

The Manager
Markets Announcement Office
ASX Limited
Level 4, Exchange Centre
20 Bridge Street
SYDNEY NSW 2000

Dear Sir/Madam,

**Bingo Industries Limited – ASX Code: BIN
Conference Presentation**

Bingo releases the **enclosed** Conference Presentation which was delivered on 2 May 2017 at The Sheraton on the Park, 161 Elizabeth Street, Sydney.

Yours faithfully,


Ronald Chio
Company Secretary

Encl.



BINGO INDUSTRIES

Conference Presentation

2 May 2017

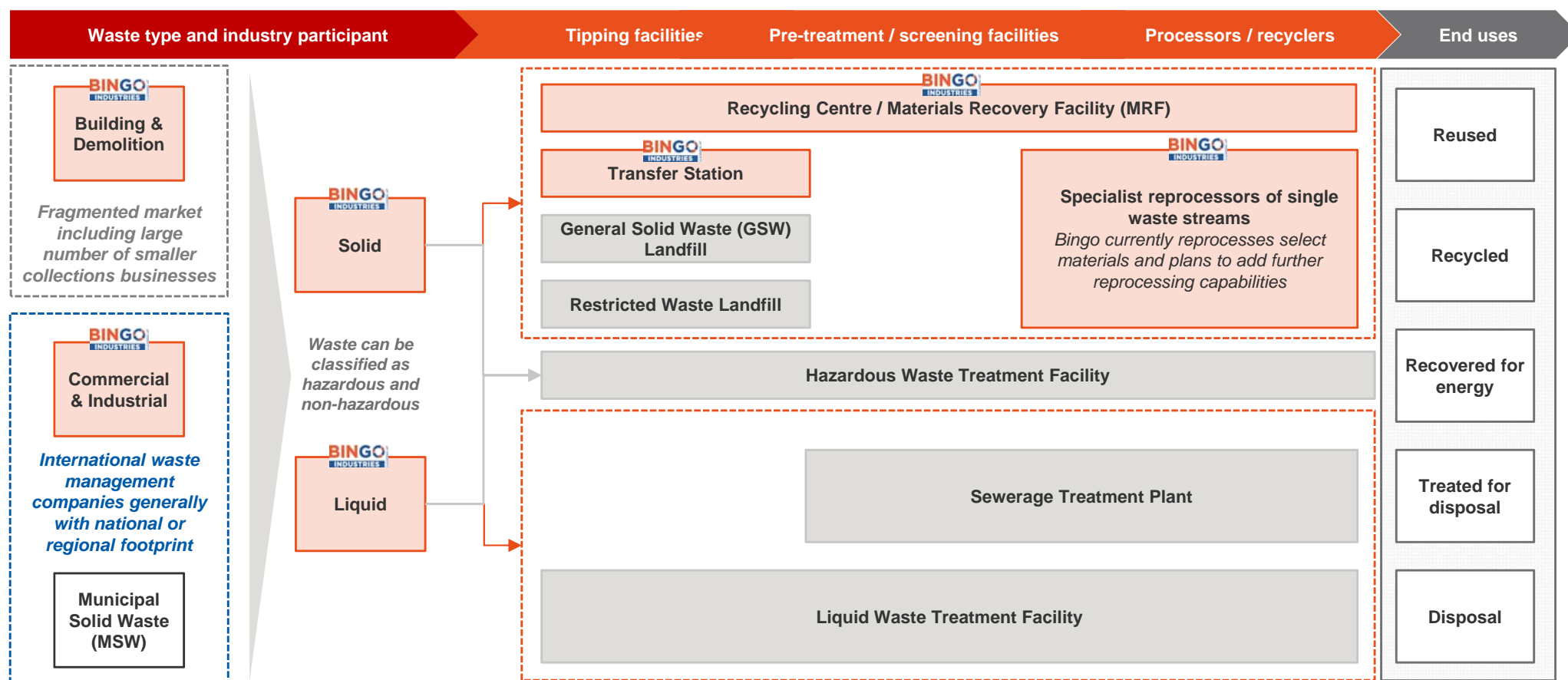
BINGO
INDUSTRIES

CLEANING UP

Waste management industry overview

Bingo's integrated collection and post-collection activities are focused on the collection, separation, processing and recycling of B&D and C&I waste

