FY2017 Full Year Results
Investor Presentation

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BINGO INDUSTRIES CLEANING UP

29 August 2017

www.bingoindustries.com.au

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Throughout this document non-IFRS financial indicators are included to assist with understanding Bingo's performance. The primary non-IFRS information is pro forma EBITDA, pro forma EBIT, pro forma NPAT and Operating Cash Flow before interest and tax payments.

Management believes pro forma EBITDA, pro forma EBIT, pro forma NPAT and Operating Cash Flow before interest and tax payments are appropriate indications of the on-going operational earnings and cash generation of the business and its segments because these measures do not include one-off significant items (both positive and negative) that relate to disposed or discontinued operations and post-listing costs. A reconciliation of non-IFRS to IFRS information is included where these metrics are used. This document has not been subject to review or audit by Bingo's external auditors.

All comparisons are to the previous corresponding period of FY2016 – the 12 months ended 30 June 2016, unless otherwise indicated. Certain figures provided in this document have been rounded. In some cases, totals and percentages have been calculated from information that has not been rounded, hence some columns in tables may not add exactly.

All forward debt and leverage metrics do not include dividends or capital management initiatives such as a share buy-back.

Investment highlights

- Exceeded revenue and earnings Prospectus forecasts
- Improved safety performance with a reduction in LTIFR of 57% over FY17
- Continued diversification and enhanced market share with a strong pipeline of opportunities across collections and post-collections
- Increased post-collections network capacity to 1.5 million tonnes with the opening of Minto and St Marys, and the acquisition of Wollongong and Revesby facilities
- National expansion on track with Victorian entry ahead of schedule
- Strong return on capital – FY17 ROCE of circa 20%
- Reaffirmed FY18 underlying guidance

Note: FY18 Guidance excludes benefit of Revesby and Victorian acquisitions.

Section 1

Operational highlights

FY17 Summary

Strong operating performance delivers revenue, EBITDA and NPAT above Prospectus forecasts

A$m	FY17	FY17 Prospectus	% Variance to Prospectus
Net revenue	209.7	203.4	3.1%
Pro forma EBITDA	64.1	63.3	1.2%
Pro forma EBITDA margin	30.6%	31.1%	(1.7%)
Pro forma NPAT	32.0	31.1	2.8%
Operating free cash flow	61.0	60.9	0.2%
Capital expenditure	66.0	49.6	33.1%
Leverage ratio[1]	1.6x	1.5x - 2.0x	Within range
LTIFR	4.3	n.a.	n.a.

- Strong operating performance delivers revenue, EBITDA and NPAT above Prospectus forecasts
- Revenue outperformance driven by increased volumes in both collections and post-collections
- EBITDA margin impacted by early investment in human capital and key business infrastructure to support FY18 growth
- Integration of Wollongong acquisitions completed and St Marys site operational
- Leverage consistent with IPO range
- Additional capex relates to the Revesby acquisition and FY18 capex brought forward
- Continued focus on safety – LTIFR improved 57% from 9.9 to 4.3

