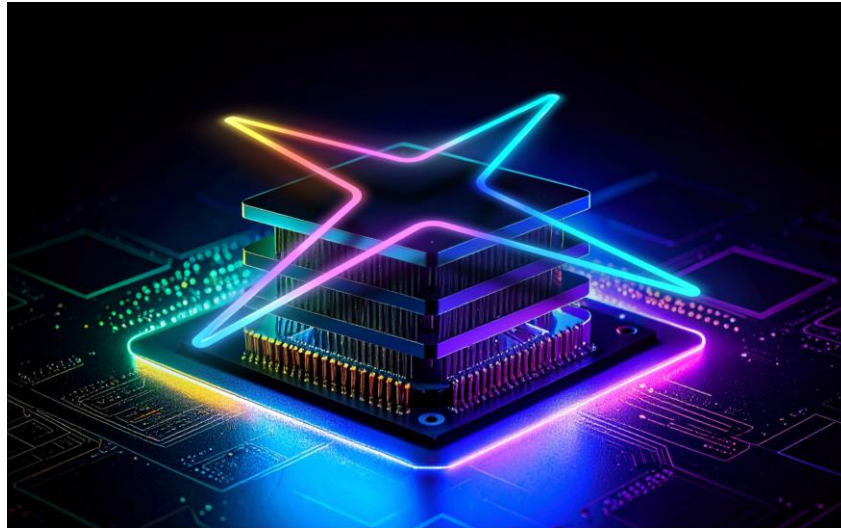


High Tech: We Are Positioned to Harness Growth From The AI Revolution



Water Is at the Core of AI

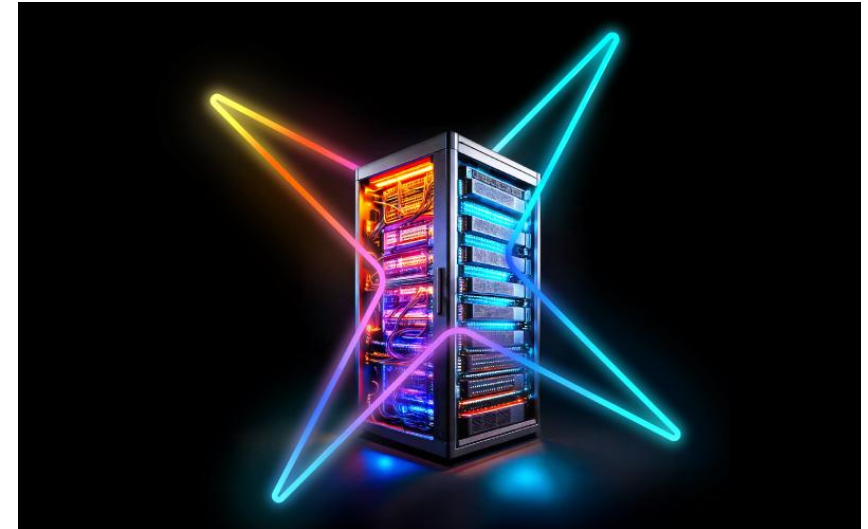
Microelectronics: Ultra Pure Water



Water Circularity: Less Water More Chips



