



**P.O. Box 1090, 1 Mile East  
Highway #14, Unity, SK  
CANADA S0K 4L0**  
Ph: (306) 228-3735  
Fax: (306) 228-3877  
[www.northwestterminal.com](http://www.northwestterminal.com)

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## **NEWS RELEASE**

For immediate release.....February 19, 2019

### **NWT POSTS POSITIVE FINANCIAL RESULTS FOR 2018**

The Board of Directors of North West Terminal Ltd. (NWT) announced the Company's consolidated financial results for the year ended October 31, 2018. NWT reported net income of \$790,990 (or \$0.24/share) for the year. Consolidated revenues for the period were \$183.5 million and EBITDA was \$3.1 million.

The financial performance of the Company is behind the same period last year when the Company posted revenues from operations of \$207.6 million, an EBITDA of \$5.4 million and total comprehensive income of \$6.2 million, or \$1.89 per share. In the prior year, the Company had an unrealized gain on investments of \$4.5 million (net of tax) which did not reoccur in the current year. Management also reported that results were mixed for the Company's business segments. Earnings from the grain division were positive but down from the previous year as a result of reduced shipping volumes and margin pressures. The Grain division also posted a one-time non-cash write-down of \$1.2 million on its plant and equipment in relation to a dryer fire in early October. Overall increased shipping volumes of ethanol, including a 59% increase in shipments of specialty alcohol, helped to significantly improve the financial performance of the Bio-Products division.

"The Board of Directors is pleased with the Company's performance over the past fiscal year," says NWT's President Brad Sperle. "The Bio-Products division continues to increase sales of specialty alcohol. Sales of specialty alcohol have almost tripled since 2016 and the Company continues to aggressively grow this higher value market. The past year did prove to be challenging for our Grain division with rail issues early in the fiscal year and increased competition due to new entrants," Sperle farms near Unity, Saskatchewan.

NWT is an independent farmer-shareholder owned company headquartered near Unity, Saskatchewan in the North West region of the province. NWT owns and operates an inland-grain terminal and a bio-products manufacturing facility at its Unity location. NWT is also a minority owner of Alliance Seed Corp. (ASC) in Saskatoon, Saskatchewan and Alliance Grain Terminal Ltd. (AGT) in Vancouver, British Columbia.

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For more information contact:  
Jason Skinner, CEO (306) 228-3735