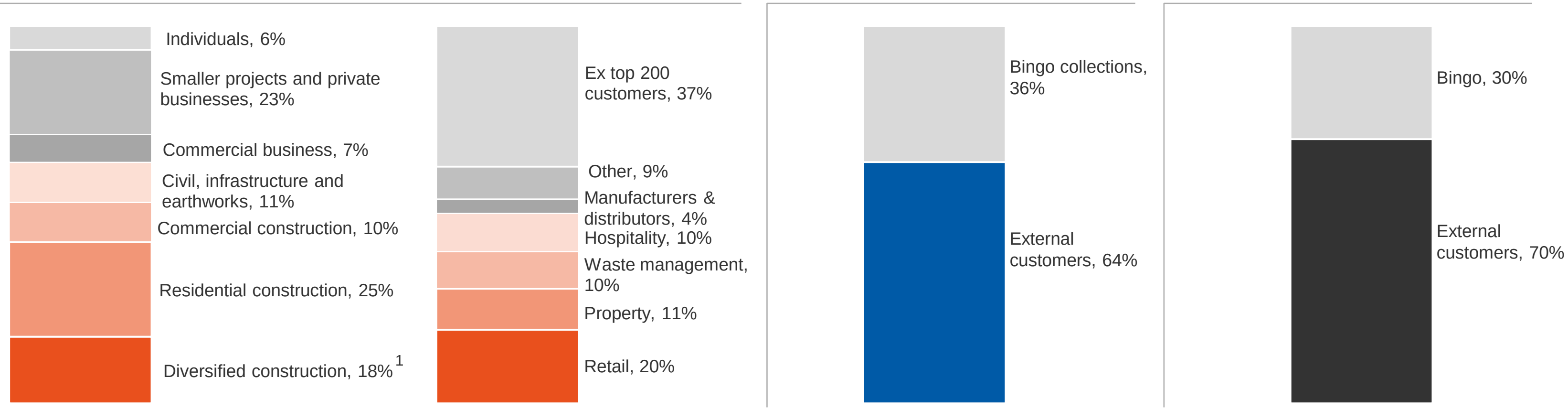
1. Leverage ratio based on net debt calculated as bank borrowings less cash.

Strength of a diversified portfolio

- Diverse business mix with the top 10 customers accounting for ~15% of group revenue
- Strong pipeline of infrastructure projects and a high level of commercial and residential construction activity supports Bingo's growth

COLLECTIONS		POST-COLLECTIONS	OTHER
BINGO BINS	**BINGO COMMERCIAL**	**BINGO RECYCLING**	**TORO & OTHER**
FY17 update: • Strong volumes from residential and commercial developments together with a solid pipeline of infrastructure projects	• Increased volumes from commercial and industrial (C&I) facilities in NSW	• Benefiting from increased network capacity and greater utilisation • Solid infrastructure pipeline transitioning to construction phase	• Revenue growth in line with strong growth from collections
FY17 revenue $121.8m		**FY17 revenue $116.8m**	**FY17 revenue $18.7m**

FY17 revenue composition



1. Diversified construction includes construction companies that operate across multiple end-markets.

Key operational developments post listing

1 Acquisition of Kembla Grange and Helensburgh

- Completed 1 May 2017
- Servicing the Wollongong and Illawarra regions
- Provides Bingo with additional recycling capabilities and revenue streams
  - Timber shredding and green waste process
  - 5 of 14 end products are revenue producing

2 Successful reopening of St Marys recycling centre

- Re-opened 1 May 2017
- Recycling rates of 75%-80% reached within 2 months
- Advanced automated sorting and recycling technology
- Pursuing options to expand the site's capacity with EIS submitted for stage 2 development
- Bingo now reached 1.5 million tonnes of capacity

3 Acquisition of Revesby recycling facility

- Further addition to Bingo's strategic network of facilities around NSW
- Services Inner West, South West and Southern suburbs of Sydney
- Redevelopment plans for site commenced with forecast completion in FY19

4 Victorian acquisitions

- Acquisition of 3 waste management businesses executed in August 2017
- Fully integrated Victorian platform (40 vehicles, a C&I presence and two recycling facilities)
- $38 million purchase price and $8 million initial capex outlay
- Annualised EBITDA contribution expected to be $8 million

Contributing to a sustainable future

Our business model is based on sustainability and business growth - they are complementary goals for Bingo. Bingo is committed to achieving the principles of environmental sustainability in its workplace and operations

FOCUS AREAS

ENVIRONMENTAL RESPONSIBILITY

- Maximise recycling with technology and innovative solutions to exceed 75%-80% diversion target of waste from landfill
- Contribute to a circular economy - Bingo re-process and re-sells 5 of the 14 waste product streams it processes and diverts most others from landfill
- Forge partnerships such as with Planet Ark, to minimise environmental impacts of waste and advocate legislative change

