

# 2010 ANNUAL FINANCIAL RESULTS

Conference Call – March 10th, 2011



Together, creating pure  
oil, gas and water.

# FORWARD-LOOKING STATEMENTS

Certain statements contained in this presentation constitute forward-looking information within the meaning of securities laws.

Implicit in this information, particularly in respect of future operating results and economic performance are assumptions regarding projected revenues and expenses. These assumptions, although considered reasonable at the time of preparation, may prove to be incorrect. Readers are cautioned that actual future operating results and economic performance are subject to a number of risks and uncertainties, including general economic, market and business conditions and could differ materially from what is currently expected.

For more exhaustive information on these risks and uncertainties you should refer to our most recently filed Annual Information Form, Quarterly and Annual Management Discussion and Analysis which are available at [www.sedar.com](http://www.sedar.com). Forward-looking information contained in this document is based on management's current estimates, expectations and projections, which Management believes are reasonable as of the current date. The reader should not place undue importance on forward-looking information and should not rely upon this information as of any other date.

## **REPORTING CURRENCY:**

Unless otherwise specified, all dollar amounts are expressed in Canadian dollars.

# 2010 HIGHLIGHTS

## COMMERCIAL

- \$23 million in new contracts
- \$19.4 million current backlog (up from \$7.8 million at YE)
- JV to entered South Korean and Chinese FPSO market 
- Collaboration agreement with Bandariyah International Group (Saudi Arabia)
- Significant produced water equipment sales (Gulf of Mexico, South East Asia and Norwegian Continental Shelf)
- Entered Canadian Oil Sands market

**Deloitte.**

Technology Fast 500™

2010

 technology | **Deloitte.**  
fast 50™

 technology | **Deloitte.**  
green 15™

## PRODUCT DEVELOPMENT

- Phase III of ProDry, furthering development for offshore and subsea applications (with Total, Statoil, ConocoPhillips)
- Mixing technology used of carbon capture testing facility
- North Sea field trials of biodegradable Sorbfloc

## CORPORATE

- Appointed two highly regarded Directors: Claude Fontaine and Joseph Wilson
- New global integration plan and appointed two industry veterans to lead this initiative
- Deloitte Technology Fast 50™, Deloitte Green Fifteen and Deloitte North American Fast 500 Company

# SELECTED FINANCIAL HIGHLIGHTS

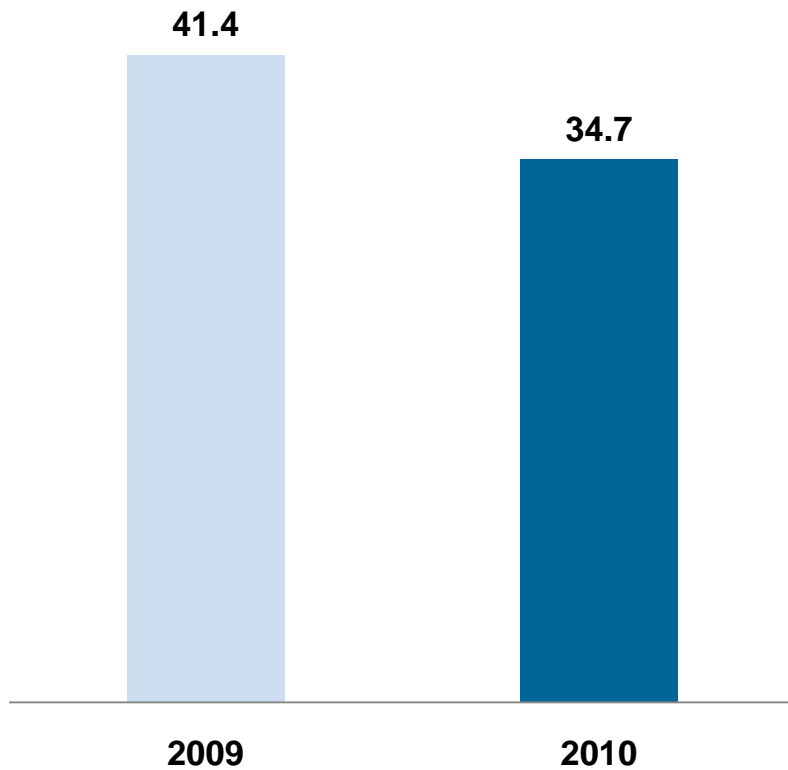
	Quarter ended December 31		Twelve-months ended December 31	
	2010	2009	2010	2009
Revenue	\$8.5	\$9.7	\$34.7	\$41.4
Gross margin	\$3.2	\$3.7	\$10.3	\$13.3
Gross margin percentage of sales	38%	38%	30%	32%
EBITDA* (loss)	(\$0.2)	\$0.4	(\$1.9)	\$0.1
Net loss	(\$1.2)	(\$1.3)	(\$4.4)	(\$13.9)
Basic and diluted loss per share	(\$0.01)	(\$0.01)	(\$0.02)	(\$0.13)
Weighted average number of shares (basic and diluted)	191.8	163.3	180.9	106.1
As at:	December 31 2010		December 31 2011	
Working capital	\$4.3		\$2.7	
Total Assets	\$46.5		\$53.4	
Long-term debt	\$10.4		\$11.7	
Shareholder equity	\$19.9		\$20.0	

\*EBITDA is a non-GAAP measure and the Company defines it as earnings or loss from operations excluding depreciation and amortization, financial charges and income taxes. Please refer to section called non-GAAP measurement in the MD&A.