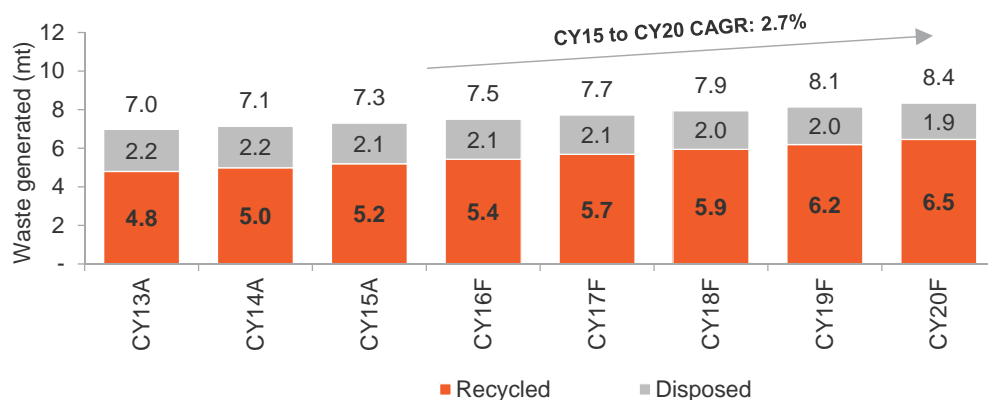
Waste material flows



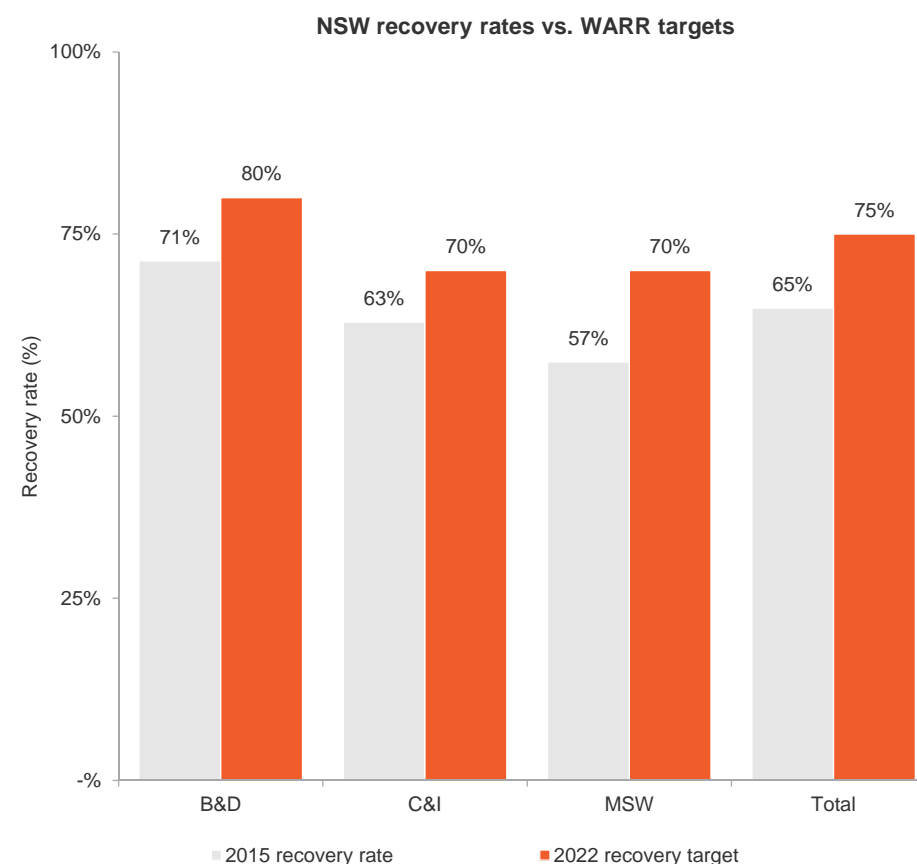
Waste sector dynamics

The waste management industry is characterised by strong, consistent demand and a bias towards growth in the recycling sector