Proud Partner of PLANET ARK

GOVERNANCE

- Board driven review of policies and reporting framework – aligned to strategy and independently verified
- Commitment to adhere to global best practice reporting standards
- Independently rate our facilities and recycling results using industry tools such as ISO, Green Star and Infrastructure Sustainability Council of Australia (ISCA)

SOCIAL ENGAGEMENT

- Promote resource recovery and recycling through community education and support for government legislation
- Bingo supports a number of charities including the McGrath Foundation and Cancer Council NSW
- Ensure our workplace diversity and inclusion goals are realised

BINGO EDUCATION

Our initial sustainability targets

- Exceed our target 75%-80% diversion rate
- Become energy self sufficient through solar energy and fleet fuel solutions
- Sustain a young and efficient vehicle fleet that is compliant with the Euro V emission standards
- Drive change in the community through educational programs reaching 1,000 students each year through site tours
- Zero harm safety target – deliver a near term LTIFR of below 4 with a long term zero harm target
- Promote greater workplace diversity through the implementation of an inclusion strategy
- Improve independent accreditations and transparency of performance of our facilities and promote industry transparency around recycling rates
- Double the number of trucks to advertise philanthropic partners

Section 2

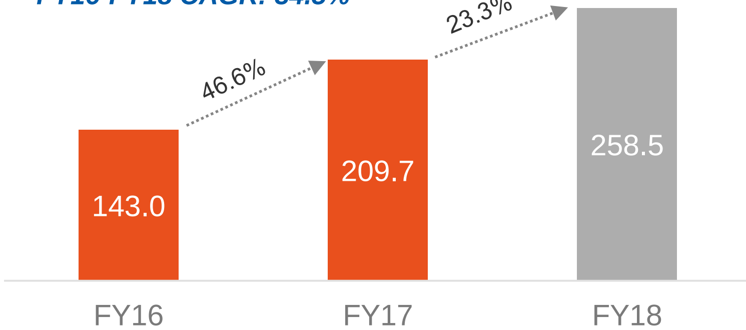
Financial performance

FY17 strong year-on-year growth

Bingo exceeds Prospectus forecasts in revenue, EBITDA and NPAT

