

Cleanaway Waste Management Limited

Australia's leading total waste management services company

FY16 Results Presentation

For the twelve months ended 30 June 2016

19 August 2016

Vik Bansal
CEO and Managing Director

Brendan Gill
Chief Financial Officer

CLEANAWAY
Making a sustainable future possible

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- All amounts are in Australian dollars unless otherwise stated. A number of figures in the tables and charts in the presentation pages have been rounded to one decimal place. Percentages (%) have been calculated on actual whole figures.
- Underlying earnings are categorised as non-IFRS financial information and therefore have been presented in compliance with ASIC Regulatory Guide 230 – Disclosing non-IFRS information, issued in December 2011. Refer to CWY’s Directors’ Report for the definition of “Underlying earnings”. The term EBITDA represents earnings before interest, income tax, and depreciation and amortisation expense and the term EBIT represents earnings before interest and income tax expense.
- This presentation has not been subject to review or audit.

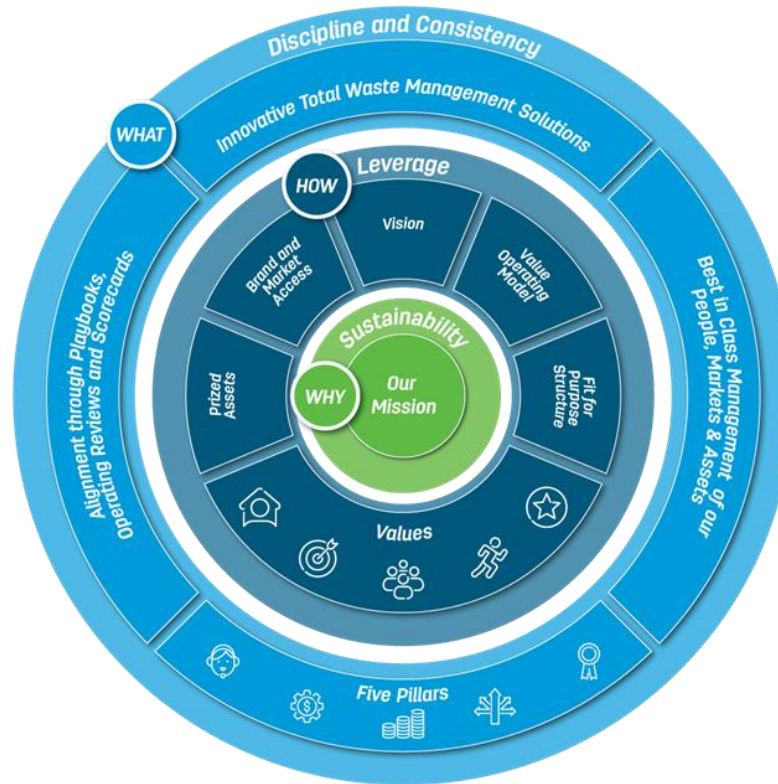
2016 – Building a Solid Foundation

Our Mission - To make a sustainable future possible.

Why we exist

Our Cleanaway Way

How we achieve our mission



Our Narrative – Who we are

We passionately believe in sustainability. I believe in why we exist, what we do and how we do it – we are CLEANAWAY and we make a difference.

Our Values – How we behave



Our Vision – Where we are headed

Cleanaway is a market leader in Total Waste Management, Industrial & Environmental Services. We leverage our expertise, assets and infrastructure to deliver on all our commitments. We are an employer of choice and we generate superior value and sustainable solutions for our customers, community and shareholders.

Our Five Pillars – Our strategic focus

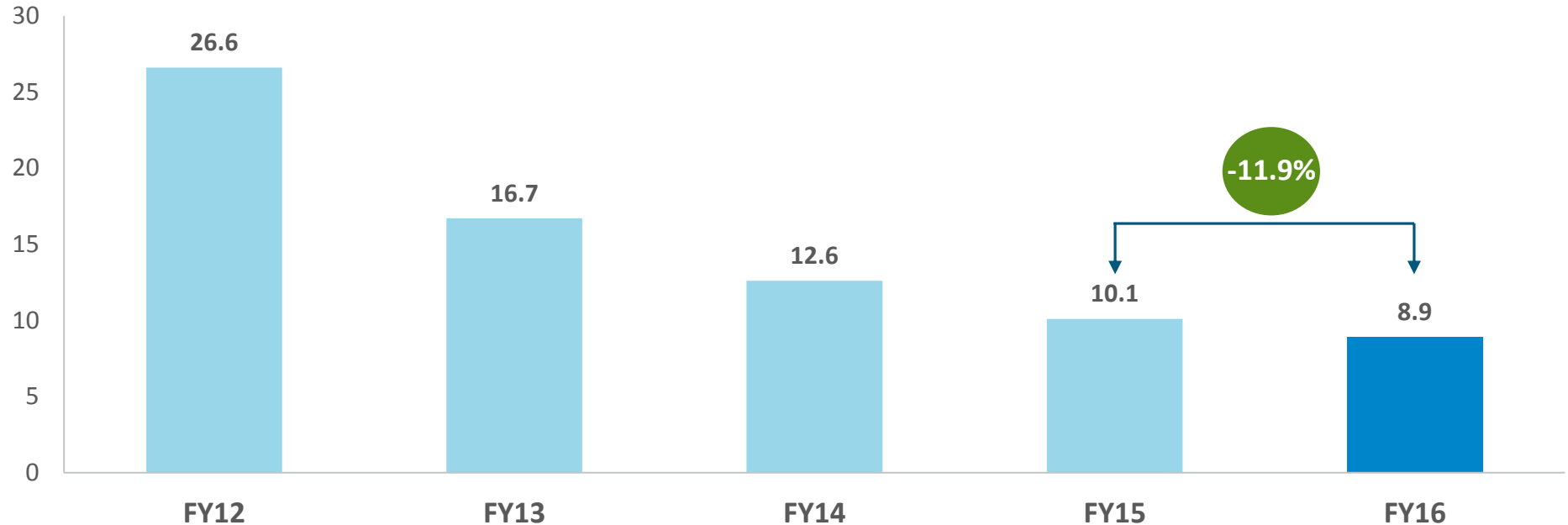


Agenda

	Page
Safety and Environmental	5
FY16 Financial Overview	6
Segment Performance and Margins	7
Group Income Statement – Statutory and Underlying Results	16
Cash Flow and Balance Sheet	17
Update on Strategic Initiatives	19
Summary	25
Outlook for FY17	26
Q&A	
Appendices	28

