

Rothsay

COMPANY FACT SHEET



Business Overview:

Rothsay is Canada's largest recycler of animal by-products. Supported by a network of seven plants, Rothsay renders, animal by-products into value-added products including animal feed, amino acid supplements, alternative fuel and many products within the oleo chemical industry that include soaps, creams and lotions, tires, cosmetics, fertilizers and plastics. Rothsay provides an essential service for the efficient and environmentally responsible management of collecting, processing and recapturing the value of edible and inedible by-products. Finished products are sold in both domestic and international markets. Approximately 21% of the materials Rothsay manages are generated by Maple Leaf Foods' meat processing operations, providing a value-added service for other Company operations.

Business Objective:

To profitably grow the business by creating new markets through innovation, and changing domestic and export market demands.

Operations and Locations:

Rothsay employs approximately 500 people across Canada and operates six plants.

Location	Activity
Winnipeg, Manitoba	Non ruminant rendering (primarily pork by products)
Dundas, Ontario	Rendering of ruminant material (beef by-products) and grease processing (mixed)
Guelph, Ontario	Head Office (including Corporate/Divisional functions) and Biodiesel Office
Hickson, Ontario	Rendering (Poultry by-products) for use in specialty pet food markets
Moorefield, Ontario	Non ruminant rendering (pork and poultry)
Ville Ste. Catherine, Quebec	Commercial biodiesel production, mixed material transfer stations, grease processing and edible tallow (Laurentien)
Truro, Nova Scotia	Rendering and grease processing (mixed)



Key Products:

Tallow/Feed Fats: Rothsay recycles animal fats and restaurant grease for use as high quality feed ingredients that supply an energy supply in animal feeds. These products are traded under the brand names *Feeders Choice, Dairy Booster, Stay Fat* and *Ratio Plus*. Rothsay's tallow is used as an industrial ingredient in the oleo chemical industry and as a raw material for the biodiesel industry.

Proteins: Rothsay produces a number of protein ingredients that are sold as protein supplement ingredients in hog feed, pet food and poultry rations. As part of Rothsay's commitment to food safety assurance program, it has species-dedicated facilities to ensure safe, high protein quality feed products. Rothsay's product development team has recently marketed a new fertilizer product using protein meals for sale in the commercial market.

Biodiesel: Rothsay manufactures biodiesel for domestic and international markets at its facility in Montreal, Quebec and is the first Canadian plant dedicated to the commercial production of biodiesel. Biodiesel is a clean burning, biodegradable and renewable fuel made from a variety of feedstock's including; vegetable oils, animal fats and recycled cooking oils. The biodiesel produced is sold into a variety of end use markets including; on-road transportation, transit, mining and home heat.

Markets:

Rothsay sells its products in domestic and international markets including the U.S., Europe, Mexico, South America, Pakistan and Nigeria.

Growth Strategy:

Rothsay's strategy is closely tied to growth in the meat industry, as well as a focus on innovation and product development. In order to provide effective environmental service to the protein chain and to meet increasingly stringent environmental regulations, Rothsay has invested over \$50 million in environmental upgrades in the past five years. Rothsay seeks to expand sales through adding value to its product mix and creating new, non-traditional markets for innovative products.

Additionally, Rothsay's biodiesel business is aligned to capitalize on growing market demands for biofuel both domestically and internationally. The use of renewable fuels, like biodiesel, is projected to increase significantly as more countries, including Canada, adopt specific legislation mandating the use of renewable fuels. Rothsay is uniquely positioned to take advantage of this emerging market given its integration downstream, with the raw materials in its core rendering business, and upstream, with its own energy and diesel fuel needs.

