



LifeSpan

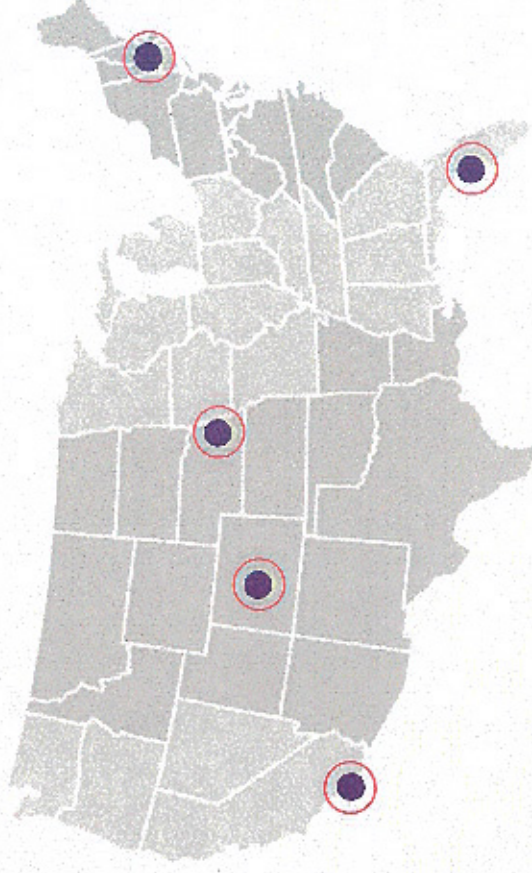
Technology Recycling

U.S. International Trade Commission

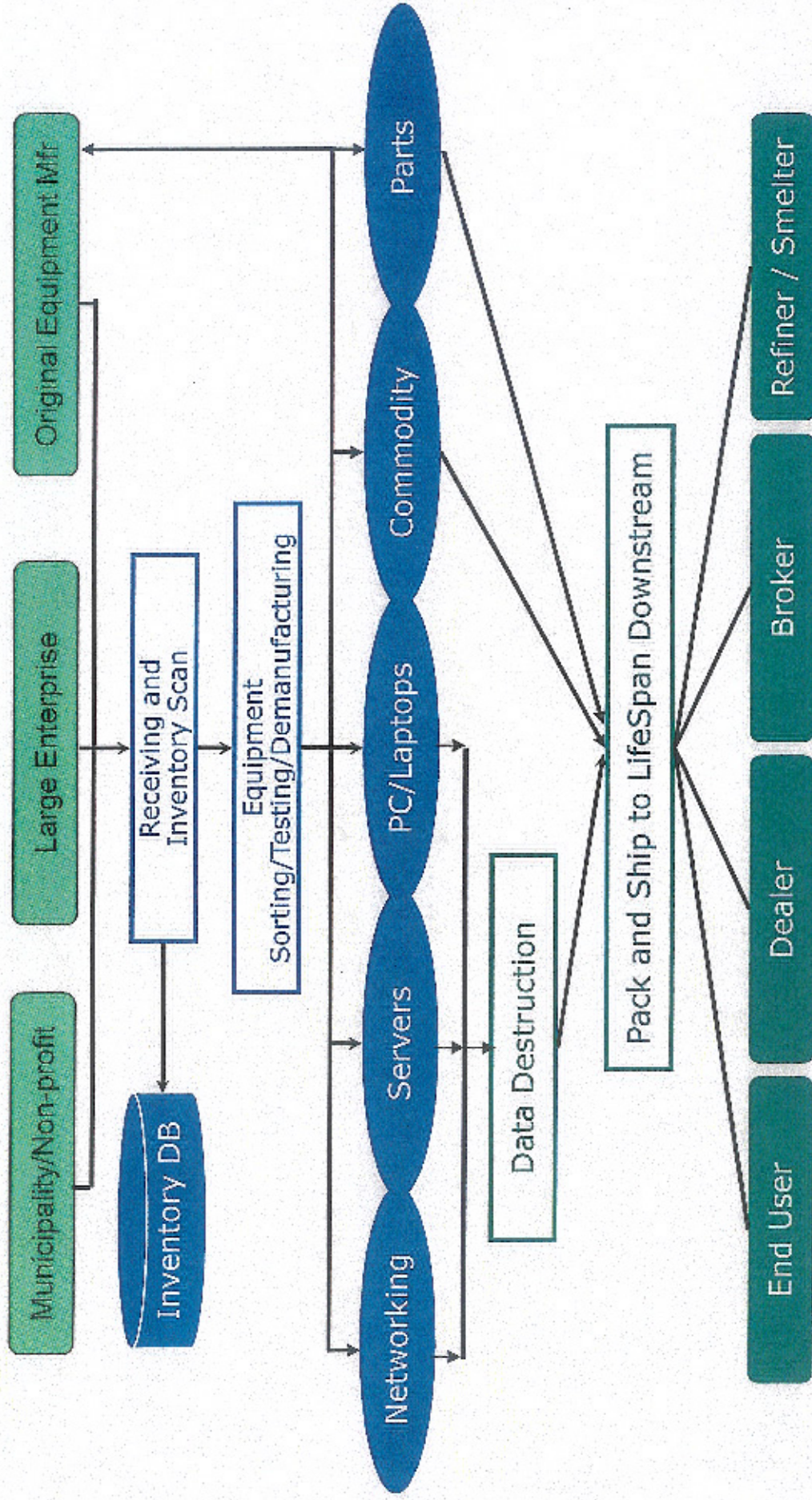
5/15/2012

About LifeSpan Technology Recycling

- Electronics Recycling and IT Asset Disposition
 - Dismantling
 - Refurbishment / Remarketing
- Founded 2002
- Processing Locations:
 - Boston (Seabrook NH)
 - Tampa, FL
 - Omaha, NE
 - Denver, CO
 - San Diego, FL
- 80 green collar employees
- 10 Million lbs of scrap
- 100,000 IT / electronics assets year



Process Flow



Supply Chain Sources and Markets

- Its much bigger than recycling

Sources:

- E-Recyclers
- Refurbishers
 - Cell Phones / Printer Cartridges
 - Telecom / Data networking
- Service Companies
 - Data center
 - Repair
 - Re-manufacturers
- Outsource Design Mfr / CM

Markets:

- Scrap Supply Chain
- End User
- Retailer, Dealer and Broker
- Manufacturers & Partners

U.S. Export Markets and Opportunities

- LifeSpan Technology Recycling
 - 70%/30% - Reuse/Recycle
 - Direct: 10% - tested/used parts & computers (Asia, Central America, Middle East)
 - Indirect: 90% - Precious metals smelting (EU), scrap metals (Asia)
- Reverse Logistics
 - \$65 Billion in computers/electronics - 10-20% (Source: RLA 2010)
 - 1/3 of scrap exported - \$29B (Source: ISRI 2010)
- Future Markets - its much bigger than "recycling/refurbishment"
 - Parts and Services economies
 - Reverse logistics and ODM/CM integration
 - Expansion and Partnering Internationally
 - Central/South America - Brazil #7 (\$2.4T) largest global economy