## ELT Group of Companies

<table>
<thead>
<tr>
<th>Est. Year</th>
<th>Description</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>1990</td>
<td>Brownfield Acquisition &amp; Development Firm</td>
<td>cdcco.com</td>
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<tr>
<td>2004</td>
<td>Nation's Leading Environmental Liability Assumption Firm</td>
<td>eltransfer.com</td>
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<tr>
<td>2008</td>
<td>Environmental Consulting Firm</td>
<td>enviroanalyticsgroup.com</td>
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<tr>
<td>2017</td>
<td>Captive Demolition Company</td>
<td>industrial-demolition.com</td>
</tr>
<tr>
<td>2018</td>
<td>Industrial Liquidation Company</td>
<td>industrial-recovery.com</td>
</tr>
</tbody>
</table>

- Brownfield Acquisition & Development Firm: Targeting Former Industrial Sites, Portfolio Exceeds 65 million sq/ft under roof
- Nation's Leading Environmental Liability Assumption Firm: $1.5 Billion of Environmental Liabilities Acquired (90% have achieved final milestones)
- Environmental Consulting Firm: Over 250 Active Environmental Remediation Projects
- Captive Demolition Company: Large and modern fleet of demolition equipment
- Industrial Liquidation Company: Over 1,500 industrial liquidation projects by executive management team
ELT Footprint

- Est. 1990
- Brownfield Acquisition & Development Firm
- Over $1.5 Billion in Environmental Liabilities Assumed
- Over 300 Brownfield Cleanup & Development Projects to Date
- Accumulative Portfolio Exceeds 65 million sq/ft under roof
Real Estate Value Exceeds Environmental Liability

- Represents 60% of Brownfield Development
- But only 15% of Brownfield Sites

Environmental Liability Exceed Real Estate Value (Polluter Pays)

- Represents 20% of Brownfield Development
- But only 25% of Brownfield Sites

Environmental Liability Exceed Real Estate Value (No Polluter to Pay)

- Represents 20% of Brownfield Development
- But 60% of Brownfield Sites
The Removal of Uncertainty through Liability Assumption Providers…

With a Catalyst

- **Environmental**
  - Assume all environmental liabilities and indemnify all parties

- **Zoning & Entitlements**
  - Obtain zoning & entitlements for highest & best use

- **Project Timeframe**
  - Reach regulatory closure faster than PRPs and regulatory agencies

- **Regulatory Uncertainty**
  - Provide certainty & indemnify against regulatory change

- **Financing**
  - Increase the likelihood of lender engagement

- **Repositioning Costs**
  - Render the site as “Shovel ready” for vertical redevelopment

Prepares Brownfields for Redevelopment
Methodology

ELTC = (FMV) – (IC+EL+EI+CC+X+R+P)

ELTC  Environmental Liability Transfer Costs
FMV  Fair Market Value of Assets
IC  Investigative Costs
EL  Environmental Liabilities
EI  Environmental Insurance
CC  Carry Costs
X  Contingency
R  Repositioning Costs
P  Profit
ELT’s Indemnification Stack

ELT Capital Reserves

Environmental Insurance Policies

Fully-Funded Remediation

Environmental Liability

TRACK RECORD: ELT has assumed over $1.5 billion USD in corporate environmental liabilities, managed the environmental cleanup of over 300 brownfield properties (90% have reached final milestones), and has never defaulted on an obligation or given a site back to the Seller/Transfer.
Benefits of Transferring Environmental Liabilities

**Corporate Indemnification**
ELT affords the maximum allowable release and insulation from future liability with complete indemnification of the Seller.

**Financial and Economic Considerations**
Liability transference allows the Seller to report to stakeholders a financially more stable and liability free balance sheet.

**Guaranteed Cost Certainty**
ELT provides a fixed-cost solution for environmental obligations and uncertainties.

**Human Capital Relief**
Transferring environmental liabilities allows the Seller to focus on their core business and not be hindered with managing a cleanup project that exhausts time, energy and additional expenses.

**Elimination of Compliance Issues**
ELT assumes all regulatory compliance obligations, freeing up manpower and capital.

**Sustainability Benefits**
Following remediation, the site will be repurposed for its highest and best use, in line with any guidance set forth by the Seller. Brownfield remediation preserves the legacy and brand of the Seller when they cease operations, and provides ancillary benefits to the local community, such as job creation.

**Elimination of Regulatory Reopeners**
ELT assumes all environmental liabilities regardless of whether regulations change ensuring that environmental liabilities never revert back to the Seller/Transferer.
Contact

For more information on anything in this presentation, or to schedule a confidential call regarding your corporate environmental liabilities, please contact us.

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