



COMPANY PROFILE

Newalta is North America's leading provider of innovative, engineered environmental solutions that enable customers to reduce disposal, enhance recycling and recover valuable resources from industrial residues. The company serves customers onsite directly at their operations and through a network of 85 facilities in Canada and the U.S. With proven processes, a portfolio of more than 250 operating permits and an excellent record of safety, Newalta is the first choice provider of sustainability enhancing services to key industrial markets.

Not long ago, industrial waste management primarily meant trucks hauling waste to incinerators or landfills. In 1993, Newalta embarked on a different course, believing we could find better ways to manage waste streams. Our strategy: To apply innovative new technologies and develop cost-effective, environmentally superior alternatives deployed from an extensive network of complementary facilities.

Over the past several years, Newalta has expanded its national presence and suite of product-recovery and environmental services to meet the needs of industry and the expectations of government, regulators and the general public for higher environmental standards. In the process, we've grown the company an average of 25 percent each year to become Canada's largest solutions provider. We have led a transformation in our industry from waste disposal to high-tech resource recovery and recycling — extracting value from what was formerly considered waste and generating new revenue streams for the company and our customers. And because it takes less energy to recover products from waste than it does to produce virgin products, Newalta operations are CO₂ net-negative.

Since 2005, we have expanded across Canada and leveraged our network of facilities, equipment and experienced people to work directly on our customers' sites to process waste and recover products at the source. Providing onsite services is revolutionizing the way we do business, creating value for both Newalta and our customers.

Leading companies in the oil and gas, petrochemical, chemical, refining, lead, manufacturing, mining, transportation and pulp and paper industries rely on Newalta to help meet their sustainability goals, including cost-effectively reducing their environmental impacts and staying aligned with increasingly stringent regulations.

Our approach to finding environmental solutions means that each year Newalta recovers or recycles products that would otherwise be sent to landfill or incineration, including in 2011:

- 2 million barrels of crude oil
- 72,000 tonnes of lead
- 23 million litres of base oil and lubricants

All told, Newalta recovers approximately \$400 million worth of products each year or \$200,000 per employee.

Our dedicated Technical Development group searches worldwide for technologies that will enhance our capabilities to process more types of waste for more customers in the future. This focus on finding practical new ways to recover value from waste has created a company that provides integrated, one-stop industrial waste management and environmental services from coast to coast. We are continuing to expand into new markets in the United States and are now looking for opportunities internationally.

Newalta has continuously grown its operations, providing practical, high-value innovations in industrial waste management. In doing so, safety has been, and will remain, our first priority. There are no shortcuts to safety excellence. Success is achieved by small, incremental gains and we set challenging targets for ourselves in this regard. In a market characterized by complex provincial regulatory regimes and overlapping federal jurisdiction, Newalta gives customers assured compliance based on safety excellence, technical expertise, innovation, extensive real-world experience and unparalleled attention to detail.

Today, Newalta has 85 facilities in Canada and the U.S., more than 2,000 employees, and annual revenues of over \$682 million. (The latest financial information can be found on the Newalta website at www.newalta.com).

Reducing the environmental impact of business is a top concern for individuals, communities, governments and industry today. Newalta is a leader in providing new alternatives for reducing, recovering, reusing and recycling waste. We are working with our customers to provide the right solutions for their most complex environmental challenges. Foresight and a commitment to our strategy have positioned us as industry leaders, and we're poised to build upon that leadership into the future.

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