



NEWS RELEASE

Ecolab Announces 5% Trade Surcharge in the United States

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ST. PAUL, Minn.--(BUSINESS WIRE)-- Ecolab Inc. announced today a 5% trade surcharge on all of its solutions and services in the United States, effective May 1, 2025. This surcharge is intended to mitigate the impact of rising raw material costs due to recent changes in international trade policies. With the implementation of this surcharge, Ecolab's focus remains on delivering value that exceeds the total price increase, helping to offset the impact for customers.

Christophe Beck, Ecolab's chairman and chief executive officer, said, "At Ecolab, our customers are our priority, and we are committed to delivering exceptional value and best-in-class outcomes, no matter the circumstances. Our robust and agile global supply chain is a competitive advantage that sets us apart in the marketplace. Through our 'local for local' model, we've strategically positioned ourselves to ensure that more than 90% of our sales are produced close to our customers, allowing us to effectively navigate challenges like this with confidence.

"We are leveraging the strength of Ecolab to mitigate the impact of the 10% global baseline tariff. However, global tariffs greater than 10% and the 145% tariff placed on China are having broader impacts on the cost of some raw materials, packaging, and equipment. We cannot fully mitigate these increases, necessitating adjustments in our pricing. Because of the proactive actions we have taken in our supply chain, we are currently able to limit the price increase to 5% for our customers in the United States. This surcharge supports our commitment to reliable product supply and allows us to continue to invest in the areas that help us deliver the best outcomes for our customers. We will continue to monitor the situation closely and stand ready to take decisive, market-driven action to adjust the surcharge accordingly.

"For more than a century, Ecolab has been a steadfast partner to our customers in their time of need. Through our

proactive actions, we are confident in our ability to deliver exceptional total value to customers and superior returns for shareholders in 2025 and beyond.”

About Ecolab

A trusted partner for millions of customers, Ecolab (NYSE:ECL) is a global sustainability leader offering water, hygiene and infection prevention solutions and services that protect people and the resources vital to life. Building on more than a century of innovation, Ecolab has annual sales of \$16 billion, employs approximately 48,000 associates and operates in more than 170 countries around the world. The company delivers comprehensive science-based solutions, data-driven insights and world-class service to advance food safety, maintain clean and safe environments, and optimize water and energy use. Ecolab's innovative solutions improve operational efficiencies and sustainability for customers in the food, healthcare, high tech, life sciences, hospitality and industrial markets. www.ecolab.com

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Source: Ecolab Inc.