Data Centers: High-Tech Cooling Water



Direct-to-Chip: More Computing, Less Cooling



~\$1.5B Sales

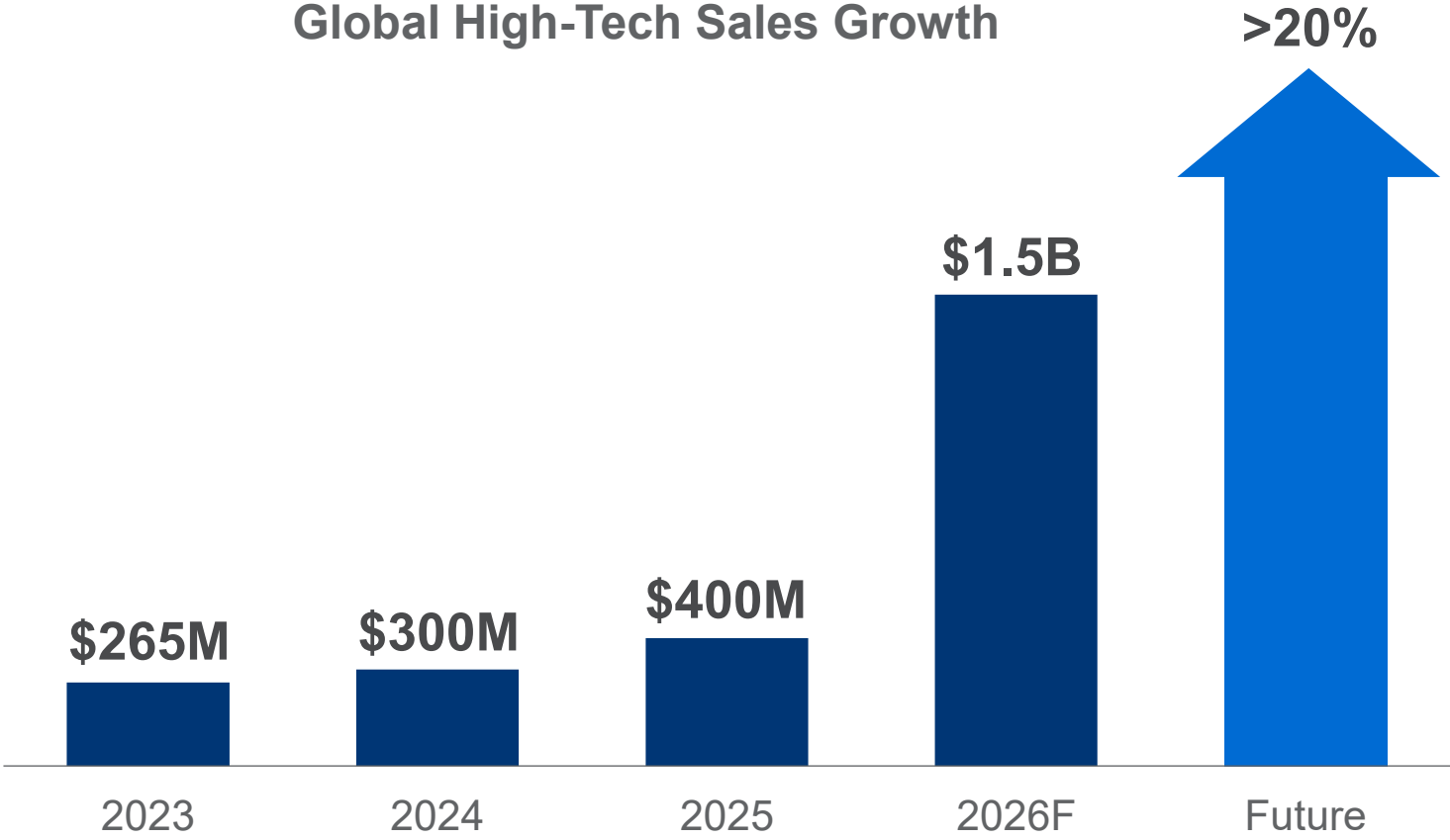
Sales CAGR > 20%

OI Margin > 20%

Combining mission-critical anchor technologies with recurring chemistries, global service expertise and 3D TRASR monitoring.