Safety and Environmental – Our objective is Goal Zero

Total Recordable Injury Frequency Rate



*Note – comparative periods have been adjusted to exclude divested businesses
Numbers restated from those originally published to ensure comparability over time*

Total recordable injury frequency rate continues to decline

Safety performance a key performance measure in Short Term Incentive calculations for all management personnel

No major environmental breaches reported during the period

FY16 Financial Overview

		Underlying Results \$ millions		
		FY16	FY15	change
Financial – Underlying	• REVENUE	1,455.1	1,384.9	5.1%
	• EBITDA	281.3	231.3	21.6%
	• EBIT	122.6	97.5	25.7%
	• Profit after income tax attributable to ordinary equity holders	63.3	45.7	38.5%
	• Basic earnings per share (cents)	4.0	2.9	37.9%
Cash Flow	<ul style="list-style-type: none"> • Operating cash flow \$190.7 million, an increase of 8.2% • Free cash flow¹ of \$50.7 million, an increase of 168.3% • Net debt \$311.1 million. Net Debt/EBITDA ratio 1.11x compared to 1.36x last year 			
Dividend	<ul style="list-style-type: none"> • Fully franked final dividend of 0.9 cents per share (pcp 0.8 cents per share) payable to shareholders on 7 October 2016 • Dividend Reinvestment Plan in operation • Total annual dividend for FY16 of 1.7 cents per share (pcp 1.5 cents per share) 			
Financial – Statutory	<ul style="list-style-type: none"> • Sales revenue of \$1,455.1 million • EBITDA of \$256.9 million, up 96.3% • EBIT of \$96.1 million compared to a loss of \$3.9 million • NPAT attributable to ordinary equity holders of \$44.8 million compared to a loss of \$23.6 million • Basic earnings per share 2.8 cents 			

Note 1: Free cash flow defined as operating cash flow excluding interest and tax less capital expenditure

FY16 Underlying Performance Summary by Segment

Segments	Revenue			Underlying EBITDA			Underlying EBIT		
	FY16	FY15	% change	FY16	FY15	% change	FY16	FY15	% change
Solids – Collections	778.1	755.8	3.0%	149.8	138.2	8.4%	85.7	81.0	5.8%
Solids – Post Collections	252.0	170.7	47.6%	87.9	59.8	47.0%	27.9	18.0	55.0%
Total Solids	1,030.1	926.5	11.2%	237.7	198.0	20.0%	113.6	99.0	14.7%
Liquids & Industrial Services	407.0	445.9	(8.7)%	57.5	55.8	3.0%	33.0	28.9	14.2%
Associates	—	—	—	1.3	1.4	(7.1)%	1.3	1.4	(7.1)%
Corporate & Other	18.0	12.5	44.0%	(15.2)	(23.9)	36.4%	(25.3)	(31.8)	20.4%
Total Cleanaway Group	1,455.1	1,384.9	↑ 5.1%	281.3	231.3	↑ 21.6%	122.6	97.5	↑ 25.7%

FY16 Underlying Performance Summary – Margins

Segments	Revenue		Underlying EBITDA Margin %		Underlying EBIT Margin %	
	FY16	FY15	FY16	FY15	FY16	FY15
Total Solids (incl. landfill levies)	1,030.1	926.5	23.1%	21.4%	11.0%	10.7%
Total Solids (excl. landfill levies)	895.7	842.7	26.5%	23.5%	12.7%	11.7%
Liquids & Industrial Services	407.0	445.9	14.1%	12.5%	8.1%	6.5%
Total Cleanaway Group (incl. landfill levies)¹	1,455.1	1,384.9	19.3%	16.7%	8.4%	7.0%
Total Cleanaway Group (excl. landfill levies)¹	1,320.7	1,301.1	21.3%	17.8%	9.3%	7.5%

Note 1: Total Cleanaway Group includes Corporate & Other revenue

Solids – Collections

Cleanaway has the largest solid waste services fleet and widest network across Australia



Largest network of collections vehicles operating from more than 100 depots in Australia



Servicing 90+ municipal councils across the country

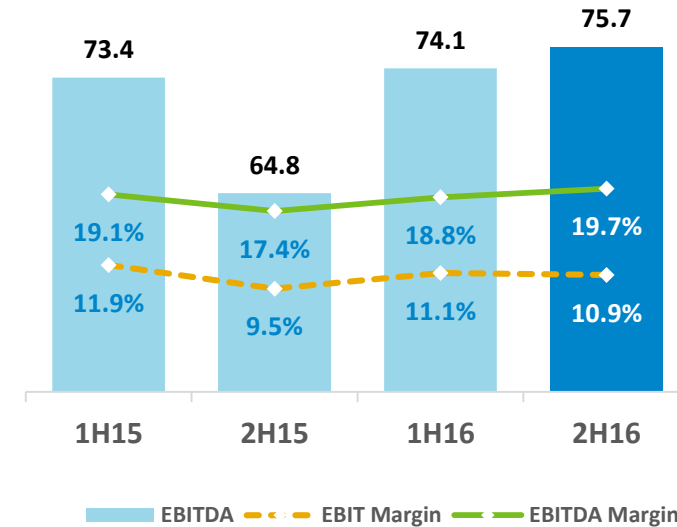


New 75,000 tonnes per annum resource recovery centre opened in Brisbane

Solids – Collections Underlying Results

Key Finance Measures

\$ million	FY16			FY15			Comparison % changes		
	Total	2H16	1H16	Total	2H15	1H15	FY16 v FY15	2H16 v 1H16	2H16 v 2H15
Net external revenue	778.1	384.9	393.2	755.8	372.0	383.8	3.0%	(2.1)%	3.5%
EBITDA	149.8	75.7	74.1	138.2	64.8	73.4	8.4%	2.2%	16.8%
EBITDA Margin	19.3%	19.7%	18.8%	18.3%	17.4%	19.1%			
EBIT	85.7	42.1	43.6	81.0	35.5	45.5	5.8%	(3.4)%	18.6%
EBIT Margin	11.0%	10.9%	11.1%	10.7%	9.5%	11.9%			