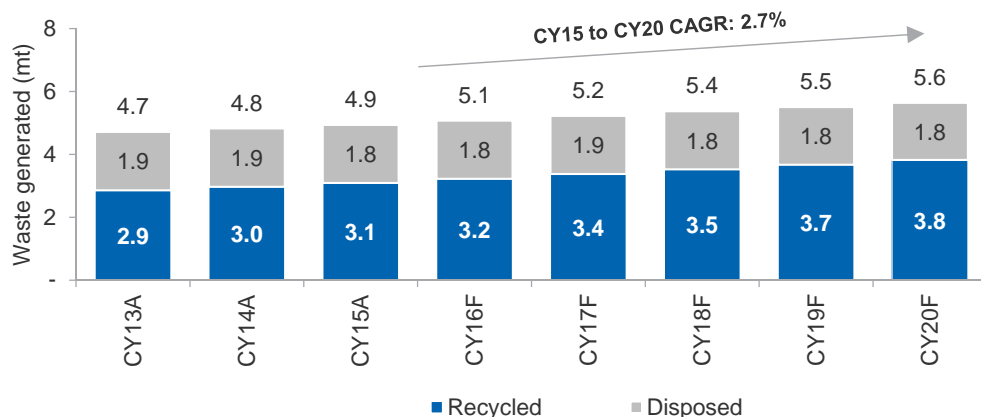
NSW B&D waste generation¹



Regulatory targets for recycling recovery rates²



NSW C&I waste generation¹

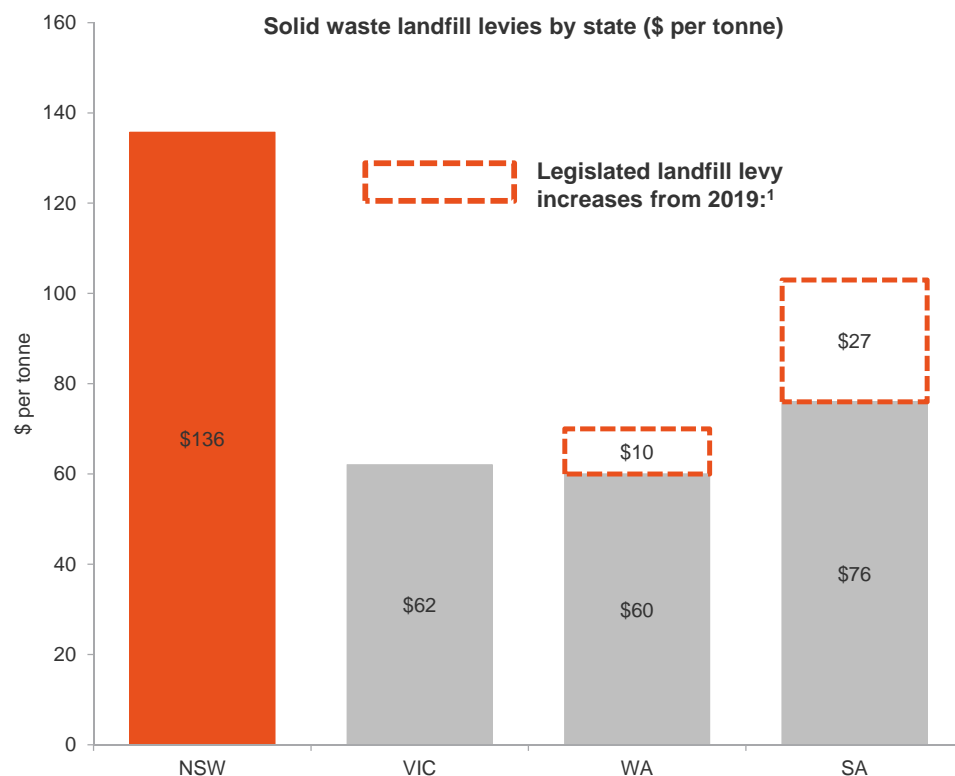


1. Management estimates.
2. Source: Recovery rate per management estimates; recovery targets per WARR Strategy.

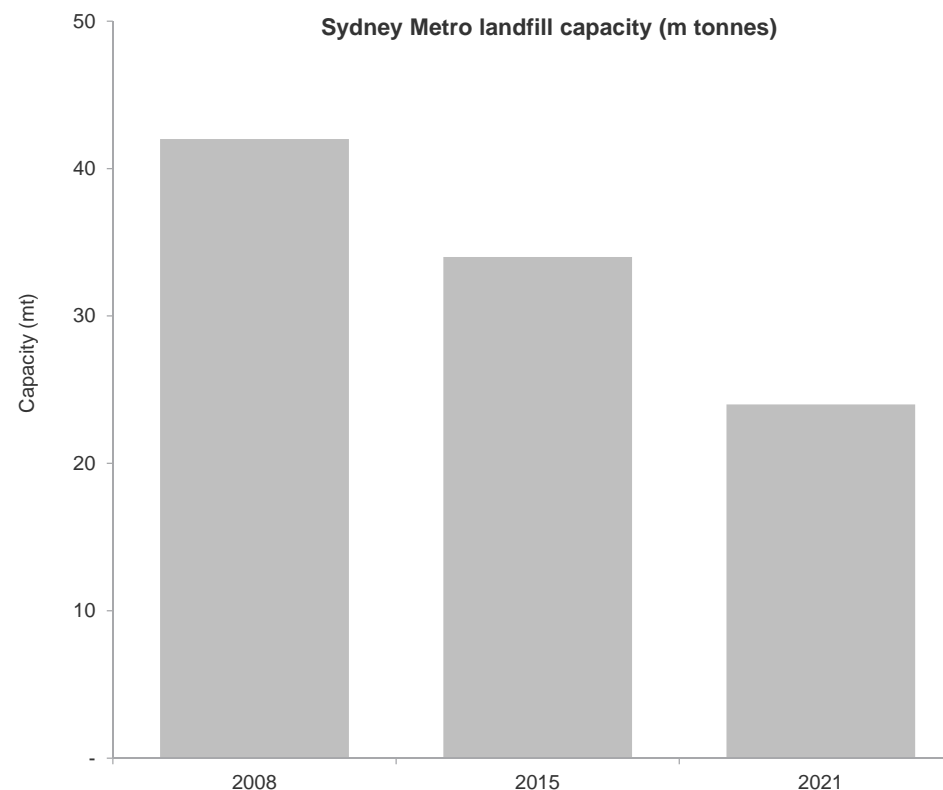
Key drivers of the recycling sector

Strong regulatory fundamentals and diminishing landfill capacity are expected to support growth in the NSW and broader Australian recycling sector

Increasing landfill levies¹



Falling landfill capacity²

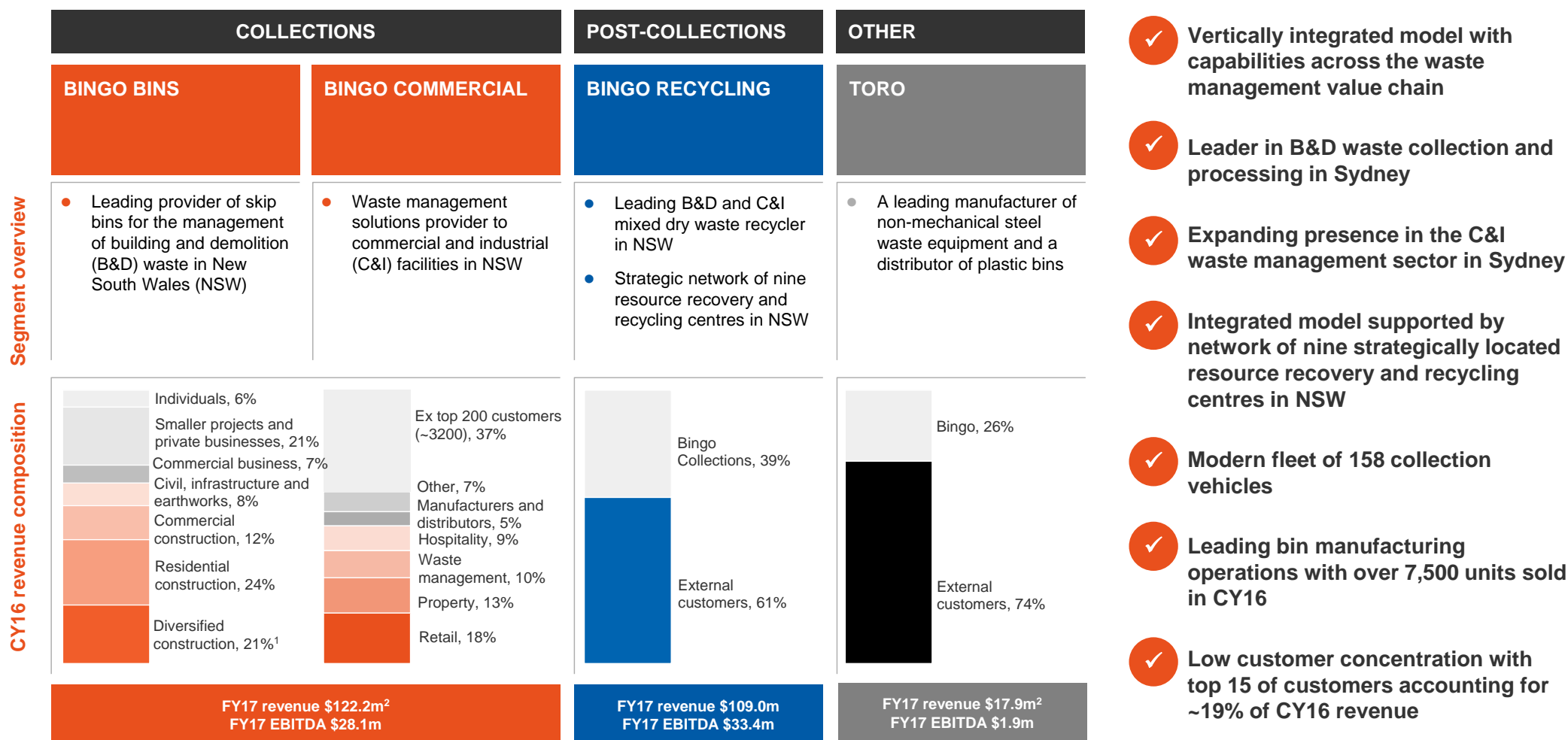


1. Source: New South Wales EPA – Waste Levy in Metropolitan Levy Area; Queensland Government – Landfill Levy on commercial waste; South Australian Environment Protection Authority – Solid Waste Depot Levy for waste produced in Metropolitan Adelaide; Victorian Environment Protection Authority – Landfill Levy, Metropolitan and Provincial Rate for Municipal and Industrial waste; and Western Australian Government – Landfill Levy on putrescible waste.