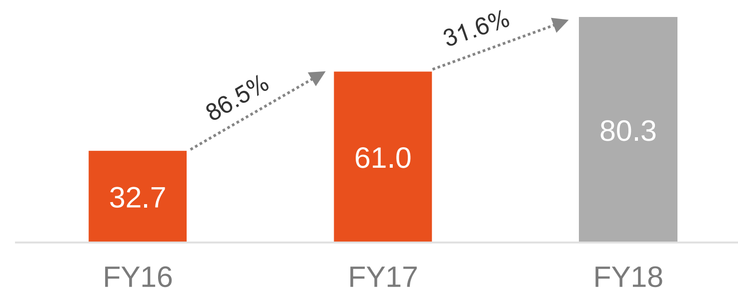
Net revenue $m

FY16-FY18 CAGR: 34.5%



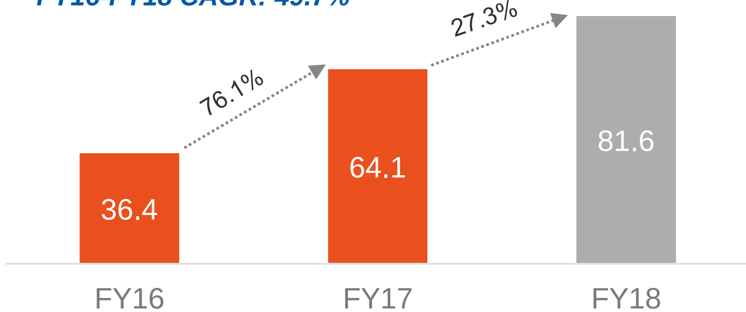
Operating free cash flow $m

FY16-FY18 CAGR: 56.7%



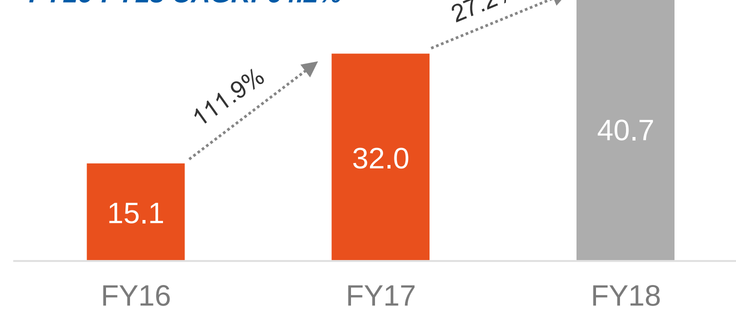
Pro forma EBITDA $m

FY16-FY18 CAGR: 49.7%



Pro forma NPAT $m

FY16-FY18 CAGR: 64.2%



Actual Forecast

Note: FY18 represents Prospectus forecasts, excludes contributions from post IPO acquisitions.

Pro forma segmental performance - summary

A$m	FY16	FY17	FY17 Prospectus	Variance to Prospectus
Collections revenue	93.1	121.8	122.2	(0.3%)
Post-collections revenue	68.7	116.8	109.0	7.2%
Other revenue	15.0	18.7	17.9	4.5%
Eliminations[1]	(33.7)	(47.6)	(45.7)	4.3%
Net Revenue	143.0	209.7	203.4	3.1%
Collections EBITDA	18.1	28.1	28.1	-
Post- collections EBITDA	16.6	34.9	33.4	4.5%
Other EBITDA	1.7	1.1	1.9	(42.4%)
Pro forma EBITDA	36.4	64.1	63.3	1.2%

Commentary

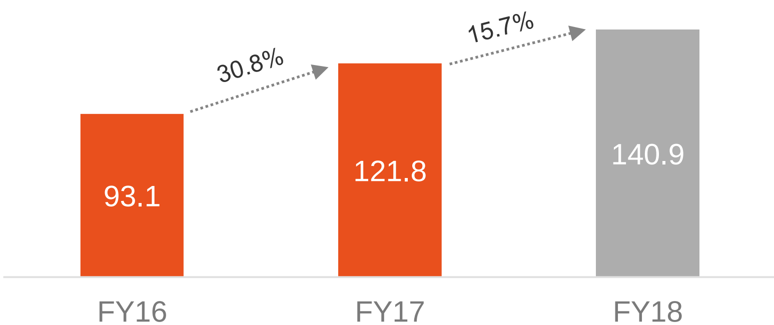
- Strong year-on-year growth in net revenue and EBITDA of 47% and 76% respectively
- Post-collections revenue growth underpinned by strong contributions from Auburn and Banksmeadow, and Minto and St Marys facilities coming online during the year
- In FY17 post-collections became the strongest contributor to group EBITDA
- Other EBITDA was impacted by previously unallocated corporate costs and the write off of acquisition costs
- Toro EBITDA increased by 24%

1. Elimination of intercompany sales, which represent the revenue generated by the post-collections segment by processing waste delivered by the collections segment, and the products sold by Toro to the collections segment.