Key Points

- Margin improvement
- Volume growth across most collection categories compared to last year
- Growth initiatives starting to convert into increased revenues:
 - Early signs of improvement in customer churn rate
- Sales productivity continues to remain an opportunity across the country
- Focus on customer service and operational improvements which are key to further growth
- New resource recovery facility opened in Brisbane and a new resource recovery facility under construction in Perth

Solids – Post Collections

Cleanaway has one of the strongest post collections asset bases in Australia



Growing network of transfer stations across the country

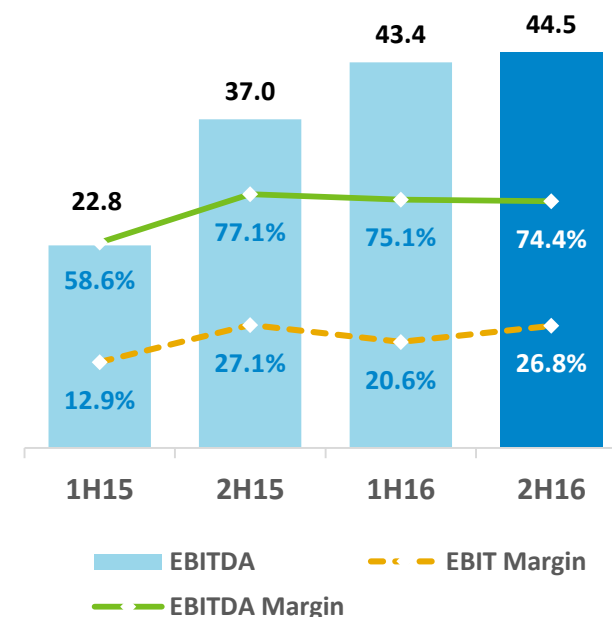


Landfill assets located in every mainland state of Australia generating over 120 million m³ of landfill gas which is converted into 121m kWh of renewable energy. Enough to power over 30,000 homes annually

Solids – Post Collections Underlying Results

Key Finance Measures

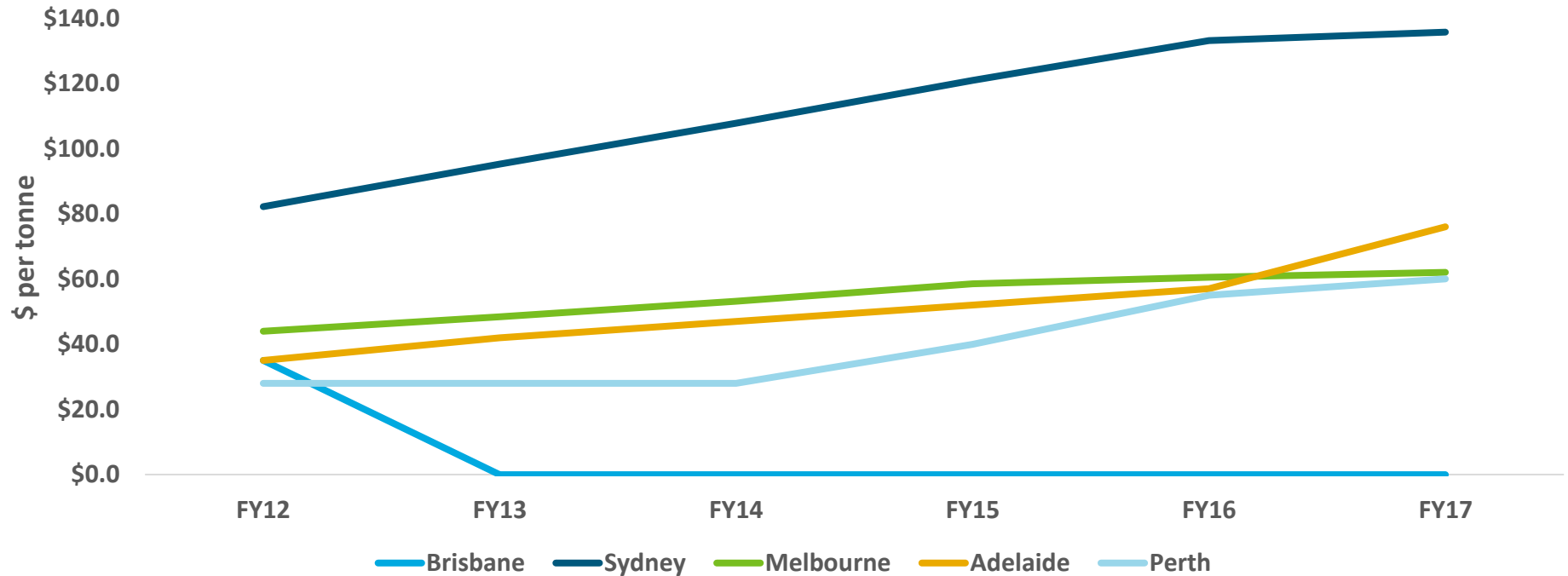
\$ million	FY16			FY15			Comparison % changes		
	Total	2H16	1H16	Total	2H15	1H15	FY16 v FY15	2H16 v 1H16	2H16 v 2H15
Gross external revenue	252.0	117.1	134.9	170.7	98.2	72.5	47.6%	(13.2)%	19.2%
Less levies and carbon tax	(134.4)	(57.3)	(77.1)	(83.8)	(50.2)	(33.6)	(60.4)%	25.7%	(14.1)%
Net external revenue	117.6	59.8	57.8	86.9	48.0	38.9	35.3%	3.5%	24.6%
EBITDA	87.9	44.5	43.4	59.8	37.0	22.8	47.0%	2.5%	20.3%
EBITDA Margin ¹	74.7%	74.4%	75.1%	68.8%	77.1%	58.6%			
EBIT	27.9	16.0	11.9	18.0	13.0	5.0	55.0%	34.5%	23.1%
EBIT Margin ¹	23.7%	26.8%	20.6%	20.7%	27.1%	12.9%			