2. Source: City of Sydney, Advanced Waste Treatment Master Plan March 2014.

Overview of Bingo

Bingo is a leading waste management company operating a vertically integrated model across New South Wales

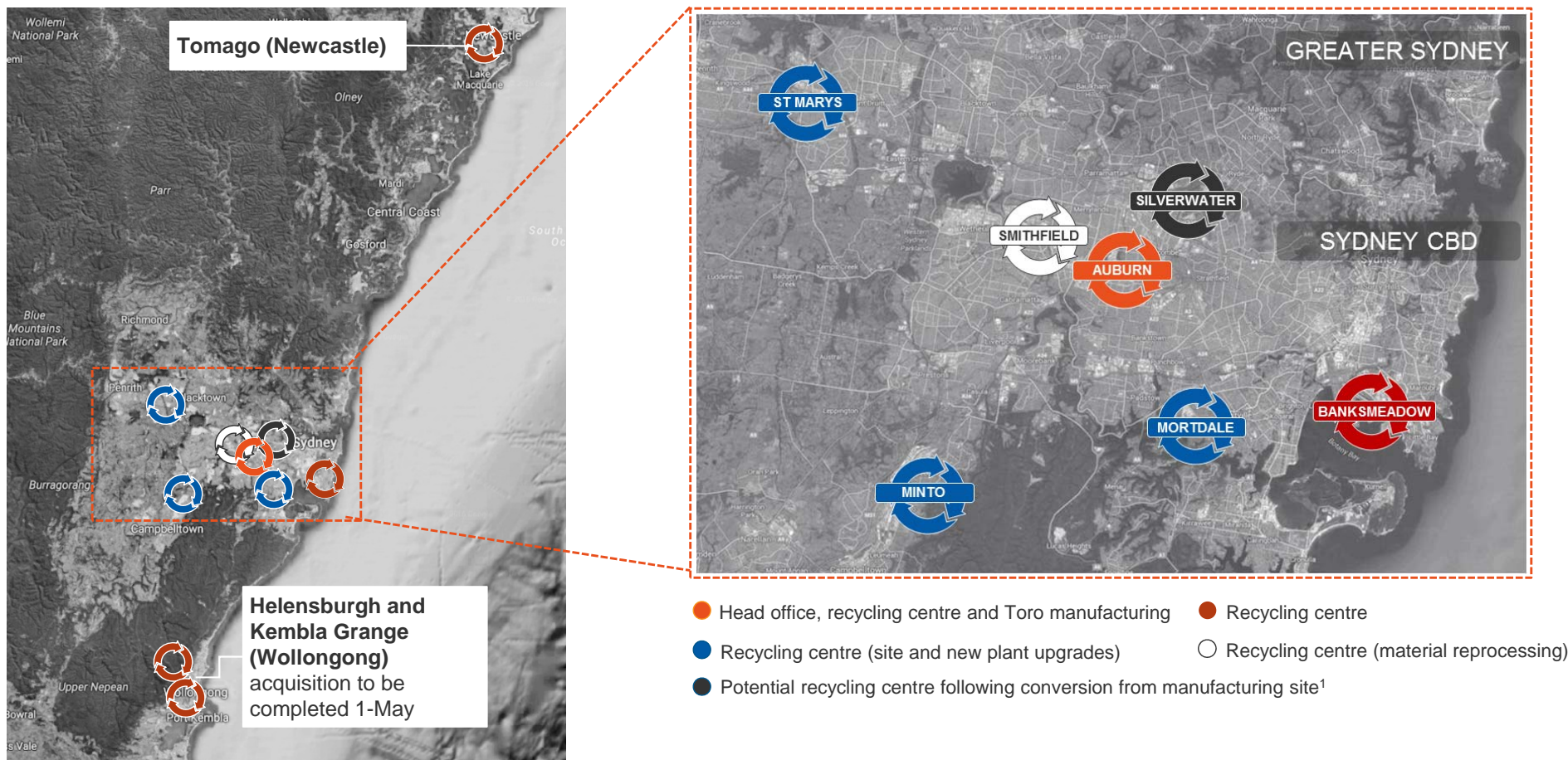


1. Includes construction companies that operate across multiple end-markets.
2. Includes internal revenue and excludes corporate costs.

Strategic network of waste management and recycling centres

Bingo has a network of waste management and recycling centres that are strategically located across greater Sydney

Overview of NSW recycling network



1. Bingo is currently considering plans to operate the Silverwater facility as a resource recovery and recycling centre. Bingo has an existing development approval to process and recycle waste at the site, but it is currently not operational.

Auburn

Bingo's Auburn facility and head office is strategically located west of Sydney's CBD and is one of the most advanced and innovative facilities of its type in the southern hemisphere

Key Statistics

Location	~15km west CBD (~4km from Parramatta)
Land size	12,980m ²
Facility	<ul style="list-style-type: none"> • Advanced automated sorting and recycling technology • Bingo Head Office

Advanced automated sorting and recycling operations



St Marys

The advanced automated sorting and recycling facility at St Marys was re-opened on 1 May 2017 and is now operational

St Marys

Location	~45km west of Sydney CBD
Land size	6,140m ²
Facility	Advanced automated sorting and recycling technology



Advanced automated sorting and recycling operations



Banksmeadow

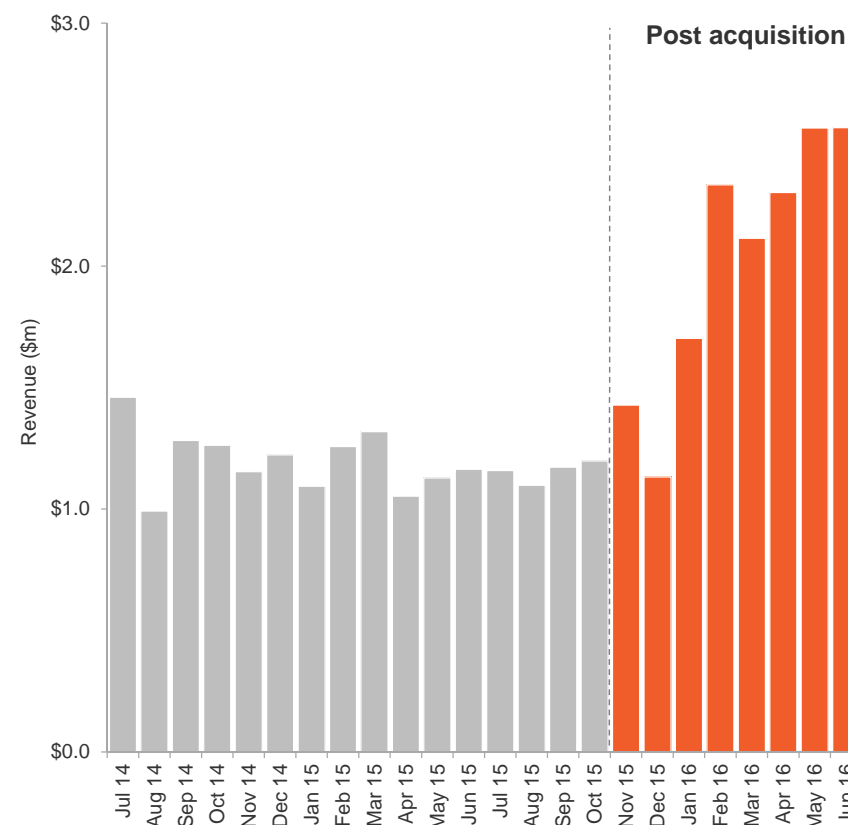
Bingo's Banksmeadow facility located near Sydney's CBD is a highly convenient post-collection facility for customers

Banksmeadow

Location	~11km south of Sydney CBD
Land size	8,200m ²
Facility	Automated sorting and recycling technology



Banksmeadow - Monthly revenue (\$m)¹



¹. Source: Management.