Global High-Tech Accelerating Growth

Global High-Tech Sales Growth



Pro Forma
with Ovivo &
CoolIT

Major Growth Accelerator

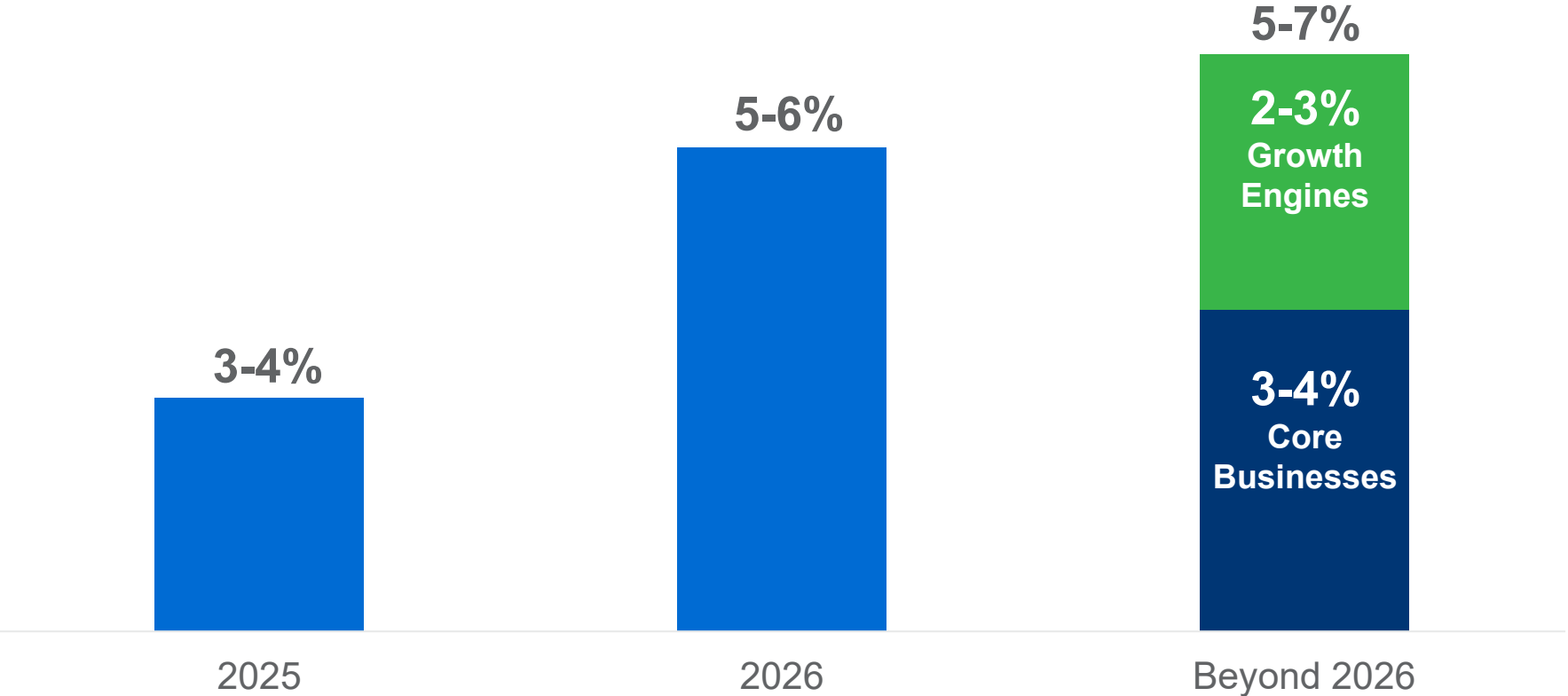
\$10B
TOTAL MARKET

20%+
GROWING FAST

+200 bps
TO ECOLAB'S SALES GROWTH

Growth Engines Accelerating Ecolab's Organic Growth

Ecolab Organic Sales Growth



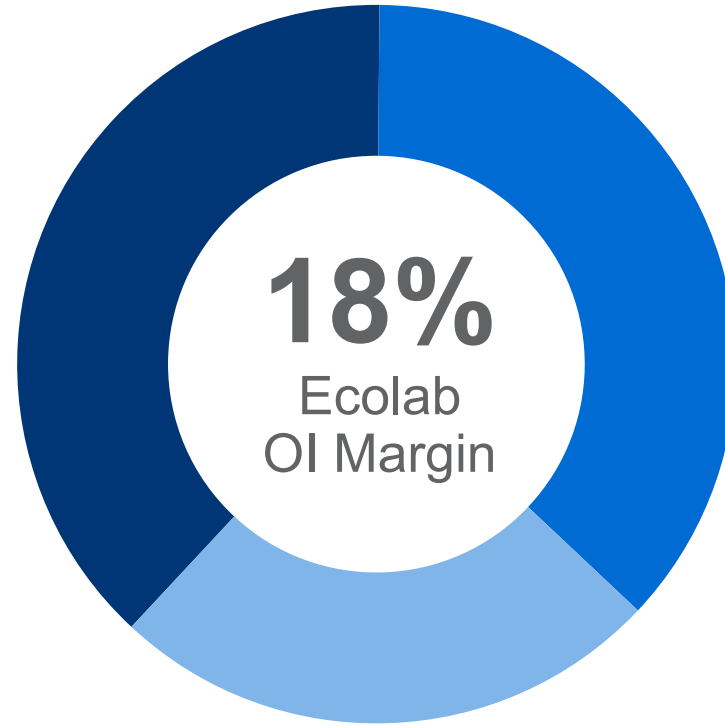