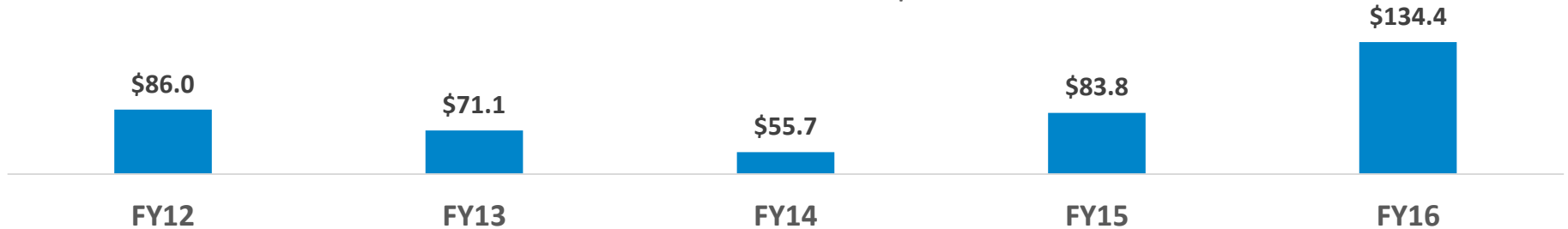
Key Points

- Landfill volumes increased compared to last year
- Melbourne Regional Landfill (MRL) acquisition performing well. Landfill extension application submitted
- Bio gas expansion at MRL to be undertaken during FY17
- Erskine Park (NSW) landfill to close Q4FY17
- All Clayton landfills now expected to close towards the end of 2017 resulting in:
 - Establishment of new transfer station in South East Melbourne
 - Post Collections EBIT to increase following closure of Clayton landfills

Australian Landfill Levies



Total Landfill Levies Paid - \$ millions



Liquids and Industrial Services

Cleanaway is the largest hydrocarbons recycling business in Australia and a leader in the overall liquids and industrial services market



Collecting and processing 130 million litres of mineral oil, offsetting Australia's annual requirements for oil by 900,000 barrels



Collecting and processing over 600 million litres of hazardous and non-hazardous liquids

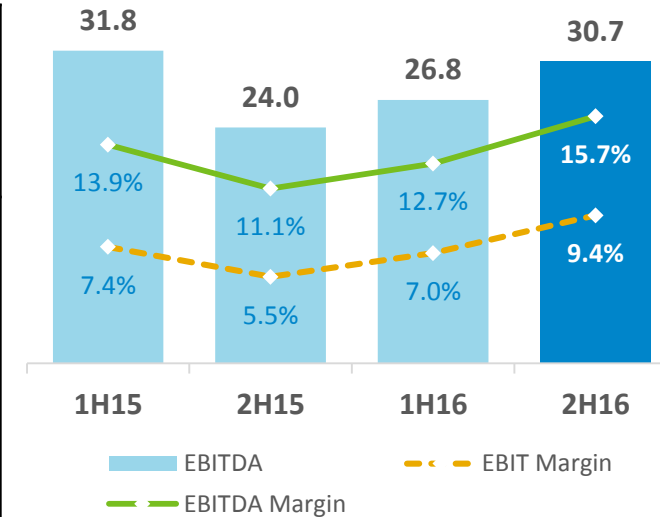


Providing a wide range of environmentally focused industrial services across the country

Liquids and Industrial Services Underlying Results

Key Finance Measures

A\$ million	FY16			FY15			Comparison % changes		
	Total	2H16	1H16	Total	2H15	1H15	FY16 v FY15	2H16 v 1H16	2H16 v 2H15
Net external revenue	407.0	195.6	211.4	445.9	216.8	229.1	(8.7)%	(7.5)%	(9.8)%
EBITDA	57.5	30.7	26.8	55.8	24.0	31.8	3.0%	14.6%	27.9%
EBITDA Margin	14.1%	15.7%	12.7%	12.5%	11.1%	13.9%			
EBIT	33.0	18.3	14.7	28.9	11.9	17.0	14.2%	24.5%	53.8%
EBIT Margin	8.1%	9.4%	7.0%	6.5%	5.5%	7.4%			



Key Points

- 2H16 earnings results driven by improvement in cost management and margin improvement
- Oil price volatility continues to impact revenues although volume remains steady
- Volumes up in Non Hazardous liquids but declined in Hazardous liquids. Pricing under stress due to competitive pressures
- Successful tender for Paintback scheme – contract over five years to collect more than 45,000 tonnes of waste paint
- Industrial Services impacted by difficult trading conditions however recent contract wins such as Rio Tinto Yarwun showing encouraging signs

Group Income Statement – Statutory and Underlying Results

\$ million	Statutory Results		Underlying Adjustments		Underlying Results		
	FY16	FY15	FY16	FY15	FY16	FY15	change
Sales revenue external and other revenue	1,455.1	1,384.9	—	—	1,455.1	1,384.9	5.1%
Share of profits in continuing associates	1.3	1.4	—	—	1.3	1.4	(7.1)%
Expenses (net of other income)	(1,199.5)	(1,255.4)	24.4	100.4	(1,175.1)	(1,155.0)	(1.7)%
Total EBITDA	256.9	130.9	24.4	100.4	281.3	231.3	21.6%
Depreciation and amortisation	(160.8)	(134.8)	2.1	1.0	(158.7)	(133.8)	(18.6)%
Total EBIT	96.1	(3.9)	26.5	101.4	122.6	97.5	25.7%
Net cash interest expense	(19.2)	(13.1)	—	—	(19.2)	(13.1)	(46.6)%
Non-cash finance costs	(15.3)	(14.9)	—	—	(15.3)	(14.9)	(2.7)%
Changes in fair value of derivatives	—	0.9	—	(0.9)	—	—	—
Profit/(Loss) before income tax	61.6	(31.0)	26.5	100.5	88.1	69.5	26.8%
Income tax (expense)/benefit	(18.5)	7.4	(8.0)	(23.0)	(26.5)	(15.6)	(69.9)%
Profit/(Loss) before gain on sale of divestments and after income tax	43.1	(23.6)	18.5	77.5	61.6	53.9	14.3%
Gain on sale from disposal of NZ business after items transferred from reserves and income tax	—	8.2	—	(8.2)	—	—	—
Profit/(Loss) from continuing and discontinued operations after income tax	43.1	(15.4)	18.5	69.3	61.6	53.9	14.3%
Non-controlling interest	(1.7)	0.6	—	—	(1.7)	0.6	NA
Profit/(Loss) after income tax and minorities	44.8	(16.0)	18.5	69.3	63.3	53.3	18.8%
SPS distribution	—	7.6	—	—	—	7.6	NA
Profit/(Loss) after income tax attributable to ordinary equity holders	44.8	(23.6)	18.5	69.3	63.3	45.7	38.5%
Weighted average number of shares	1,583.2	1,579.7			1,583.2	1,579.7	
Basic earnings per share (cents)	2.8	(1.5)			4.0	2.9	37.9%