Segmental performance - collections

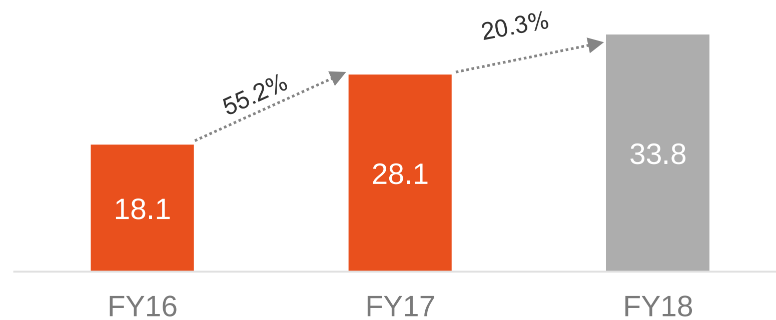
Revenue $m

FY16-FY18 CAGR: 23.0%



Pro forma EBITDA $m

FY16-FY18 CAGR: 36.7%



Highlights

- EBITDA margin improved from 19.4% in FY16 to 23.1% in FY17
- Enhanced market share in B&D and C&I
- Bingo has a role on a number of large infrastructure projects including WestConnex and NorthConnex which impact our B&D collections and post-collections segments
- Several new high profile contracts in retail and commercial property sectors
- Strong organic growth with the number of collection vehicles increasing from 120 to 173 during the year

Outlook

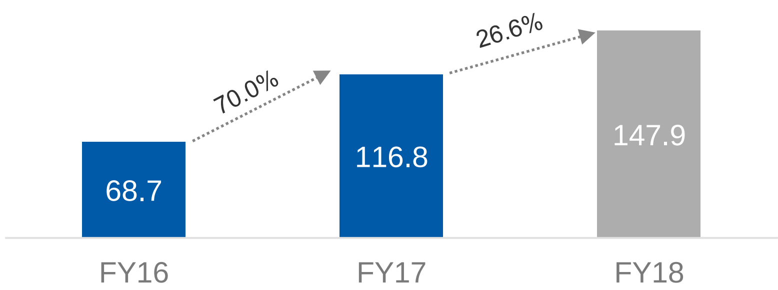
- Well positioned to target the strong pipeline of critical infrastructure in NSW and VIC
- Bingo is pursuing over $30 million of C&I revenue opportunities over the next 18 months
- Identified opportunities to expand into adjacent collection services and geographies

Actual Forecast

Segmental performance – post-collections

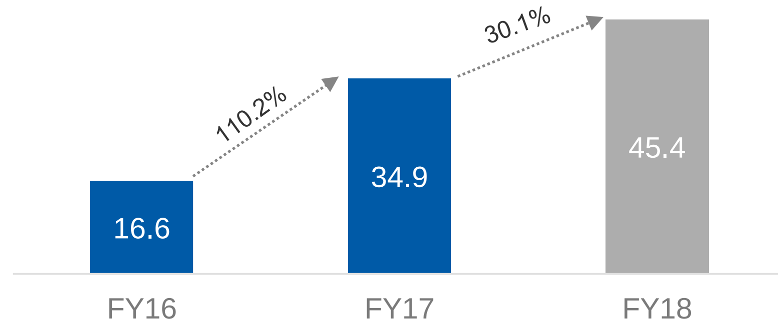
Revenue $m

FY16-FY18 CAGR: 46.7%



Pro forma EBITDA $m

FY16-FY18 CAGR: 65.4%



Highlights

- EBITDA margin improved from 24.2% in FY16 to 29.9% in FY17
- Increased network to 11 resource recovery and recycling facilities
- Industry leading network diversion rate of 75-80% across all facilities
- Best monthly diversion rate of 87% achieved at Minto
- Strategic network of recycling and recovery facilities

Outlook

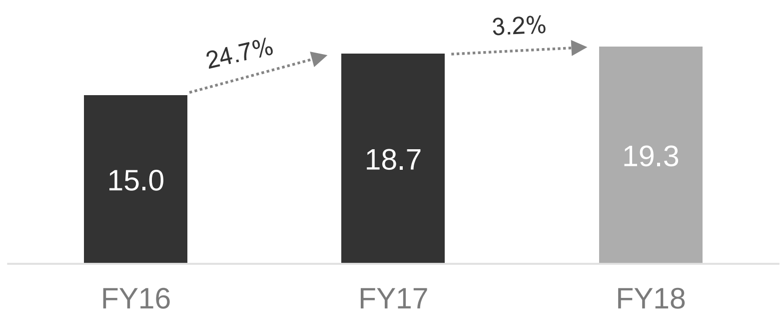
- Full year contribution of upgraded and new facilities positions Bingo to capture increased volumes
- Network capacity now 1.5 million tonnes (up from 1 million tonnes) and increasing to 2 million tonnes in FY19
- Strong regulatory fundamentals expected to support the transition to a circular economy
- Geographical expansion along the Eastern Seaboard