Minto and Smithfield

Bingo has made an application to process additional waste at Minto. Reprocessed brick and concrete from Bingo's Smithfield facility is sold to external customers increasing margin capture

Minto

Location	~50km south-west of Sydney CBD
Land size	8,960m ²
Facility	Advanced automated sorting and recycling technology



Smithfield

Location	~30km west of Sydney CBD
Land size	3,600m ²
Facility	Brick and concrete crushing plant



Wollongong

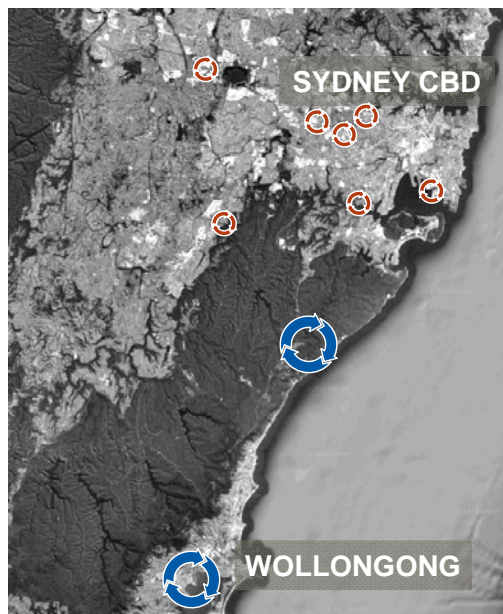
The Wollongong acquisition was completed ahead of schedule on 1 May 2017. The Kembla Grange site is intended to be upgraded with advanced automated sorting and recycling technology

Key Statistics

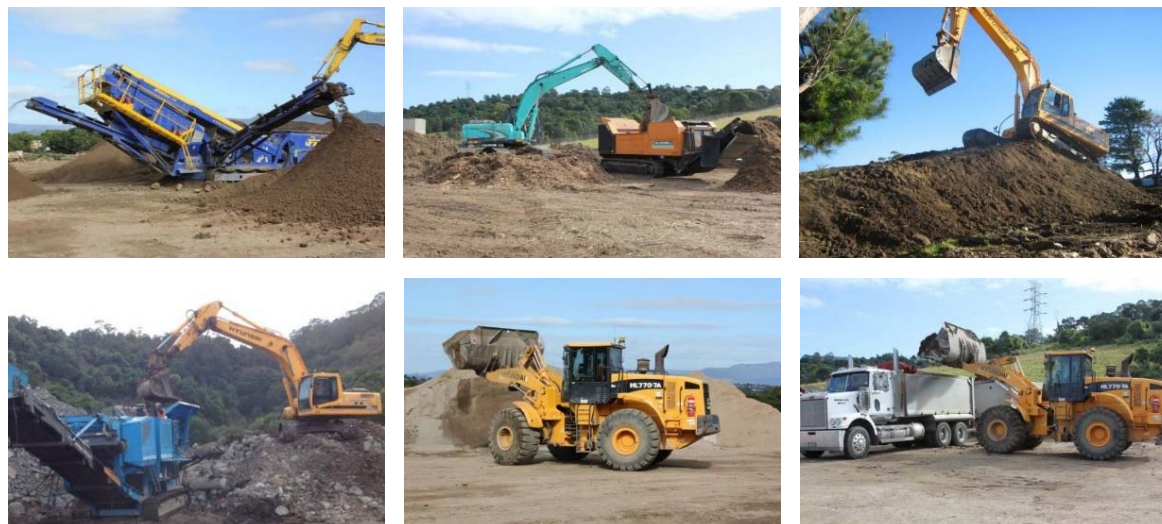
Location	Helensbrugh: ~45km south of Sydney CBD Kembla Grange: ~70km south of Sydney CBD
Facility	Intended to be upgraded with advanced recycling technology

- Currently 3/14 products created by Bingo's recycling process are revenue generating
- Wollongong Acquisition will significantly enhance Bingo's recycling capabilities
- Additional revenue-generating capabilities include:
 - Timber Shredding
 - Green waste processing

Location



Existing site operations



Operational efficiency via technology

Bingo's significant investment in its IT systems enables it to streamline its operations and offer market leading levels of customer service

Internally developed systems are integrated throughout Bingo's operations

Bingo Live – a unique customer- accessible portal

1

Transport and logistics management

2

Seamless service delivery for customers and Bingo's drivers

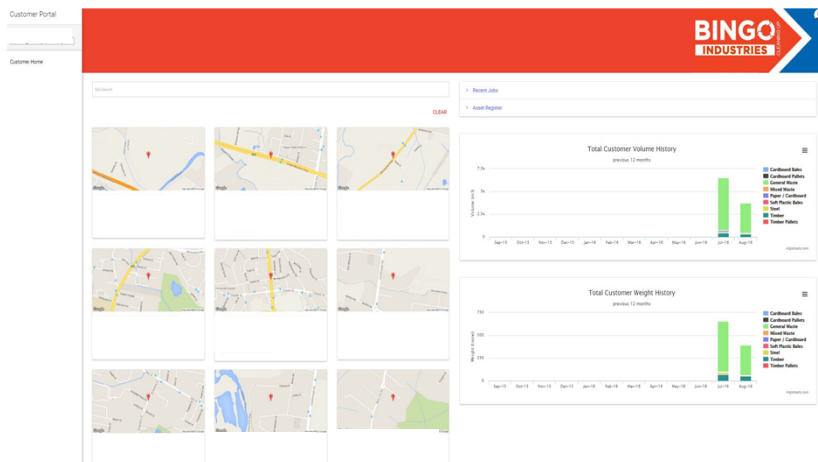
3

Internal compliance and OH&S monitoring and reporting capabilities

4

CUSTOMER BENEFITS

Enables Bingo to deliver contracted clients a seamless service with instant access to all key 'live' waste management information

