

# Leveraging the Advantages of an Eco-Industrial Park to Scale Up

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**SCALING UP CONFERENCE  
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**PORT HAWKESBURY**



# Port Hawkesbury Paper (PHP)- Who are we?

- ▶ Owned by Stern Partners based in Vancouver, Canada. Stern Partners is a lead investor in a diverse range of 22 operating companies which are operated and managed independently, generating total revenues of over \$1.75 billion and collectively employing 7,000 people
- ▶ Leader in super calendared paper manufacturing in North America. Our ownership is focused on building and investing for the long-term and is dedicated to developing a flexible and sustainable business.
- ▶ We take great care in managing the environmental impact of our operations and are transparent in our sustainability reporting. PHP maintains three separate internationally recognized third party environmental certifications
- ▶ Focused on exploring opportunities and innovations in the bioresource sector including manufacturing, land-based aquaculture, biorefining, fiber based processes

**For PHP it is not just about making paper, it is envisioning our tomorrow**

PORT HAWKESBURY



# Business Development Advantage

- ▶ Companies leverage the various assets and services associated with PHP's location and current operations to:
  - ▶ Allow them to focus on their core competencies as they scale up;
  - ▶ Reduce costs;
  - ▶ Take advantage of feedstock availability and/or established supply chains
  - ▶ Facilitate regulatory approvals.
- ▶ PHP is focused on identifying strategic partners with:
  - ▶ Demonstrated sector expertise,
  - ▶ Market knowledge and access
  - ▶ Complimentary business culture

# Eco-Industrial Park Development – What do we have to offer?



General site & administrative services.

Year round road & rail

Ice free wharf - ISPS port security

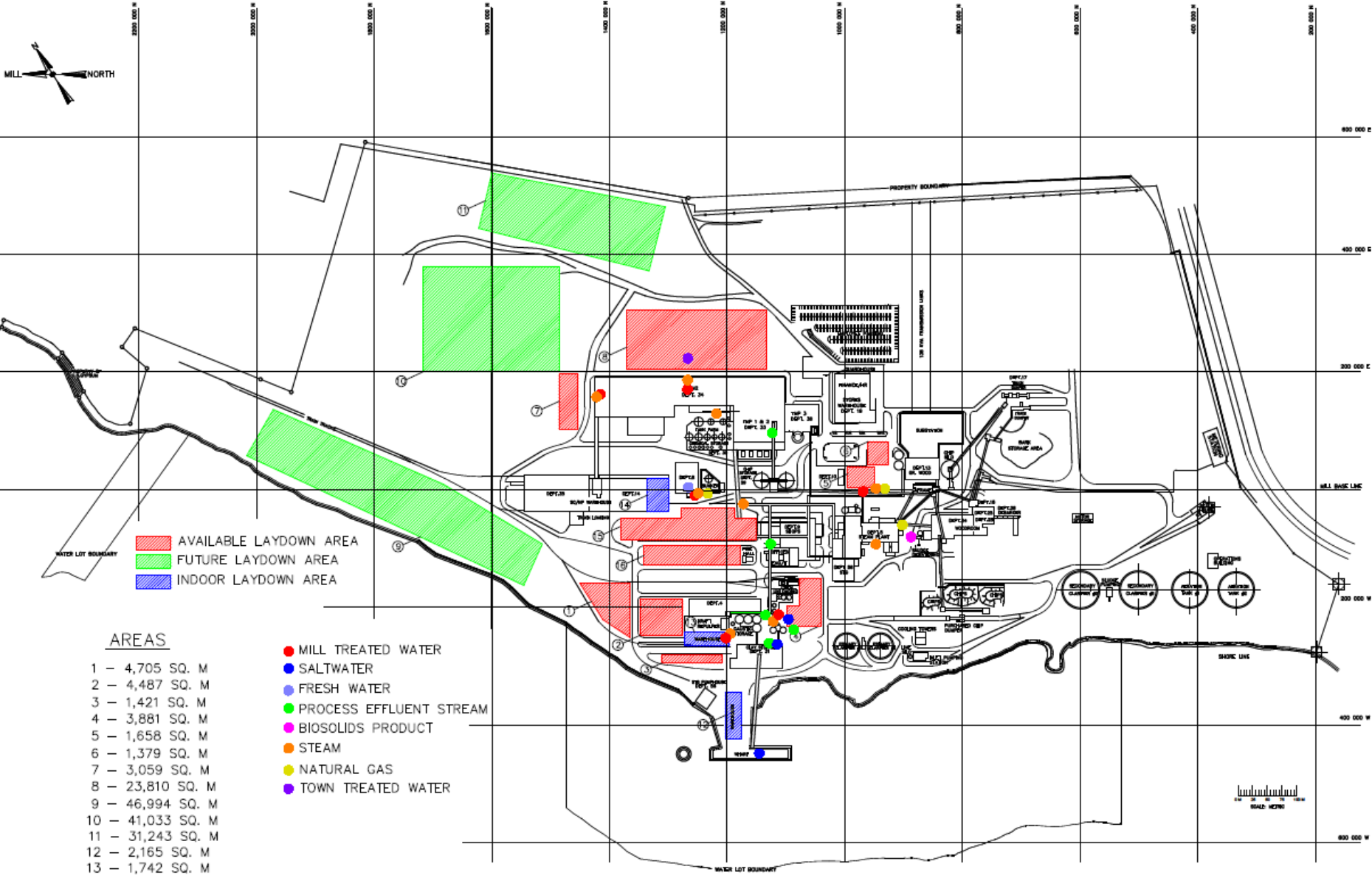
Process steam & waste heat

Fiber supply & handling

Industrial waste treatment

PORT HAWKESBURY





- AVAILABLE LAYDOWN AREA
- FUTURE LAYDOWN AREA
- INDOOR LAYDOWN AREA

**AREAS**

- 1 - 4,705 SQ. M
- 2 - 4,487 SQ. M
- 3 - 1,421 SQ. M
- 4 - 3,881 SQ. M
- 5 - 1,658 SQ. M
- 6 - 1,379 SQ. M
- 7 - 3,059 SQ. M
- 8 - 23,810 SQ. M
- 9 - 46,994 SQ. M
- 10 - 41,033 SQ. M
- 11 - 31,243 SQ. M
- 12 - 2,165 SQ. M
- 13 - 1,742 SQ. M
- 14 - 2,087 SQ. M
- 15 - 9,993 SQ. M
- 16 - 5,360 SQ. M

- MILL TREATED WATER
- SALTWATER
- FRESH WATER
- PROCESS EFFLUENT STREAM
- BIOSOLIDS PRODUCT
- STEAM
- NATURAL GAS
- TOWN TREATED WATER