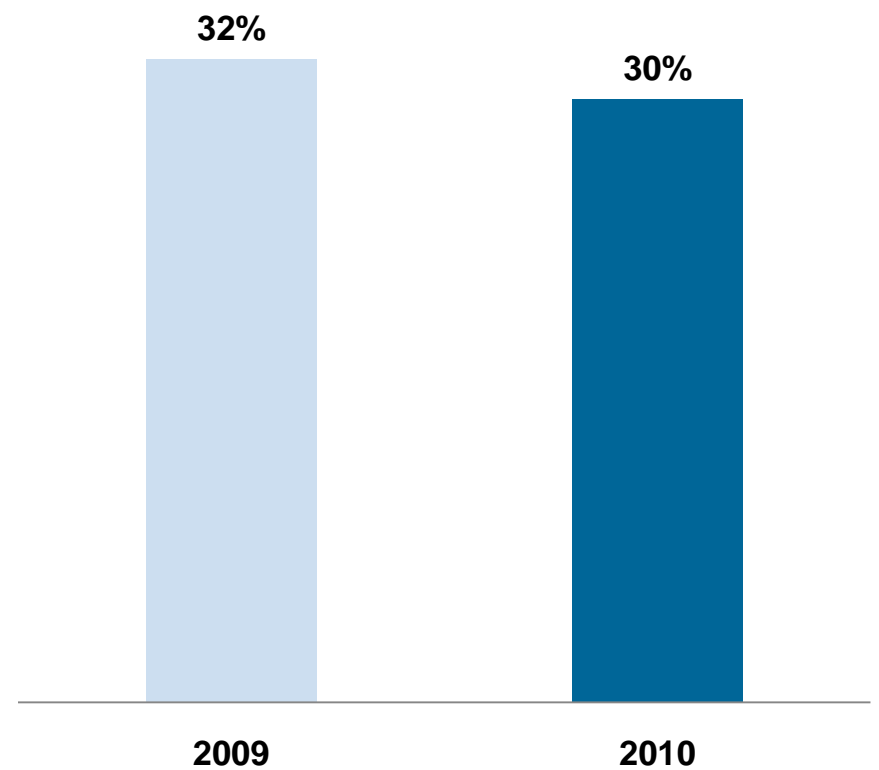
\*\* Working Capital is defined as short-term assets less short-term liabilities

# FINANCIALS

## REVENUES



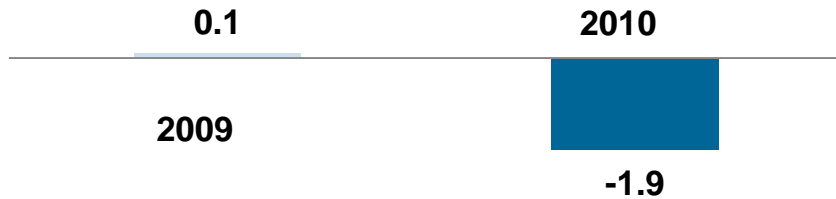
## GROSS MARGIN



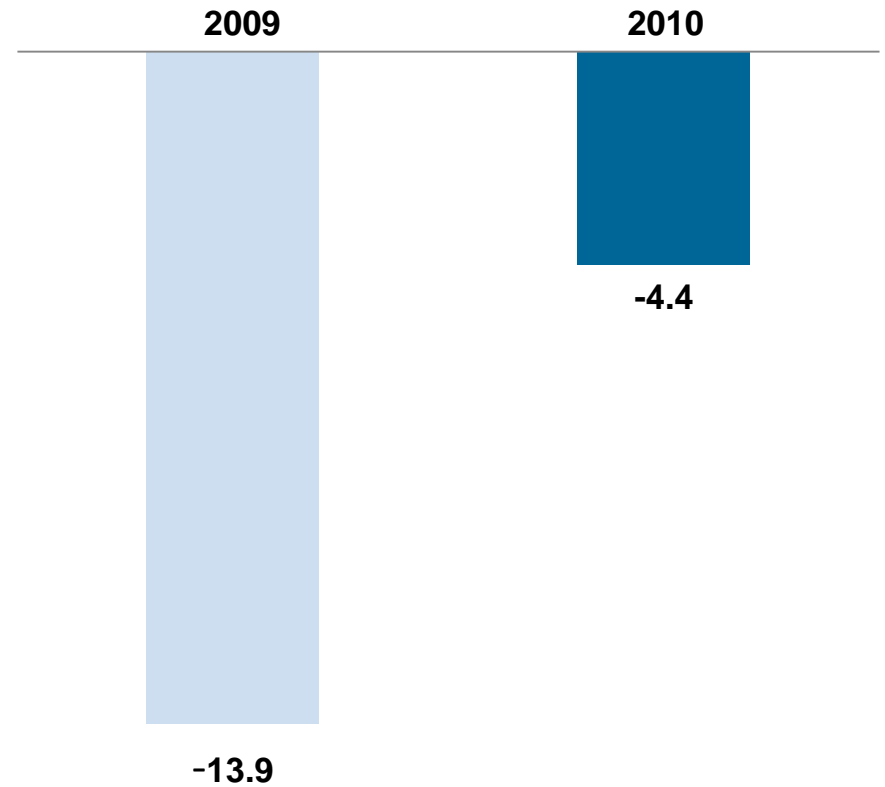
(in CAD millions, except gross margin)

