



A 2023 WINNER OF THE CANADA'S BEST MANAGED COMPANIES PROGRAM

“The Best Managed program recognizes companies who combine strategic expertise and a culture of innovation with a steadfast commitment to their communities,” said Lorrie King, Partner, Deloitte Private and Co-Leader, Canada’s Best Managed Companies program. **“This year’s winners, including ABC Recycling, have demonstrated an increased focus on environmental, social, and governance themes as means to drive impactful and sustainable business outcomes. Their unwavering dedication to their core purpose, and to enhancing client relationships, cultivating a healthy culture with their employees, and serving their communities, set the standard of excellence for Canada’s business ecosystem.”**

ABC Recycling was recognized for its industry-leading performance, its global business practices, and its sustained growth by receiving the prestigious 2023 Canada’s Best Managed Companies award.

Celebrating its 30th anniversary, Canada’s Best Managed Companies program awards excellence in private Canadian-owned companies with revenues of \$50 million or greater. To attain the designation, companies are evaluated on their leadership in the areas of strategy, culture and commitment, capabilities, and innovation, governance and financial performance.

Canada’s Best Managed Companies BC Regional Finalists Event



WHAT MAKES ABC A *BEST MANAGED* COMPANY?

Our purpose is much more than our corporate operations. Our mission is to strengthen the lives of our people, community and partners by taking today's recyclable metal and turning it into tomorrow's resources. We have a defined social purpose – We exist to preserve the world's resources, building thriving communities by accelerating metal recycling.

People, community and the environment are at the heart of our business. We are committed to the sustainable growth and operation of our business through sound decision making, providing our clients with a valuable mix of products and services, and the long-term growth and development of our team members.

By doing so, we provide meaningful rewards for all of stakeholders: employees, key business partners and community organizations at large. Giving back to the community is rooted in our family's tradition of *tzedakah*, or charity.

OUR CULTURE

Family, support, compassion, understanding, employee well-being, diversity and *tzedakah* are all important elements of our culture. As a family-owned business, we have built and maintained a culture that treats all team members as family. Support of ongoing learning and career development is evidenced in our commitment to promotion from within as our company grows. The Jewish value of *tzedakah* is embodied throughout our organization as we contribute our time, effort and monetary support to community-based organizations.

Visit The Globe and Mail – Report on Business for the feature on all winners:

<https://www.theglobeandmail.com/business/>

OUR VALUES

We are values-driven and community focused.

We honour our code of conduct both within the organization and within the community. Making a meaningful and lasting contribution to the community is a part of our business model.

Act with Integrity

- We honour our commitments.
- We carry ourselves in an ethical and respectful manner.

Bring our Best

- We challenge ourselves to be industry leaders in safety, customer service and overall operating practices.
- We strengthen our people, our partners and our community.
- **People** – We offer and support career paths from entry level positions to top Management roles. We pay for extra training and schooling, and offer mentoring and opportunities to those that are engaged and capable.
- **Community** – We give back with time and monetarily to all the communities that we work in.
- Our **Social Purpose Commitment** and **Indigenous Peoples Commitment Policy** are integral elements of our business model.

Commit to our Future

- Everyone has a voice in our business. We strive for continuous improvement as a team.
- We are committed to sustainable, long-term growth.

A CLOSER LOOK AT OUR MARKETPLACE DIFFERENTIATORS

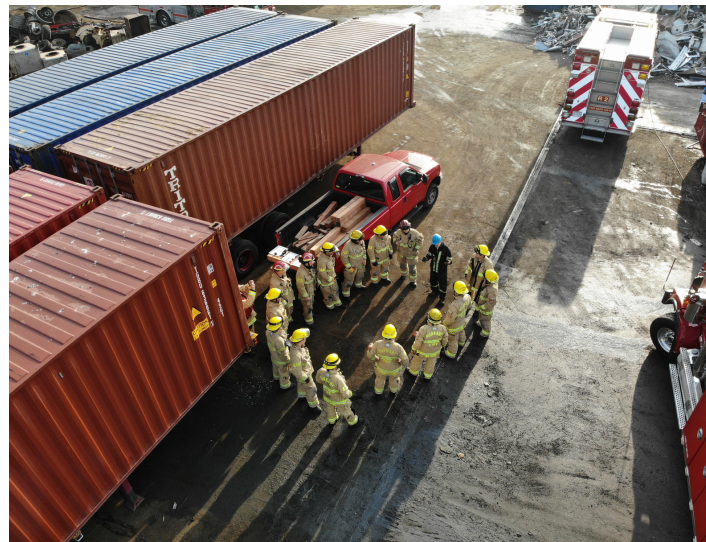
We are the largest locally-owned and operated metal recycler in Western Canada. As a key value-added service provider in the metals recycling business, our customers are both local and international. We purchase recyclable metal locally, process and package it, and sell globally to our customers' specifications. Our proximity to the Pacific Ocean gives access to all world markets.

As a privately-owned company, our business model and daily operating practices must have a long-term approach to building our business and relationships. We counter our large-scale competitors' approach to business through our diligent management of all relationships; our clients can count on us to be nimble in the marketplace – we are geographically accessible, service oriented and trustworthy.

We have an industry-leading safety program and our commitment to environmental stewardship is demonstrated throughout our operational practices. The following is a summary of our marketplace differentiators and key elements of how we service our clients.

- We have 9 locations in Canada that are strategically located to the generation of recyclable metal sources. We established a bulk loading facility in Bellingham in 2022; this is our 10th location. This positions us to service key industries, clients and communities more easily.
- Metal recycling can be a transaction-based business. We work hard to build entrenched relationships with our clients for the long-term. We are committed to providing our clients with exceptional service through diligent communication, superior management of logistics and administration, and competitive pricing. For large-scale/long-term projects, we entrench our services within our client's operations.

- We are nimble in our use of transportation: trucks, rail, barge, ocean container and ocean bulk vessel. Six of our 10 yards have active rail spurs on site. As such, our railcars add significant capability and efficiencies to our operations; our competitors do not have this capability. Three of our 10 yards have direct access to barge ramps – Campbell River, Nanaimo and Bellingham. We have an extensive inventory of roll-off bins and rail cars to support the ease of transport and our ability to customize client needs.
- We have a reliable dealer network to support our logistics requirements.
- We offer brokerage services.
- We have passionate, loyal and value-aligned employees within the organization.
- Our long-term relationships with Indigenous communities supports our recruitment and community focused efforts.



TRULY LOCAL COMMUNITY PARTNER

Metal is the largest recyclable commodity in the world; it truly represents a global circular economy. With respect to our practices, by being visible, engaged and top of mind in our communities helps to ensure that we are the first call for businesses and individuals for metal recycling needs.

- Our team works closely with clients to make the collection and transport of materials to our yards as easy and cost-effective as possible.
- Our reputation and longevity give global players – consumers, financiers, logistics – greater confidence and trust to work with us.
- We have valuable relationships with our clients, Indigenous communities, key associations and local charities.



MESSAGE FROM OUR CEO DAVID YOCHLOWITZ

“This year, our company will be 111 years old, and we have worked hard to become a strategic, local partner within all communities we serve. In doing so, we have developed entrenched and valuable relationships with the Indigenous communities in Western Canada and, with our recent expansion into Washington, the Pacific Northwest. Diversity and inclusion are important elements of our culture and our business model.

Our people and community are at the heart of our business. Support, compassion and understanding are key elements of our culture. At all levels of management, we work hard to embody our values in hope that all team members engage with one another in the same manner.”