

# CORPORATE INFORMATION

## Corporate Offices

### **Corporate Headquarters**

365 Canal Street, Suite 2900  
New Orleans, Louisiana 70130  
Phone: 504-525-9741

### **Westway Feed Headquarters**

14015 Park Drive, Suite 217  
Tomball, Texas 77377

### **European Headquarters**

Octaanweg 8  
1041 AN A  
Amsterdam Nederland

## Independent Auditors

Ernst & Young LLP  
701 Poydras Street  
New Orleans, Louisiana 70139

## Common Stock

Class A common stock traded  
on NASDAQ, symbol WWAY.

## Transfer Agent

Questions about lost  
certificates, lost or missing  
dividend checks, or notification  
of change of address should be  
directed to the Westway Group,  
Inc. transfer agent, registrar and  
dividend disbursement agent:

Continental Stock Transfer &  
Trust Company  
17 Battery Place  
New York, NY 10004  
Phone: 212-509-4000  
[www.continentalstock.com](http://www.continentalstock.com)

## Web Site

[www.westway.com](http://www.westway.com)



# FINANCIAL HIGHLIGHTS

Years Ended December 31,	2010 <u>Actual</u>	2009 <u>Pro Forma (1)</u>
<b>Income Statement</b>		
Consolidated		
(\$ in thousands)		
Net Revenues	\$ 342,658	\$ 350,130
Operating Income	15,824	19,747
Net Income	5,675	11,037
Adjusted EBITDA (2)	45,455	40,308
	2010 <u>Actual</u>	2009 <u>Actual</u>
(\$ in thousands)		
<b>Balance Sheet</b>		
Total Assets	\$ 495,221	\$ 511,451
Borrowings under credit facilities	88,534	91,633
Total Stockholders' Equity	292,209	295,361

(1) - As if acquisition of liquid storage and feed businesses had occurred on January 1, 2009, with adjustments, as described in enclosed Form 10-K, pp.92-93.

(2) - Adjusted EBITDA, as used herein, is defined as income before income tax benefit provision and equity in earnings (loss) of unconsolidated subsidiaries, plus depreciation and amortization, plus interest expense net of interest income, plus founder warrant expense, plus goodwill impairment, plus stock compensation expense, plus loss on disposal of property, plant, and equipment. Other companies may calculate Adjusted EBITDA differently.

A numerical reconciliation showing our calculation of Adjusted EBITDA is located on the inside back cover.



## To Our Shareholders

We are pleased to report that Westway Group, Inc. continued to grow profitably during 2010. Consolidated Adjusted EBITDA for the year increased to \$45.5 million, up \$5.1 million or 13% compared to 2009 pro forma results. The financial results for 2010 enjoyed full year impacts of prior investments in Cincinnati, Ohio and Grays Harbor, Washington together with expansions in Houston, Texas and Port Allen, Louisiana, all of which were completed during 2009.

Key drivers of our performance include total capacity, utilization, rates, and throughput for the liquid storage business, while key drivers for the liquid feed business are tonnage sold and gross profit margin. Our liquid storage business expanded its capacity in 2010 to approximately 352 million gallons, while also increasing the portfolio utilization rate to 96%. The volume of liquid feed supplements sold in 2010 was maintained at approximately 1.6 million tons in a very competitive market continuing our position as the largest liquid feed supplements company in the country. We also made progress in the successful transition to higher margin feed products which improved our return, as reflected in a gross profit margin percentage for the feed business of 18.6% for 2010, up from 17.7% a year ago.

Besides turning in a profitable performance, Westway maintained a strong balance sheet position. Total assets at December 31, 2010 were approximately \$495 million, supported by shareholders' equity of approximately \$292 million and a working capital ratio of approximately 1.6x. During the year, we expanded our bank credit facility to \$200 million and obtained a relaxation of some of our facility covenants to support our future growth and acquisition plans. At December 31, 2010, we had borrowings of approximately \$88 million drawn on our \$200 million credit facility. We also improved our capital structure and the market perception of our stock by successfully completing a tender offer for our publicly traded warrants, which resulted in the retirement of approximately 34 million of these securities. In addition, our board approved a stock repurchase program, which is ongoing, and will continue to enhance shareholder value.



New Orleans Corporate Office



Amsterdam Corporate Office

During 2010, we completed or began construction at a number of important liquid storage sites.

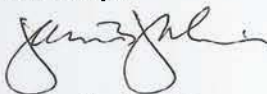
- We completed a \$5.9 million expansion of our terminal at the Port of Greater Baton Rouge in Port Allen, Louisiana adding 5.6 million gallons of capacity.
- Construction began on approximately 4.2 million gallons of new capacity at our Houston 1 terminal, with estimated completion in the latter half of 2011 for this \$5.3 million investment.
- Construction totaling approximately 2.5 million gallons of capacity began at our Houston 2 terminal with an investment of \$3.2 million, and estimated completion in the latter half of 2011.
- We began a nine tank expansion at our Amsterdam, Netherlands facility, investing \$8.6 million to add 4.2 million gallons of additional capacity, with estimated completion in the latter half of 2011.

In February 2011, we announced another expansion at our Houston 1 terminal, with an investment of \$4.3 million and new capacity of approximately 4.2 million gallons.

Westway management is committed to building shareholder value by profitably delivering agricultural and energy related products and services on a global basis. Our experienced operational staff continually strives to find innovative ways to solve customer requirements in the most cost-effective ways. We will achieve success for our shareholders by growing profitability with a fully-priced stock multiple; for our customers, by setting the highest standards in service, reliability, safety and cost containment in our industry; and, for our employees, by providing a challenging and rewarding workplace that encourages hard work, pride in the Westway brand, and a commitment to excellence in all that we do.

