

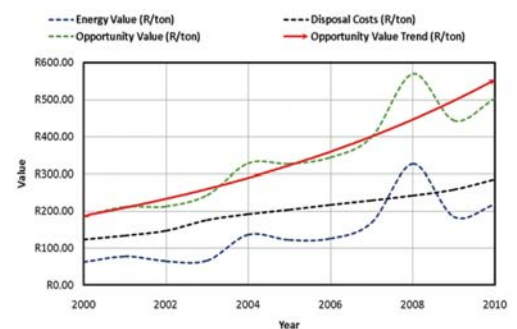
WASTE COMMODITY TRADING



Interwaste have long recognised the value in waste and, in doing so, perceive waste as a resource. Over time we have developed the process of the commoditisation of waste. We recognised early on that if there is only one party interested in a waste it remains a waste. If two parties wish to use a waste it becomes a product and if three parties desire a waste it becomes a commodity. The process of enhancing this value chain we call the commoditisation of waste.

We have pioneered this process in South Africa with many of our clients and have numerous success stories across all industry sectors. The process of commoditisation is seldom passive. Only on the rare occasion where the waste contains obvious intrinsic value does this evolution occur without active intervention. The successful commoditisation of waste often requires external catalysts unrelated to the activities of the generator which can only be realised once identified.

The graph represents the typical value dynamics of a waste stream over time with respect to commoditisation. It is apparent the inherent realisable value of the waste needs to be considered in conjunction with the opportunity cost of disposal. It is often the cost of disposal, which has increased at a higher rate than inflation, that catalyses the commoditisation of a given waste stream.



The world's resources are finite. The resources boom which came to a head in October 2008 pre-empted peak demand for most commodities. This hyperinflation of commodity pricing was not an aberration but a warning of things to come. The world is not reducing its demand for raw materials nor becoming more efficient. The newly emerging industrial powerhouses are hungrily grabbing resources in the developing world through a process somewhat akin to industrial colonisation.

We are fully aware that today's waste is tomorrow's resource. The disappearing mine dumps in and around Gauteng are a prime example of how advancing technology and increasing commodity value over time have resulted in the commoditisation of a waste. Interwaste are in the advanced stages of the development of strategic stockpiles of intrinsically valuable wastes with the express purpose of future recovery. The commodity cycles are closely monitored for each residue and will be unlocked when all necessary factors converge synchronously. Instead of traditional landfill disposal our latest offerings now include long term storage of potentially valuable wastes in specially designed containment cells for future reutilisation.

We have forged strategic relationships with major trading houses and have secured port and logistical capacity to ensure that we are well placed to offer a turn-key solution to our clients. We currently export commoditised wastes into 12 countries and territories outside of South Africa and are expanding our horizons exponentially.

For further information on our wide range of products and services or for details on our operational centres throughout southern Africa please contact Head Office.

e-mail: info@interwaste.co.za • www.interwaste.co.za

National call centre: 0860 WASTE 0 • Tel: +27 011 792 9330 • Fax: +27 011 792 8998 • Private Bag X23 Northriding 2162 Republic of South Africa