Cash Flow

Key Finance Measures

\$ million	FY16	FY15
Receipts from customers	1,602.2	1,518.6
Payments to suppliers and employees	(1,334.1)	(1,284.7)
Remediation of landfills	(45.1)	(14.9)
Underlying adjustments	(18.8)	(24.2)
Net interest paid	(20.9)	(9.7)
Income taxes (paid)/received	7.4	(8.9)
Cash from Operating Activities	190.7	176.2
Capital expenditure	(153.5)	(175.9)
Payments for purchase of businesses ¹	(16.1)	(163.7)
Net proceeds from asset and investment sales	4.2	15.6
Dividends received from associates	2.6	1.4
Cash from Investing Activities	(162.8)	(322.6)
Proceeds from borrowings	21.0	320.0
Net repayment of borrowings	(16.6)	(34.3)
Payment of ordinary dividend	(21.0)	(34.8)
Distributions and redemptions of SPS	—	(257.6)
Cash from Financing Activities	(16.6)	(6.7)
Net Increase / (Decrease) in Cash and Cash Equivalents	11.3	(153.1)

Key Points

- Ratio of cash flow from operating activities to underlying EBITDA 95.3% (pcp: 101.1%)²
- Net cash interest paid reflects increase in debt levels due to acquisition of Melbourne Regional Landfill and redemption of the \$250 million Step-Up Preference Securities
- Income taxes received represent a refund of instalments paid relating to FY15. Tax payments recommence in FY17
- Free cash flow up 168.3% to \$50.7 million

Notes: 1: Payment for purchase of businesses includes MRL fixed payments

2: Calculated as cash from operating activities before remediation of landfills, underlying adjustments, net interest and tax divided by underlying EBITDA

Balance Sheet

Key Finance Measures

\$ million	30 June 16	31 Dec 15	30 June 15
Assets			
Cash and cash equivalents	48.3	35.3	37.0
Trade and other receivables	224.3	230.5	227.1
Inventories	16.7	16.2	16.8
Property, plant and equipment	897.1	871.4	860.4
Assets held for sale	8.8	6.6	6.6
Intangible assets	1,544.0	1,540.9	1,539.7
Other assets	170.6	183.1	182.1
Total Assets	2,909.8	2,884.0	2,869.7
Liabilities			
Trade and other payables	178.8	165.3	178.8
Landfill remediation provision	374.1	379.1	385.5
Borrowings	359.4	360.4	351.7
Deferred settlement liability	79.9	85.5	89.5
Other liabilities	136.1	125.9	109.5
Total Liabilities	1,128.3	1,116.2	1,115.0
Net Assets	1,781.5	1,767.8	1,754.7

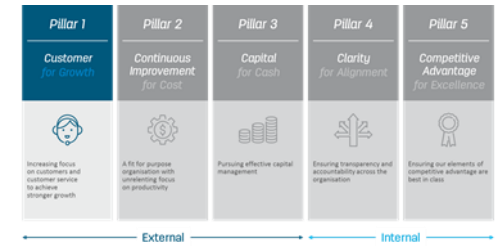
Key Points

- Deferred settlement liability represents annual fixed payments relating to the Melbourne Regional Landfill discounted to present value. Fixed payment in FY17 will approximate \$5 million.
- Landfill remediation provision movement reflects:
 - Remediation and rectification payments made
 - The unwinding of the discount rate
 - Increase in the provision relating to new landfill cells constructed during the year
 - Changes in present value estimates of future cash flows and changes in assumptions
- Net Debt/Underlying EBITDA 1.11x (pcp: 1.36x)



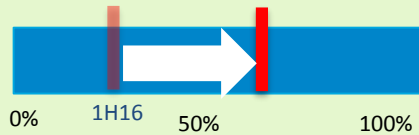
Update on Strategic Initiatives

Customer for Growth



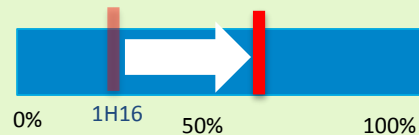
The rollout of the Growth initiatives is accelerating

Target Market Verticals



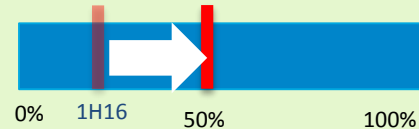
- New National, Mid Market and SMS sales structures operational
- Greater alignment between Solids and Liquids & Industrial Services sales process allowing greater leverage

Organic Volume Growth



- Save desk and telesales fully operational with customer churn rates down compared to FY15
- Sales force refocussed, training and systems implementation continues

Inorganic Growth – Acquisitions



- Post year-end completed the acquisition of Waste 2 Resources for \$8.5 million and the acquisition of non-controlling interest in the Rutherford refinery for \$2.5 million.
- Further small to medium sized acquisition opportunities also identified

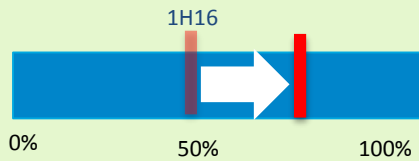


Update on Strategic Initiatives

Customer for Growth contd.