Growth Engines

- >20% HIGH-TECH
- >10% LIFE SCIENCES
- 6-8% PEST ELIMINATION
- >20% DIGITAL

60% of Portfolio Near or Above 20% Operating Income Margin

>20%
OI Margin

- Institutional
- Specialty



<20%
OI Margin

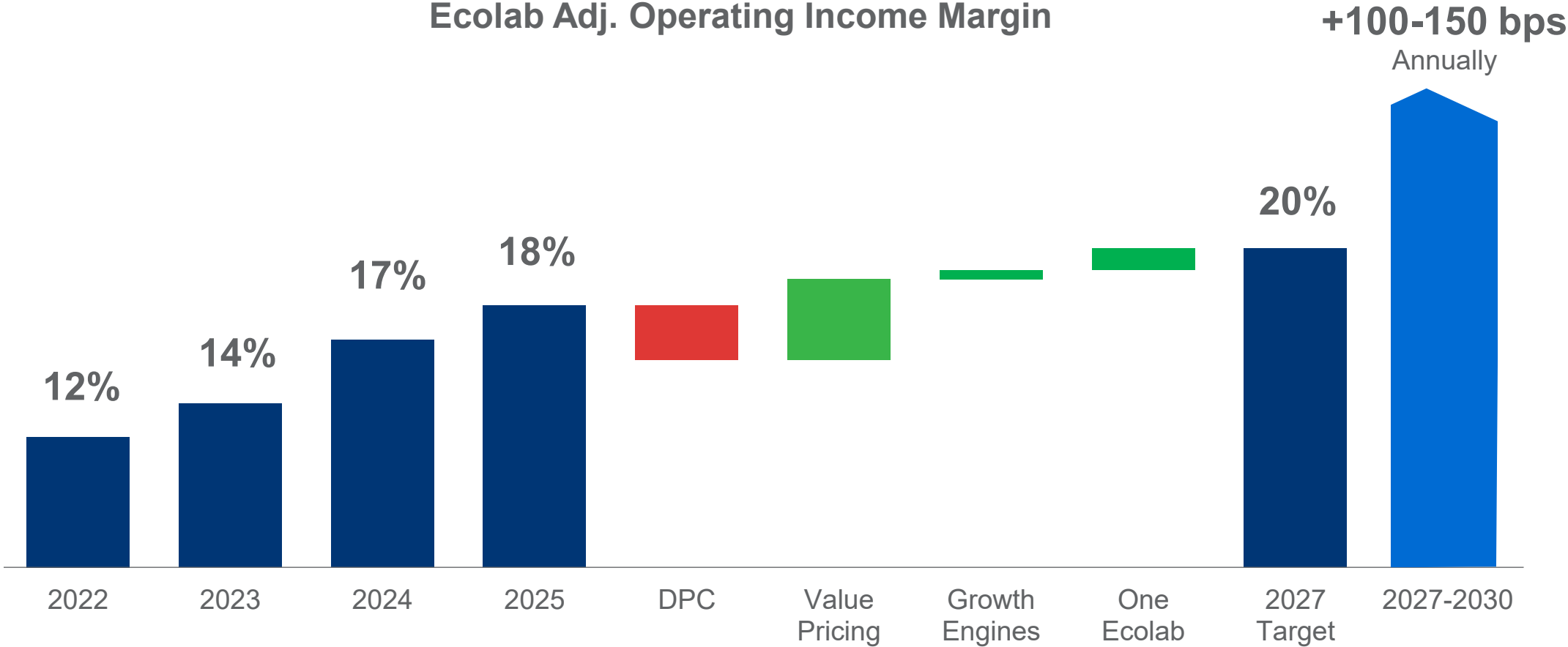
- Life Sciences (underlying >20%)
- Global High-Tech (underlying >20%)
- Light Water
- Heavy Water
- Paper