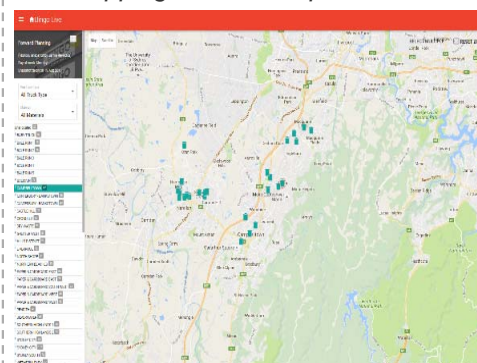


OPERATIONAL BENEFITS

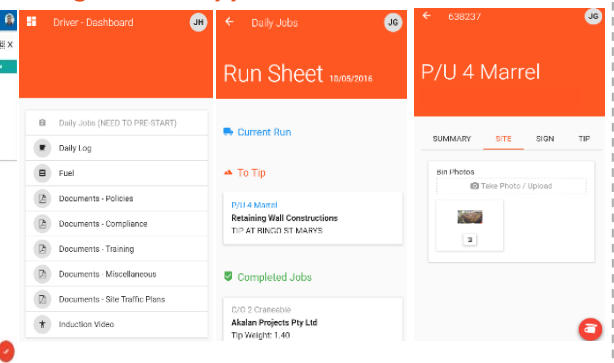
Delivery and management of services integrated with Bingo Live

- Enables team of only six allocators to manage the logistics of Bingo's fleet
- Live mapping tools track each Bingo vehicle and customer job
- Paperless operation with each driver equipped with a tablet and connected to allocators and customers – assists with compliance, proof of delivery and billing
- Internal real-time tracking of sales, volumes, utilisation of vehicles and monitoring of compliance and OH&S requirements (e.g. vehicle inspections, driver fatigue, speeds and overloading)

Live mapping with route optimisation



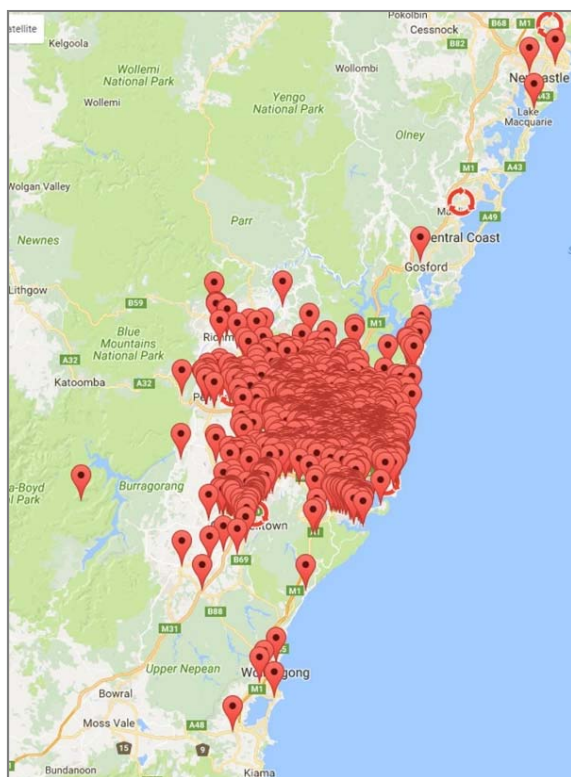
'Bingo Driver' application



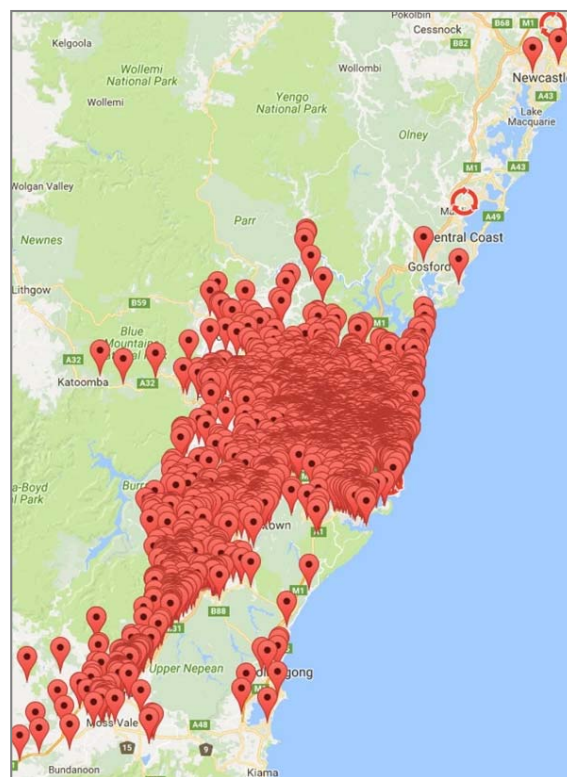
Growth in Bingo's collections business

Bingo has achieved strong growth in its collections operations across NSW, driven by the high level of service offering

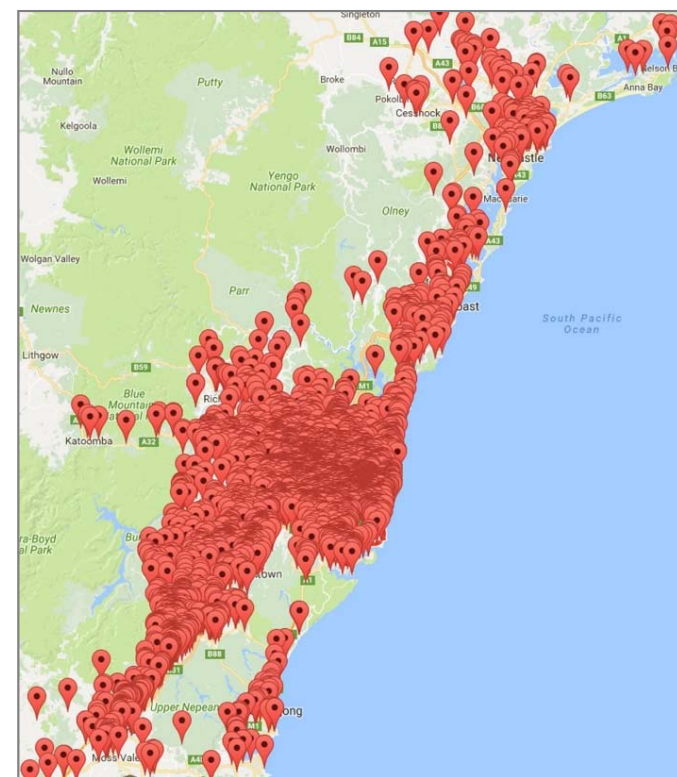
2015



2016



2017



“The Bingo Way” – safety culture, social & environmental responsibility

Bingo is committed to minimising its environmental impact and harm to local communities. Bingo's operations are focused on maximising safety and minimising environmental harm