# FINANCIALS (CONTINUED)

## EBITDA

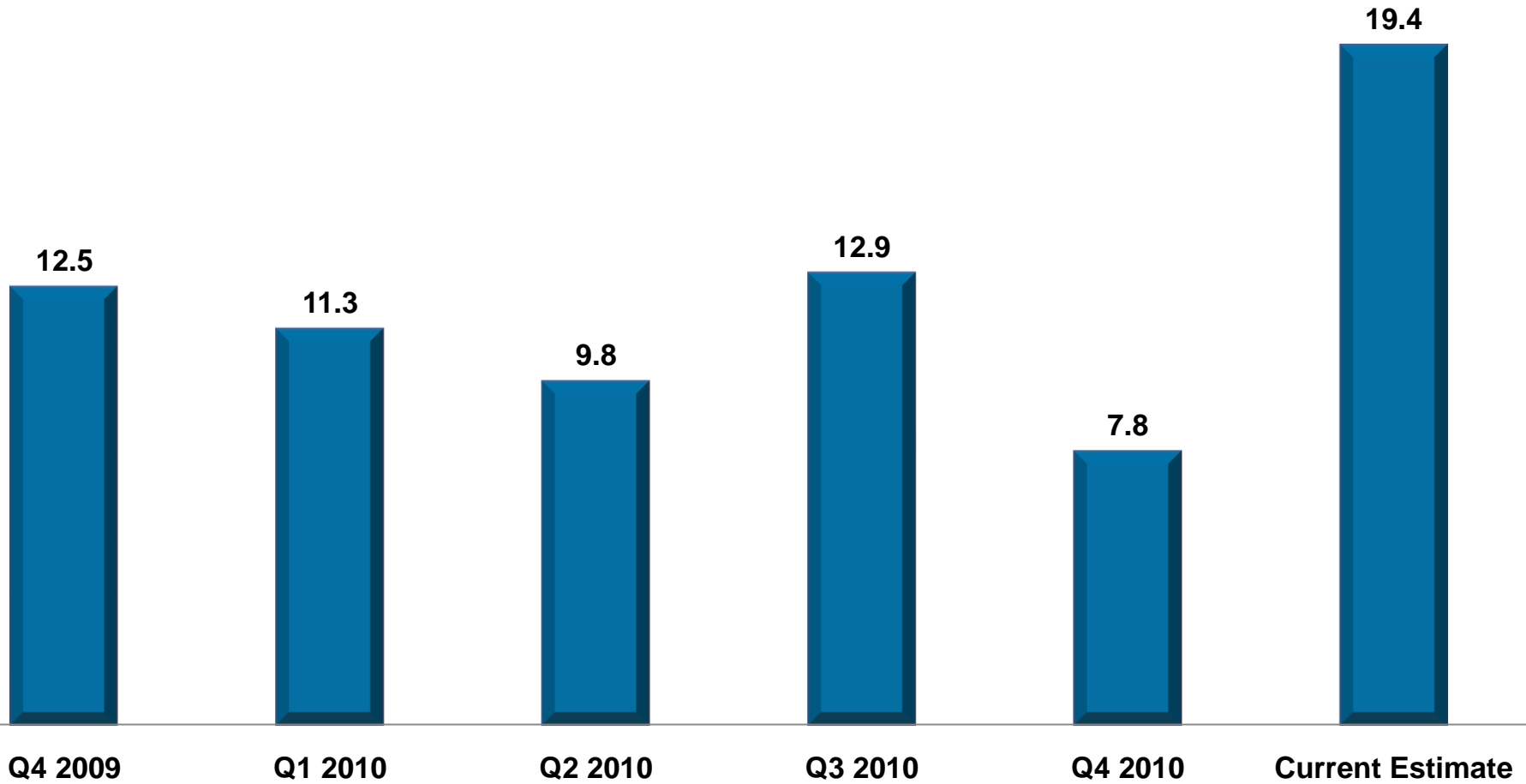


## NET LOSS



(in CAD millions)

# BACKLOG



(in CAD millions)

**Together  
Creating  
Pure OIL  
GAS and  
WATER**



**Presented by Jacques L. Drouin  
President & CEO**

**-and-**

**Patrice Daignault  
CFO & Corporate Secretary**

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