~20%
OI Margin

- Food & Beverage
- Pest Elimination

Expanding OI Margin Well Beyond 20%

Ecolab Adj. Operating Income Margin



Strong Long-Term Financial Targets

Sales Growth

+5-7%

OI Margin

>20%

EPS Growth

+12-15%

FCF Conversion

90-100%

of Net Income

FCF Priorities

- ✓ Grow Dividend in Line with EPS Growth
- ✓ Acquisitions
- ✓ Share Repurchase

Leverage

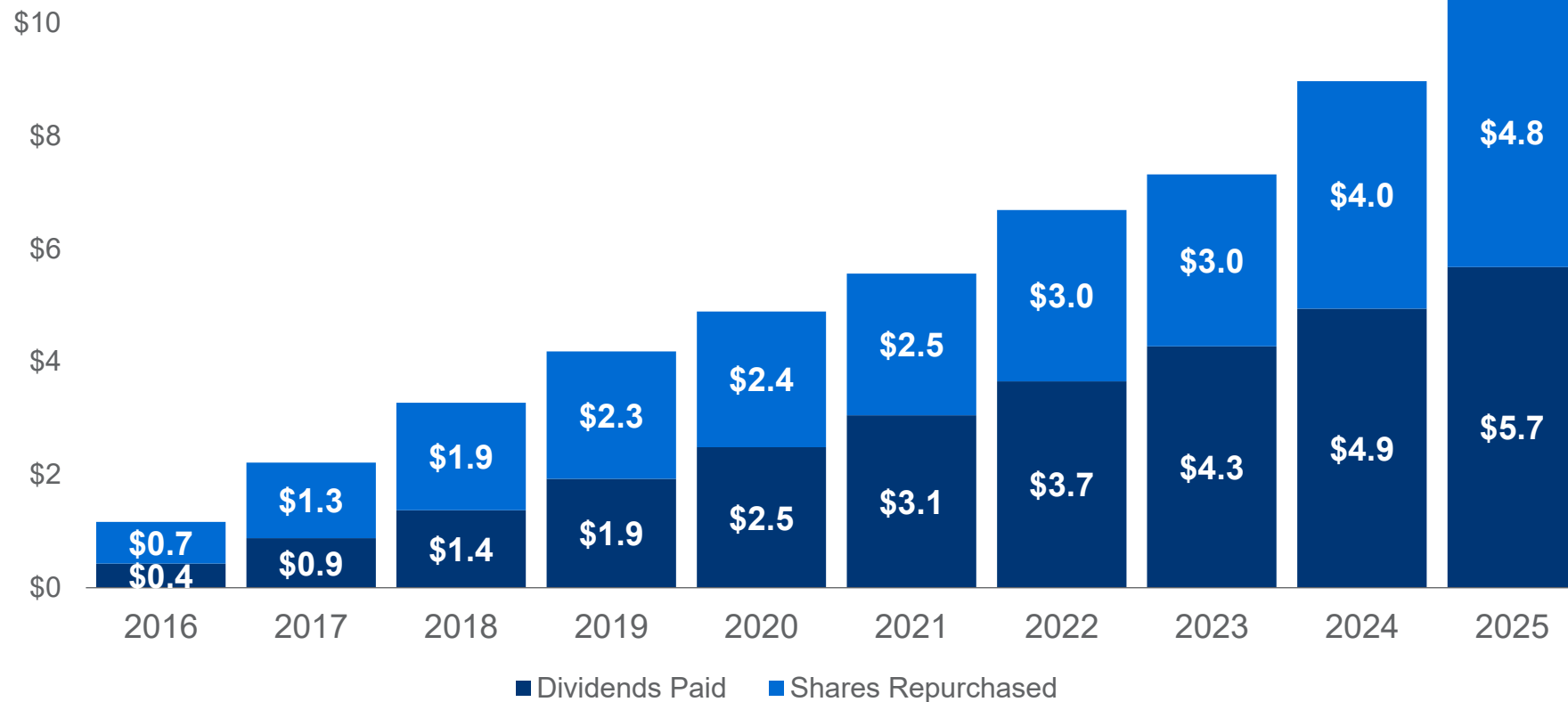
~2x

Net Debt /
Adjusted EBITDA

Recurring FCF model funds high-return growth investments while maintaining a strong balance and attractive shareholder returns.