BINGO'S SAFETY VALUE SYSTEM

- Aim to achieve **ZERO** harm for employees, customers and visitors
- Real “safety culture”
 - Policies integrated into all aspects of the business
 - Supported by extensive employee training, safety inspections and internal and external safety audit
- Commitment to continuously improving its safety culture
 - Best practice safety system certified to AS/NZS 4801:2001 (OH&S Management System Requirements)
 - Externally audited every six months to ensure compliance



ENVIRONMENTAL SUSTAINABILITY

- Committed to environmental sustainability in its workplace and operations
- Environmental management systems are ISI 14001 certified
- Leading the waste management sector in minimising environmental impact:
 - Innovative recycling practices
 - Promoting resource recovery and recycling
 - Minimising emissions from its fleet and operations
 - Actively promoting environmental awareness



“The Bingo Way” – customer service focus

Bingo leverages its unique, market leading customer service offering to capture additional market share across the waste management value chain

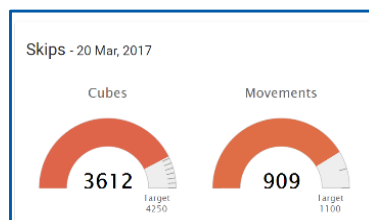
INCREASING FOCUS ON RECYCLING

- Customers increasingly focused on sustainability and diverting waste from landfill
 - Corporate environmental and sustainability targets
- Integrated model allows Bingo to demonstrate recycling rates for customers
- 84% of Bingo Collections volume is recovered via Bingo's resource recovery and recycling centres
 - Auburn facility achieves a resource recovery rate of approximately 85%¹
 - Investment in advanced and bespoke equipment for resource recovery and recycling

CUSTOMER PORTAL AND TRANSPARENT SERVICE

Bingo Live:

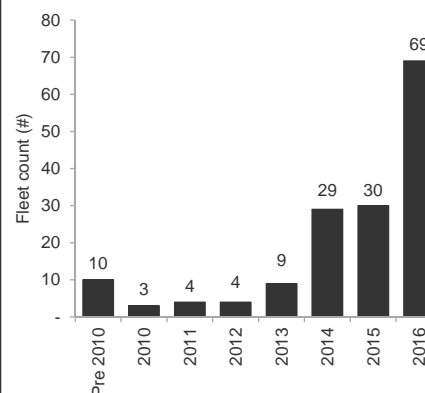
- Unique level of customer control
- Instant access to 'live' information provides substantial benefits for procurement
- Customisable to customer accounts payable / invoicing systems
- Totally paperless operations



RELIABILITY AND PROFESSIONALISM

- Modern fleet, 81% being of model year 2014 or newer
- Certainty of bin availability
- Professional level of service
- Training focused on service and safety

Fleet count by model year²



BRANDING AND MARKETING

- Key focus for Bingo
- Resources committed to maintaining bins and trucks
- Point of differentiation for Bingo

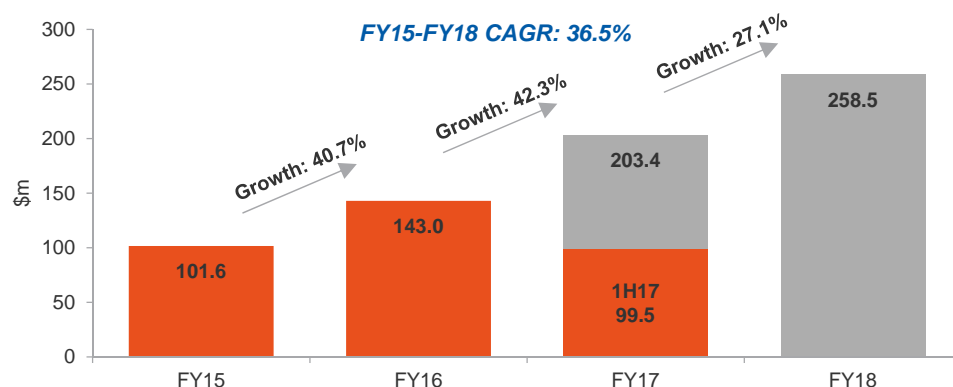


1. The first facility in the Bingo network to have advanced recycling equipment installed.
 2. Management estimate as at 31 December 2016.

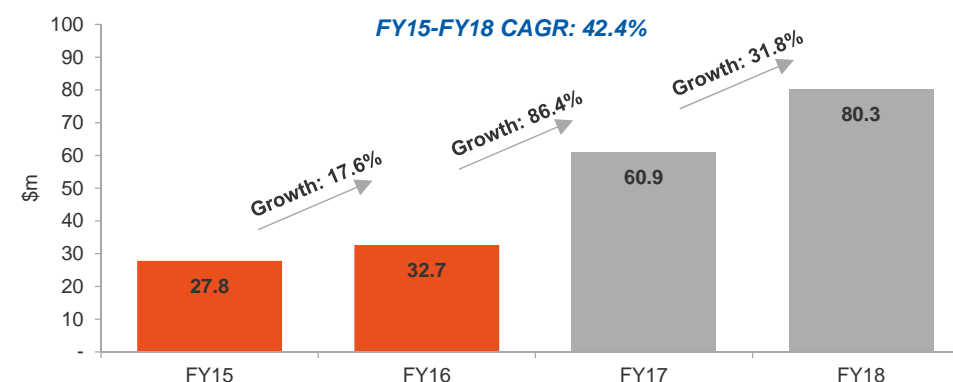
Track record of strong financial performance and growth

Bingo has delivered significant growth through a mix of organic growth, synergistic acquisitions and investment in its recycling operations

