

ABOUT CLEAN HARBORS

Clean Harbors is North America's leading provider of environmental, energy 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 throughout the United States, Canada, Mexico and Puerto Rico.

Key Facts about Clean Harbors, Inc.

Exchange:	NYSE
Symbol:	CLH
Current Stock Price:	\$68.07 (2/27/19)
Market Capitalization:	\$3.8 billion
52-Week Range:	\$44.75 - \$72.50
Website:	www.cleanharbors.com

INVESTMENT HIGHLIGHTS

- Premier environmental, energy and industrial services provider in North America
- Leading market positions in large, diverse industries
- Strong cash flow
- 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 and productivity initiatives
- Enhance pricing and mix of waste streams
- Pursue acquisitions
- Cross-sell across segments
- Increase total capacity
- Execute stock repurchase program

SERVICES OVERVIEW



Technical Services – provides a broad range of vertically integrated hazardous and non-hazardous material management services. These include 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.



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.



Industrial and Field Services – provides industrial and specialty services. These include high-pressure and chemical cleaning, catalyst handling, decoking, daylighting and hydro excavation, material processing, and oilfield transport and production services. Industrial and Field Services also consists of a wide variety of environmental cleanup services, including emergency response work, tank cleaning, decontamination, remediation and spill cleanup.



Oil, Gas and Lodging Services – serves the oil and gas exploration, production and power generation industries. Services include seismic services, surface rentals and lodging operations in Western Canada.

Investor Fact Sheet

February 2019

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

	Q4'18	Q3'18	Q2'18	Q1'18	Q4'17
Revenues	\$858.2	\$843.2	\$849.1	\$749.8	\$747.4
Net income (loss)	\$16.4	\$31.1	\$30.7	(\$12.6)	\$84.2
Diluted earnings (loss) per share	\$0.29	\$0.55	\$0.54	(\$0.22)	\$1.48
Adjusted net income (loss)*	\$13.3	\$33.3	\$30.8	(\$6.6)	(\$3.4)
Adjusted earnings (loss) per share*	\$0.24	\$0.59	\$0.54	(\$0.12)	(\$0.06)
Adjusted EBITDA*	\$121.9	\$141.3	\$139.6	\$88.3	\$101.8

* 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)

	Dec. 31, 2018	Dec. 31, 2017
Cash, cash equivalents & marketable securities	\$279.4	\$357.6
Working capital	\$599.9	\$650.2
Total assets	\$3,738.3	\$3,706.6
Environmental liabilities (current and long term)	\$167.9	\$185.5
Long-term obligations (including current portion)	\$1,572.6	\$1,629.5

Investor Relations Contact

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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

David J. Vergo

President, Safety-Kleen

Brian P. Weber

EVP, Corporate Planning and Development

ANALYST COVERAGE

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Raymond James

David Manthey
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Michael Hoffman
Stifel Nicolaus
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 December 31, 2018.

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," "estimates," "projects," or similar expressions. Such statements may include, but are not limited to, statements about the Company's objectives 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, those items identified as "risk factors" in the Company's most recently filed Form 10-K and Form 10-Q. Therefore, readers are cautioned not to place undue reliance on these forward-looking statements. The Company 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 the Company's website at www.cleanharbors.com.