Strong Capital Returns

\$10B+ Cumulative Cash Returned 2016-2025



Increased Cash Dividend for

34

CONSECUTIVE YEARS

Total Returns
2016-2025

\$4.8B

SHARES REPURCHASED

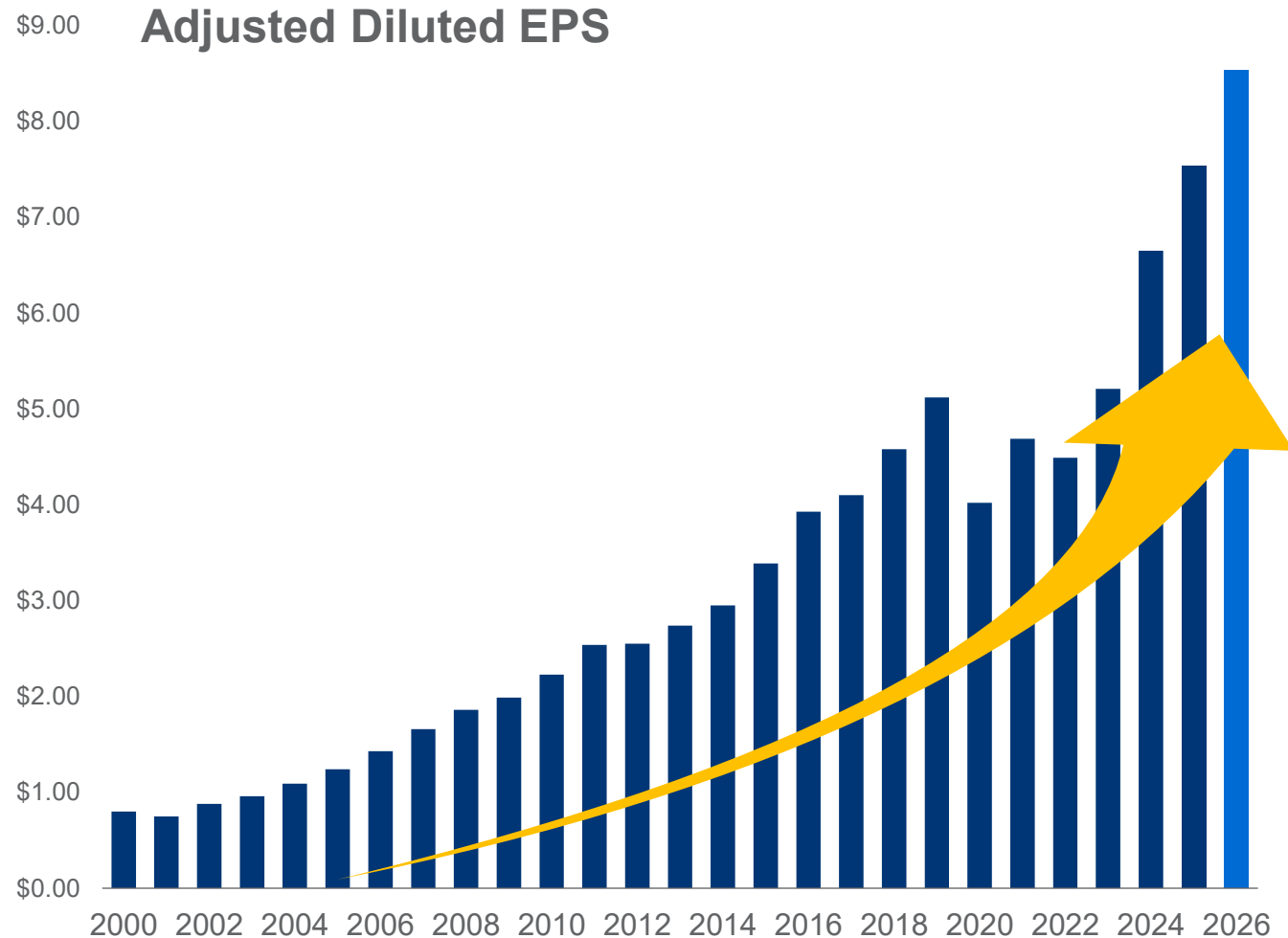
\$5.7B

DIVIDENDS TO
SHAREHOLDERS

Strong Near-term Performance, Huge Long-term Opportunity

- ✦ Gross margin stabilized as we exit Q2
- ✦ Strong outlook for 2026
- ✦ Core Businesses are outperforming
- ✦ Growth Engines are accelerating
- ✦ Leading to expanding EPS & shareholder value