Our Management and Board wish to thank you, our shareholders, for your continued support.

Sincerely,



James B. Jenkins  
CEO



Tomball, TX Feed Products Office



New Orleans Corporate Office

# HOUSTON TERMINAL 1



In 2010, we began construction of approximately 4.2 million gallons of new capacity at our Houston 1 terminal. We expect completion of this \$5.3 million project in the latter half of 2011.

Additionally, in February 2011, we announced another expansion at our Houston 1 terminal, with an investment of \$4.3 million, adding approximately 4.2 million gallons of further capacity. When these two projects are complete, Houston 1's total capacity will increase to 66 million gallons.



# HOUSTON TERMINAL 2



In 2010, construction totaling approximately 2.5 million gallons of capacity began at our Houston 2 terminal with an investment of \$3.2 million.



We anticipate completion of this project in the latter half of 2011. After completion, the Houston 2 facility will have a total capacity of approximately 38 million gallons.

# AMSTERDAM TERMINAL



We began a nine tank expansion at our Amsterdam, Netherlands facility in 2010 totaling \$8.6 million and adding 4.2 million gallons of additional capacity, with estimated completion in the latter half of 2011.



# PORT ALLEN TERMINAL



In 2010, we completed a \$5.9 million expansion of our terminal at the Port of Greater Baton Rouge in Port Allen, Louisiana, which added 5.6 million gallons of capacity.

The location on the Mississippi River, makes this a strategic U.S. Gulf South location, with access to ocean-going vessels, barge, rail, and truck.





## Health, Safety, Environmental, Security, and Quality

Westway is committed to safeguarding the health, safety, and security of our employees, customers, and neighbors. Our company focuses on protecting the environment by minimizing the impact of our operations. This direction is accomplished with the involvement and commitment of our employees to the following principles.

- Establish goals, objectives, and targets to improve performance.
- Meet or exceed all applicable federal, state, and local health, safety, environmental and security regulations and related company procedures and policies.
- Evaluate and manage risk to prevent unsafe behaviors and hazardous conditions and preserve customer product integrity.
- Maintain an open dialogue with our owners, employees, customers, vendors, contractors, and public stakeholders.

Westway is committed to continual improvement of our health, safety, environment, and security performance.

During 2010, we implemented the American Chemistry Council's ("ACC") Responsible Care Management System. In 2011, Westway Terminal Company LLC received the Responsible Care® Partner of the Year Award. This Award is the ACC's top Partner Award, presented to three Partner companies for their dedication to safety.



2010 Safety Awards Recipients



# CORPORATE RESPONSIBILITY

At Westway, good corporate citizenship means more than strict adherence to regulations. Our employees believe that giving back to the community helps to build more than goodwill.



Houston 1 employees collected gifts and groceries to help brighten a family's Christmas.

Houston 1 and 2 employees volunteered their time to participate in the nationwide program Jumpstart Read for the Record.



One of our Baltimore employees participated in a home rebuilding project in the Katrina affected areas of New Orleans.

Houston 2 employees sponsored a food drive to help a local church provide meals to those in need during Thanksgiving.



# DIRECTORS & EXECUTIVE OFFICERS

## Board of Directors

**Francis P. Jenkins, Jr.** <sup>2</sup>  
Chairman of the Board  
Managing Partner  
Shermen Group

**Wayne N. Driggers**  
Consultant

**James B. Jenkins**  
Chief Executive Officer  
Westway Group, Inc.

**Philip A. Howell**  
Director of Corporate  
Finance & Group Strategy  
ED&F Man Holdings Limited

**G. Kenneth Moshenek** <sup>1,2,3</sup>  
Senior Partner  
Shermen Group

**John E. Toffolon, Jr.** <sup>1,2,3</sup>  
Lead Director  
Cowen Group Inc.

<sup>1</sup> Denotes Member of Audit Committee

<sup>2</sup> Denotes Member of Compensation Committee

<sup>3</sup> Denotes Member of Nominating Committee

## Executive Officers

**James B. Jenkins**  
Chief Executive Officer  
Westway Group, Inc.

**Thomas A. Masilla, Jr.**  
Chief Financial Officer &  
Secretary  
Westway Group, Inc.

**Steve W. Boehmer**  
President  
Westway Feed Products LLC

**Gene McClain**  
President  
Westway Terminal Company LLC

## Reconciliation to Adjusted EBITDA

To calculate Adjusted EBITDA, the Company started with income before income tax benefit (provision) and equity in earnings (loss) of unconsolidated subsidiaries in 2010 and 2009 of \$9.758 million and \$16.992 million, respectively. Depreciation and amortization of \$25.595 million and \$20.561 million were added for 2010 and 2009, respectively. Interest expense, net of interest income, in the amounts of \$5.119 million and \$2.688 million were added for 2010 and 2009, respectively. Founder warrant expense, goodwill impairment, and stock compensation expense of \$1.381 million, \$2.062 million, and \$593,000, respectively, were added for 2010. Loss on disposal of property, plant, and equipment of \$947,000 and \$67,000 were added for 2010 and 2009, respectively. These calculations resulted in Adjusted EBITDA for 2010 and 2009 of \$45.455 million and \$40.308 million, respectively. All 2009 figures in this reconciliation are presented on a pro forma basis, as described in enclosed Form 10-K, pp. 92-93.