Pillar 1	Pillar 2	Pillar 3	Pillar 4	Pillar 5
Customer for Growth	Continuous Improvement for Cost	Capital for Cash	Clarity for Alignment	Competitive Advantage for Excellence
Increasing focus on customers and customer service to achieve stronger growth	A fit for purpose organisational with underlying focus on productivity	Pursuing effective capital management	Ensuring transparency and accountability across the organisation	Ensuring our elements of competitive advantage are best in class
External			Internal	

Develop a Single Brand – Create Brand Equity



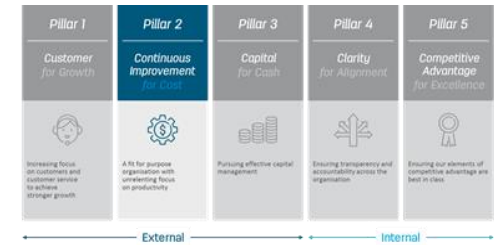
- New branding successfully launched on 1 February 2016 and proceeding as planned
- Supports simplification of organisational and operating structure and realignment of cost base
- \$3.6 million launch costs incurred in FY16
- \$3-4 million to be incurred over FY17 and FY18





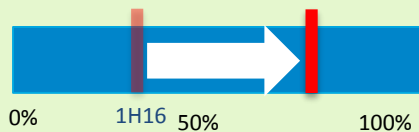
Update on Strategic Initiatives

Continuous Improvement for Cost



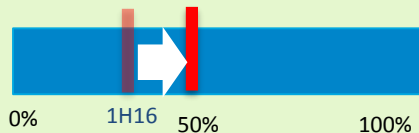
Net cost reductions achieved in FY16. Confident that by 30 June 2017 a run rate of \$30 million pa in permanent cost reductions will be achieved

Fit for Purpose Organisation – Decentralised, Empowered and Accountable



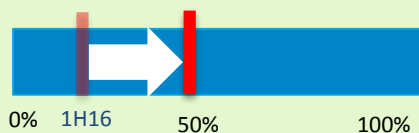
- Corporate office streamlined and operational decision making decentralised
- Positive impact on FY16 net cost base
- Implementation of 1ERP platform expected to complete by Dec 2016

Procurement led Cost reduction – Target 5% on all discretionary categories



- Negotiations continue with suppliers across all areas of discretionary spending
- New procurement to pay process being deployed and expected to roll out by Dec 2016
- Remains area of focus in 2H17 and beyond

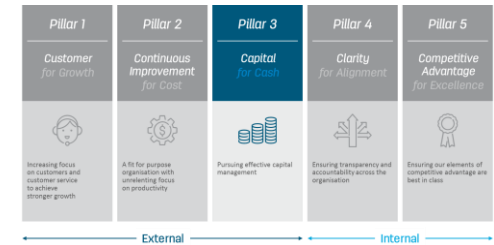
Productivity Agenda – Labour, non-Labour and Assets. Foot print Rationalisation



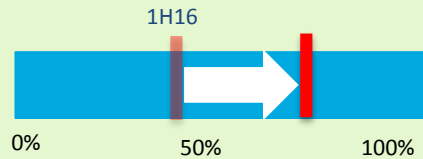
- Fleet utilisation and maintenance improvements through ONE Fleet Team.
- Reducing the level of high cost agency labour and rationalisation of loss making branches will continue into FY17
- Merging of regional branches where applicable under one common go to market brand to continue into FY17 for improved customer service

Update on Strategic Initiatives

Capital for Cash

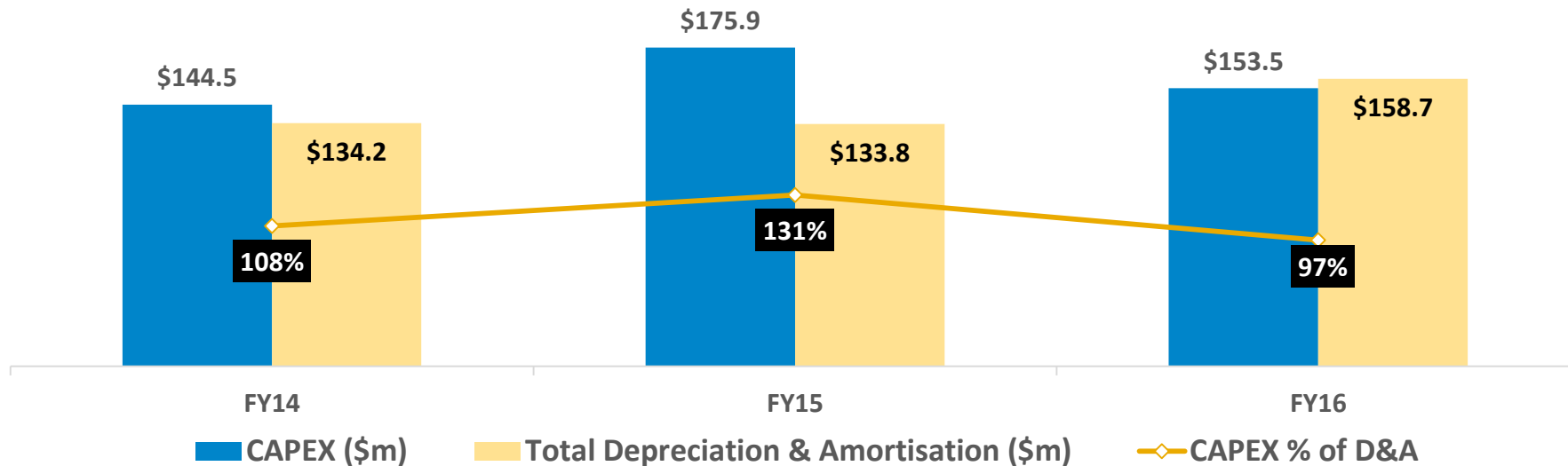


Reduce our capital intensity – Capex in line with D&A



- FY16 capital expenditure of \$153.5 million (including volume payments related to Melbourne Regional Landfill) is below D&A for the year
- FY17 D&A expense expected to be ~\$165-170 million with increase over FY16 due mainly to increase in landfill cell amortisation
- FY17 capital expenditure spending will be lower than D&A

Capital Expenditure Spending

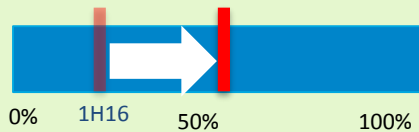


Update on Strategic Initiatives

Capital for Cash contd.