Adjusted Diluted EPS



Non-GAAP financial information

Definitions

- Organic Sales: sales at fixed currency and excluding the impacts of the Purolite and Ovivo Electronics acquisitions in 2021 and 2025, respectively, the results of our acquired businesses from the first twelve months post acquisition and the results of divested businesses from the twelve months prior to the divestiture
- Organic Gross Margin: gross margin at fixed currency and excluding the impact of special (gains) and charges, the results of our acquired businesses from the first twelve months post acquisition and the results of divested businesses from the twelve months prior to the divestiture.
- Adjusted Operating Income Margin: operating income margin excluding the impact of special (gains) and charges and the Purolite and Ovivo Electronics acquisitions in 2021 and 2025, respectively
- Adjusted EPS: diluted earnings per share excluding impact of special (gains) and charges, the Purolite and Ovivo Electronics acquisitions in 2021 and 2025, respectively, and discrete tax items

We do not provide reconciliations for non-GAAP estimates on a forward-looking basis (including those contained in this communication) when we are unable to provide a meaningful or accurate calculation or estimation of reconciling items and the information is not available without unreasonable effort. This is due to the inherent difficulty of forecasting the timing and amount of various items that have not yet occurred, are out of our control and/or cannot be reasonably predicted, and that would impact the most directly comparable forward-looking GAAP financial measures. For the same reasons, we are unable to address the probable significance of the unavailable information.

Non-GAAP Financial Measures

(millions, except percent)	Fiscal Year Ended				
	2025	2024	2023	2022	2021
Net sales					
Reported GAAP net sales	\$16,081.2	\$15,741.4	\$15,320.2	\$14,187.8	\$12,733.1
2021 Impact of Purolite on net sales	-	-	-	-	(12.0)
2025 Impact of Ovivo Electronics on net sales	(3.7)	-	-	-	-
Non-GAAP adjusted net sales	16,077.5	15,741.4	15,320.2	14,187.8	12,721.1
Effect of foreign currency translation	(514.0)	131.6	(44.8)	285.3	111.7
Non-GAAP fixed currency sales	15,563.5	15,873.0	15,275.4	14,473.1	12,832.8
Effect of acquisitions and divestitures	(87.2)	(131.5)	(113.4)	(580.0)	(252.0)
Non-GAAP organic sales	\$15,476.3	\$15,741.5	\$15,162.0	\$13,893.1	\$12,580.8
Operating income					
Reported GAAP operating income	\$2,737.6	\$2,802.4	\$1,992.3	\$1,562.5	\$1,598.6
Special (gains) and charges at public currency rates	162.6	(183.6)	133.9	210.4	196.5
2021 Impact of Purolite on operating income	-	-	-	-	3.8
2025 Impact of Ovivo Electronics on operating income	0.5	-	-	-	-
Non-GAAP adjusted operating income	2,900.7	2,618.8	2,126.2	1,772.9	1,798.9
Effect of foreign currency translation	(115.9)	32.9	(5.8)	50.1	18.9
Non-GAAP adjusted fixed currency operating income	2,784.8	2,651.7	2,120.4	1,823.0	1,817.8
Effect of acquisitions and divestitures	(10.6)	(7.5)	(2.9)	(23.1)	5.2
Non-GAAP organic operating income	\$2,774.2	\$2,644.2	\$2,117.5	\$1,799.9	\$1,823.0
Operating income margin					
Reported GAAP operating income margin	17.0 %	17.8 %	13.0 %	11.0 %	12.6 %
Non-GAAP adjusted operating income margin	18.0 %	16.6 %	13.9 %	12.5 %	14.1 %



The above reconciliations are presented using the fixed currency rates in effect for each year. Throughout this presentation, the total company organic sales growth rates are as originally reported for each year, and the segment organic sales growth rates are calculated using the 2025 fixed currency rates.

Non-GAAP Financial Measures

(millions, except per share)	Fiscal Year Ended				
	2025	2024	2023	2022	2021
Diluted EPS attributable to Ecolab					
Reported GAAP diluted EPS	\$7.28	\$7.37	\$4.79	\$3.81	\$3.91
Special (gains) and charges, after tax	0.45	(0.44)	0.38	0.72	0.74
Discrete tax net expense (benefit)	(0.21)	(0.28)	0.04	(0.04)	0.02
2021 Impact of Purolite on diluted EPS	-	-	-	-	0.02
2025 Impact of Ovivo Electronics on diluted EPS	0.01	-	-	-	-
Non-GAAP adjusted diluted EPS	\$7.53	\$6.65	\$5.21	\$4.49	\$4.69