

## ABOUT CLEAN HARBORS

Clean Harbors (NYSE: CLH) is North America's leading provider of environmental and industrial services. The Company serves a diverse customer base, including a majority of Fortune 500 companies. Its customer base spans a number of industries, including chemical, energy and manufacturing, as well as numerous government agencies. These customers rely on Clean Harbors to deliver a broad range of services such as end-to-end hazardous waste management, emergency spill response, industrial cleaning and maintenance, and recycling services. Through its Safety-Kleen subsidiary, Clean Harbors also is North America's largest re-refiner and recycler of used oil and a leading provider of parts washers and environmental services to commercial, industrial and automotive customers. Founded in 1980 and based in Massachusetts, Clean Harbors operates in the United States, Canada, Mexico, Puerto Rico and India.

### Key Facts about Clean Harbors, Inc.

Exchange:	NYSE
Symbol:	CLH
Current Stock Price:	\$65.01 (11/6/2020)
Market Capitalization:	\$3.6 billion
52-Week Range:	\$29.46 - \$88.40
Website:	<a href="http://www.cleanharbors.com">www.cleanharbors.com</a>

## INVESTMENT HIGHLIGHTS

- Premier environmental and industrial services provider in North America
- Sustainability is core aspect of our brand, and we recycle numerous waste streams
- Leading market positions in large, diverse industries
- High barriers to entry
- Footprint built upon industry-leading asset base
- Recurring revenues from long-standing customer base
- Proven and experienced management team

## EARNINGS GROWTH STRATEGIES

- Build projects backlog
- Expand service offerings and geographic coverage
- Implement cost, pricing and productivity initiatives
- Pursue acquisitions
- Cross-sell across segments
- Increase total capacity
- Execute stock repurchase program
- Launch revenue growth initiatives

## REPORTING SEGMENTS OVERVIEW



**Environmental Services** – provides a broad range of vertically integrated hazardous and non-hazardous material management services. These include a variety of collection, packaging, transportation, recycling, treatment, and disposal services, which are offered at Company-owned recycling, incineration, landfill, wastewater, and other treatment facilities. Clean Harbors operates more than 100 disposal facilities. The Company also provides industrial, field and energy services that provide various lines of business to its customer base while driving additional waste volumes into its disposal network. Industrial services include high-pressure and chemical cleaning, decoking, hydro excavation, material processing, and oilfield production support. Field services consists of a wide variety of environmental cleanup services, including tank cleaning, remediation, decontamination, and spill cleanup.



**Safety-Kleen** – provides used oil collection, recycling and re-refining, parts washing and other environmental services for the small quantity generator market. Safety-Kleen's closed-loop environmental solutions enable customers to effectively manage their waste streams, capturing economic advantages through reduced costs and the sale of recovered products. Safety-Kleen's re-refineries produce more than 150 million gallons of base oil annually, a portion of which is blended into finished lubricants under its Performance Plus branded products.

# Investor Fact Sheet

November 2020

## SELECT QUARTERLY FINANCIAL DATA (in millions, except per share data)

	Q3'20	Q2'20	Q1'20	Q4'19	Q3'19
Revenues	\$779.3	\$710.0	\$858.6	\$871.0	\$891.7
Net income	\$54.9	\$29.0	\$11.6	\$24.2	\$36.4
Diluted earnings per share	\$0.99	\$0.52	\$0.21	\$0.43	\$0.65
Adjusted net income*	\$49.9	\$28.9	\$15.6	\$23.3	\$40.7
Adjusted earnings per share*	\$0.90	\$0.52	\$0.28	\$0.42	\$0.72
Adjusted EBITDA*	\$161.2	\$135.5	\$122.6	\$132.2	\$156.6

\* A reconciliation of these non-GAAP measures to its nearest GAAP equivalent can be found on the Company's website, in its financial results press releases and filings with the SEC.

## BALANCE SHEET DATA (in millions)

	Sep. 30, 2020	Dec. 31, 2019
Cash and short-term marketable securities	\$532.3	\$414.4
Working capital	\$852.6	\$680.8
Total assets	\$4,106.2	\$4,108.9
Environmental liabilities (current and long term)	\$199.8	\$189.8
Long-term obligations (including current portion)	\$1,558.3	\$1,561.7

## Investor Relations Contact

### Jim Buckley

SVP Investor Relations  
Clean Harbors, Inc.  
781.792.5100  
Buckley.James@cleanharbors.com



## EXECUTIVE MANAGEMENT

### Alan S. McKim

Chairman, President and  
Chief Executive Officer

### Michael L. Battles

EVP and Chief Financial Officer

### George L. Curtis

EVP, Pricing and Proposals

### Eric J. Dugas

SVP, Finance and Chief  
Accounting Officer

### Sharon Gabriel

EVP and Chief Information Officer

### Eric W. Gerstenberg

Chief Operating Officer

### Robert Johnston

President, Oil & Gas

### Jeffrey H. Knapp

EVP, Chief Human Resources  
Officer

### Robert Speights

EVP and Chief Sales Officer

### Michael J. Twohig

EVP, Safety and Risk Management

### Brian P. Weber

EVP, Corporate Planning and Development

## ANALYST COVERAGE

**Jeff Silber**  
BMO Capital Markets

**Alexander Leach**  
Berenberg Capital Markets

**James Ricchiuti**  
Needham & Co.

**Tyler Brown**  
Raymond James

**Michael Hoffman**  
Stifel Nicolaus

**Hamzah Mazari**  
Jefferies LLC

**Larry Solow**  
CJS Securities

**Noah Kaye**  
Oppenheimer & Co.

**David Manthey**  
Baird

**Jon Windham**  
UBS Securities

## Non-GAAP Financial Results

Clean Harbors reports Adjusted EBITDA, adjusted net income (loss) and adjusted earnings (loss) per share, which are non-GAAP financial measures, as a complement to the results provided in accordance with accounting principles generally accepted in the United States (GAAP). The Company believes that such information provides an additional measurement of its performance. The Company defines Adjusted EBITDA in accordance with its outstanding loan agreements. A reconciliation of these non-GAAP measures reported above to the most directly comparable GAAP results can be found on the Company's website and in the Company's financial results press release for the quarter ended September 30, 2020.

## Safe Harbor Statement

Any statements contained herein that are not historical facts are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are generally identifiable by use of the words "believes," "expects," "intends," "anticipates," "plans to," "seeks," "should," "estimates," "projects," "may," "likely," or similar expressions. Such statements may include, but are not limited to, statements about future financial and operating results, and other statements that are not historical facts. Such statements are based upon the beliefs and expectations of Clean Harbors' management as of this date only and are subject to certain risks and uncertainties that could cause actual results to differ materially, including, without limitation, the risks and uncertainties surrounding COVID-19 and the related impact on the Company's business, and those items identified as "Risk Factors" in Clean Harbors' most recently filed Form 10-K and Form 10-Q. Forward-looking statements are neither historical facts nor assurances of future performance. Therefore, readers are cautioned not to place undue reliance on these forward-looking statements. Clean Harbors undertakes no obligation to revise or publicly release the results of any revision to these forward-looking statements other than through its filings with the Securities and Exchange Commission, which may be viewed in the "Investors" section of Clean Harbors' website at [www.cleanharbors.com](http://www.cleanharbors.com).