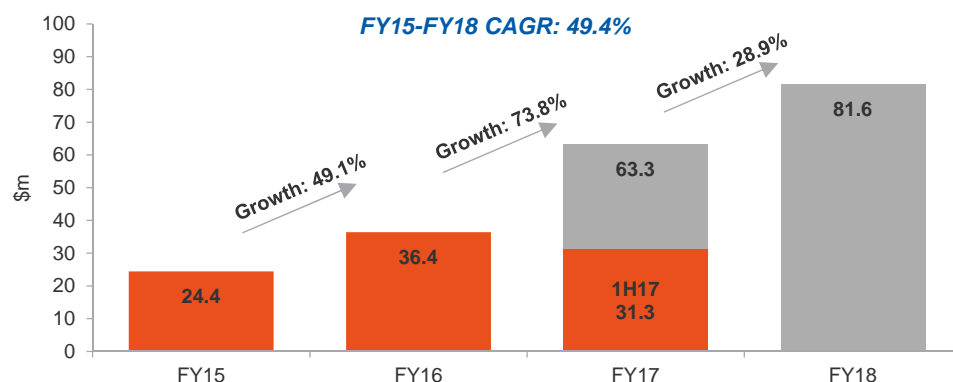
Pro forma revenue



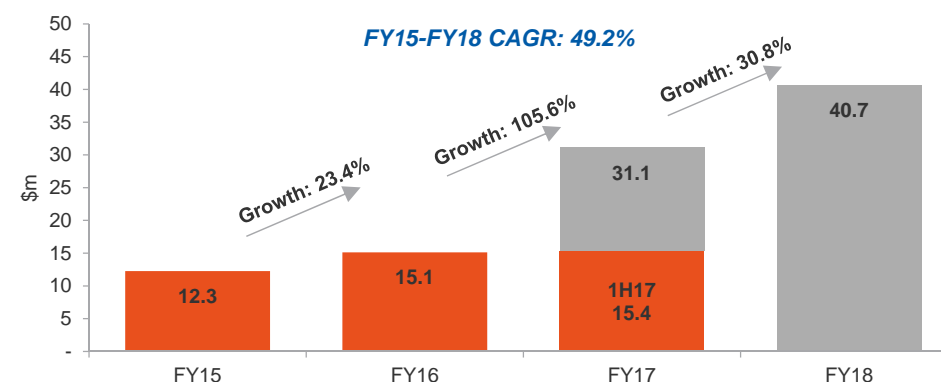
Pro forma operating cash flow¹



Pro forma EBITDA



Pro forma NPAT



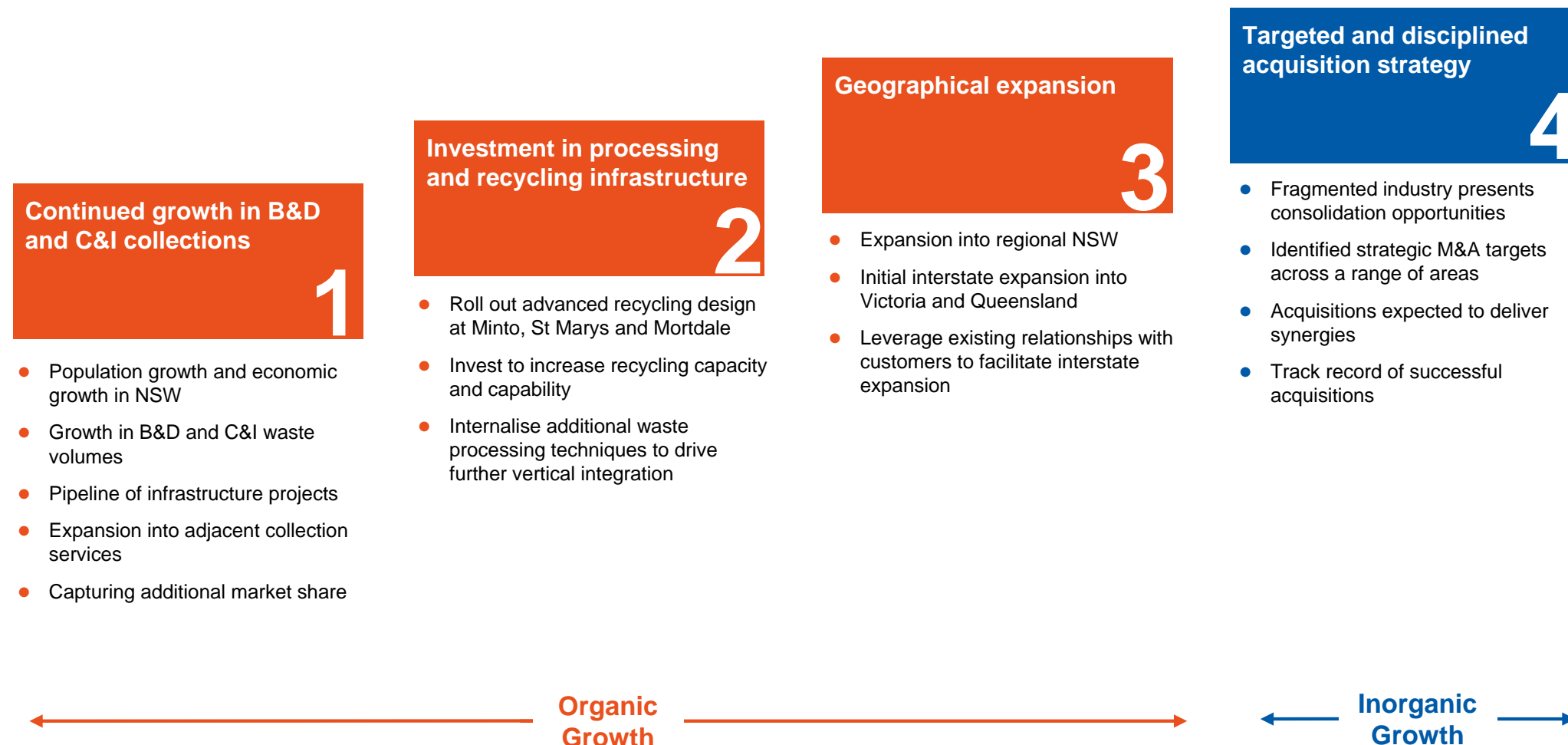
Note: Refer to the Prospectus lodged with ASIC on 13 April 2017, for notes relating to the income statement figures above.

1. Operating free cash flow before capital expenditure.

■ = actuals ■ = forecasts

Bingo is positioned for growth

Bingo is well positioned to target a number of attractive growth opportunities in existing and adjacent industry segments and geographies



Summary

- ➔ **Full network of 9 strategically located recycling centres now operational across New South Wales**
- ➔ **Successfully re-opened the St Mary's recycling centre on 1 May 2017 with new advanced automated resource recovery and recycling technology**
- ➔ **Wollongong Acquisition completed ahead of schedule on 1 May 2017**
 - **Provides Bingo with additional recycling capabilities**
 - **Increases revenue generating recycling outputs from 3 to 5:**
 - **Scrap steel**
 - **Paper / cardboard**
 - **Brick / concrete**
 - **Timber shredding**
 - **Green waste processing**
- ➔ **Bingo is expected to list on 3 May**



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bingoindustries.com.au

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Appendix **A**

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Important notice and disclaimer

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See also the paragraphs under the heading "Market and industry data based primarily on management estimates" in the important notice section of the Prospectus.

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