Landfill Remediation and Rectification Spending



- Forecast annual spending over the next five years has reduced:
 - Actual spend in FY16 - \$45.1 million (\$59 million previously forecast)
 - Spend FY17 to FY20 - ~\$40-45 million per annum (~\$50 million previously forecast)
- Disciplined focus on cost and implementation – Spending rate per annum will decline from FY21 onwards
- No impact on total remediation and rectification provision

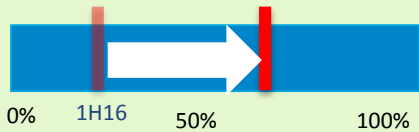


Update on Strategic Initiatives

Clarity for Alignment



Instilling the Cleanaway Way of doing things in the organisation



- Safety performance and employee engagement improvement to continue
- Simplified and flatter organisation structure – decentralised but standardised to leverage – ONE COMPANY
- Development of functional Playbooks to standardise the Cleanaway Way
- Operating reviews rhythm



Summary

FY16 – Reset the business for continued growth

- ✓ Strategic Plan completed and being implemented
- ✓ Operating Model, Operating Way, Fit for purpose organisation structure in place. Organisation wide metrics aligned through scorecards
- ✓ Name change and new brand launched
- ✓ 1ERP project in progress
- ✓ Playbooks initiated – Significant focus on aligned accountabilities. Operational rhythm in place
- ✓ Cost reductions being achieved
- ✓ Sales force refocussed and growth initiatives operational across identified market segments
- ✓ Free cash flow improvement with capital expenditure and remediation and rectification disciplines in place

FY17 – Priorities

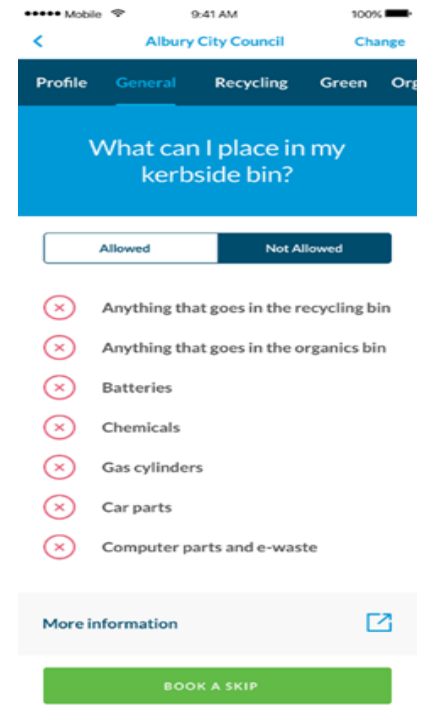
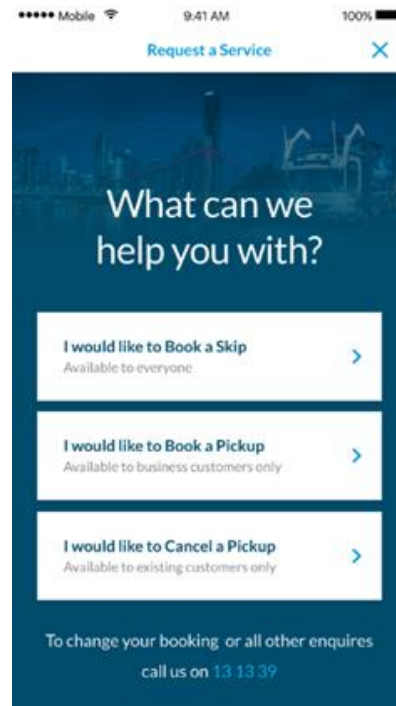
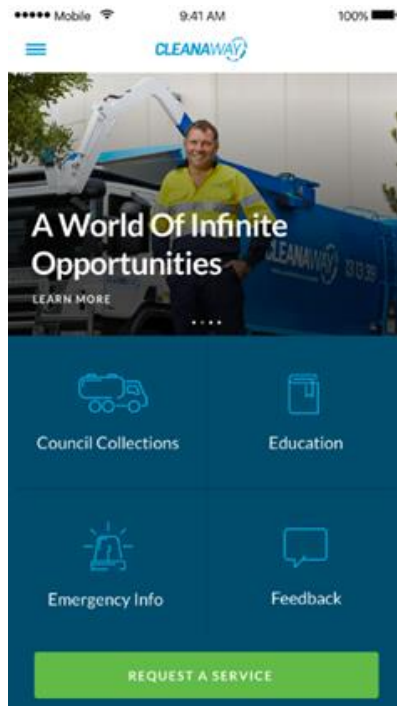
- Sales productivity, disciplined pricing and overall revenue management
- Improving operational efficiencies and asset utilisation
- Fostering a culture of premium customer service and continuous improvement
- Developing clarity on the Cleanaway footprint of 2025

Outlook for FY17

Market conditions are expected to show little change from those experienced during the past year.

However, based on the company wide initiatives we are undertaking, both our Solids and Liquids & Industrial Services segments should report increases in operational earnings in FY17.

New Cleanaway Waste App



- Phase 1 of the new Cleanaway Waste App was launched on 2nd August 2016
- Provides real time information on all matters to do with waste
- Available on both Apple and Android platforms

Appendices Index

	Page
Statutory Profit Reconciliation to Underlying Profit	29
Group Underlying Income Statement Summary by Halves	30
Capital Structure – Net Finance Costs	31
Capital Structure – Debt	32
Reconciliation of Divisional Results to Statutory Segment Disclosures	33

Statutory Profit Reconciliation to Underlying Profit

A\$ million	FY16
Statutory Profit From After Income Tax (Attributable to Ordinary Equity Holders)	44.8
Costs associated with restructuring	21.1
Costs associated with rebranding	3.6
Other costs	(0.3)
Total Underlying Adjustments to EBITDA	24.4
Total Underlying Adjustments to Depreciation	2.1
Total Underlying Adjustments to Income Tax	(8.0)
Total Underlying Adjustments	18.5
Underlying Profit After Income Tax (Attributable to Ordinary Equity Holders)	63.3

Group Underlying Income Statement Summary by Halves

A\$ million	FY16			FY15			Comparisons % changes		
	Total	2H16	1H16	Total	2H15	1H15	FY16 v FY15	2H16 v 1H16	2H16 v 2H15
Sales revenue and other revenue	1,455.1	708.3	746.8	1,384.9	695.4	689.5	5.1%	(5.2)%	1.9%
Total EBITDA	281.3	144.1	137.2	231.3	109.5	121.8	21.6%	5.0%	31.6%
Depreciation and Amortisation	(158.7)	(80.0)	(78.7)	(133.8)	(69.5)	(64.3)	(18.6)%	(1.7)%	(15.1)%
Total EBIT	122.6	64.1	58.5	97.5	40.0	57.5	25.7%	9.6%	60.3%
Net cash interest expense	(19.2)	(9.3)	(9.9)	(13.1)	(8.8)	(4.3)	(46.6)%	6.1%	(5.7)%
Non-cash finance costs	(15.3)	(7.6)	(7.7)	(14.9)	(7.5)	(7.4)	(2.7)%	1.3%	(1.3)%
Profit before income tax	88.1	47.2	40.9	69.5	23.7	45.8	26.8%	15.4%	99.2%
Income tax expense	(26.5)	(14.2)	(12.3)	(15.6)	(0.9)	(14.7)	(69.9)%	(15.4)%	N/M
Non-controlling interest	(1.7)	(1.3)	(0.4)	0.6	(0.1)	0.7	NA	225.0%	N/M
SPS distribution	—	—	—	7.6	—	7.6	NA	NA	NA
Profit after income tax attributable to ordinary equity holders	63.3	34.3	29.0	45.7	22.9	22.8	38.5%	18.3%	49.8%

Capital Structure – Net Finance Costs

A\$ million	Statutory		Underlying	
	FY16	FY15	FY16	FY15
Cash Interest expense				
Bank interest	11.2	6.5	11.2	6.5
Commitment fees	1.5	1.6	1.5	1.6
Guarantee/Bond fees	1.1	1.2	1.1	1.2
USPP Notes	6.1	6.0	6.1	6.0
Total interest expense	19.9	15.3	19.9	15.3
Interest received	(0.7)	(2.2)	(0.7)	(2.2)
Net cash interest expense	19.2	13.1	19.2	13.1
Non-cash finance costs				
Amortisation of borrowing costs	1.3	1.1	1.3	1.1
Unwinding of discount on landfill remediation provision	8.1	13.8	8.1	13.8
Unwinding of discount on MRL fixed payments	5.9	—	5.9	—
Total non-cash finance cost	15.3	14.9	15.3	14.9
Changes in fair value				
Net change in derivative financial instrument and US denominated borrowing	—	(0.9)	—	—
Total changes in fair value	—	(0.9)	—	—
Total net finance costs	34.5	27.1	34.5	28.0

Capital Structure – Debt

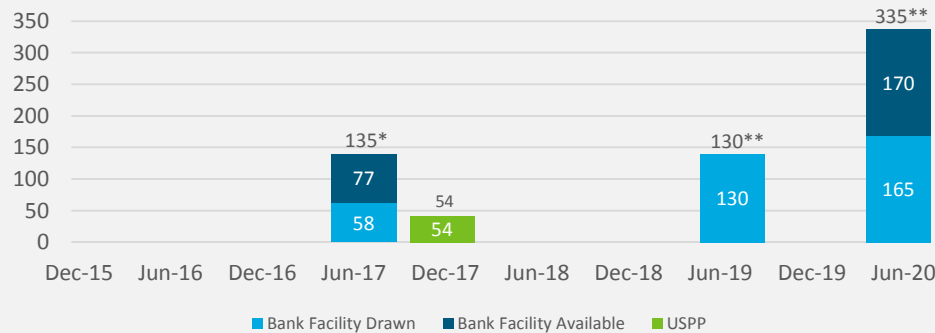
Key Finance Measures – Net Debt Composition

A\$ million	30 Jun 16	31 Dec 15	30 Jun 15
Current interest bearing liabilities	0.8	0.7	0.7
Non-current interest bearing liabilities	358.6	359.7	351.0
Gross Debt	359.4	360.4	351.7
Cash and cash equivalents	(48.3)	(35.3)	(37.0)
Net Debt	311.1	325.1	314.7

Key Points

- Net debt to underlying EBITDA ratio 1.11x (pcp:1.36x)
- At 30 June 2016 the Group had \$247 million of headroom under the syndicated banking facilities
- Average debt maturity at 30 June 2016 is 3.5 years (pcp: 3.6 years)

Funding Facility Maturity Profile (\$m)



* The Working Capital drawn mainly comprises bank guarantee

** Facilities extended to July-19 and July-20 on 5 January 2016

Reconciliation of Divisional Results to Statutory Segment Disclosures

A\$ million	Solids Collections	Solids Post Collections	Eliminations – Solids	Total Solids	Total Liquids & Ind Serv	Associates	Corporate & Other	Eliminations – Group	GROUP
Revenue									
Sales revenue – external	778.1	252.0	—	1,030.1	392.9	—	—	—	1,423.0
Product stewardship for oil (PSO) benefits	—	—	—	—	14.1	—	—	—	14.1
Sales revenue – intercompany	29.8	63.5	(80.8)	12.5	27.8	—	—	(40.3)	—
Total Sales Revenue	807.9	315.5	(80.8)	1,042.6	434.8	—	—	(40.3)	1,437.1
Other revenue	7.4	8.4	—	15.8	1.8	—	0.4	—	18.0
Total Gross Revenue	815.3	323.9	(80.8)	1,058.4	436.6	—	0.4	(40.3)	1,455.1
Underlying EBITDA	149.8	87.9	—	237.7	57.5	1.3	(15.2)	—	281.3
Depreciation and amortisation	(64.1)	(60.0)	—	(124.1)	(24.5)	—	(10.1)	—	(158.7)
Underlying EBIT	85.7	27.9	—	113.6	33.0	1.3	(25.3)	—	122.6
Restructuring costs	(11.3)	(0.5)	—	(11.8)	(5.7)	—	(3.6)	—	(21.1)
Rebranding costs	—	—	—	—	(0.9)	—	(2.7)	—	(3.6)
Depreciation and amortisation	—	(2.1)	—	(2.1)	—	—	—	—	(2.1)
Other	0.3	—	—	0.3	—	—	—	—	0.3
Profit from Operations (EBIT)	74.7	25.3	—	100.0	26.4	1.3	(31.6)	—	96.1