Actual Forecast

Segmental performance – other

Revenue $m

FY16-FY18 CAGR: 13.4%



Pro forma EBITDA $m

FY16-FY18 CAGR: 18.8%

Highlights

- Revenue increased by 25% against the prior period
- Toro sold over 11,000 units in FY17 and EBITDA improved by 24% year-on-year
- EBITDA was impacted by other corporate costs which included the write off of acquisition costs.
- Early investment in human capital and key business infrastructure to support FY18 growth

Outlook

- Toro sales expected to benefit from strong collections business and geographical expansion

Actual Forecast

Balance sheet

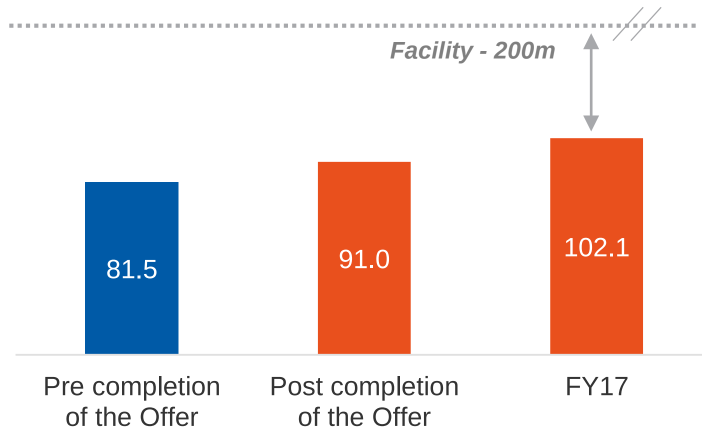
Strong balance sheet with the financial flexibility to pursue growth opportunities

Pro forma balance sheet

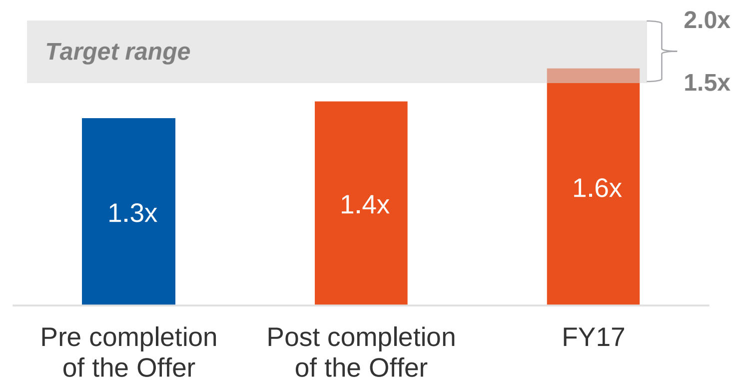
$m	Pro forma 31-Dec-16	As at 30-Jun-17
Total current assets	39.0	49.2
Total non-current assets	201.7	246.0
Total Assets	**240.6**	**295.2**
Total current liabilities	(27.9)	(38.3)
Total non-current liabilities	(101.7)	(132.9)
Total Liabilities	**(129.6)**	**(171.2)**
Net assets	**111.0**	**124.0**
Total equity	**111.0**	**124.0**

- Post the Victorian acquisitions, net debt is expected to peak at $155m (leverage ratio of 1.9x) and will reduce to c.1.6x by the end of FY18 through free cash flow generation and contributions from acquisitions

Net Debt $m



Leverage Ratio[1] (Net Debt / FY17 EBITDA)



1. Leverage ratio based on net debt calculated as bank borrowings less cash.

Section 3

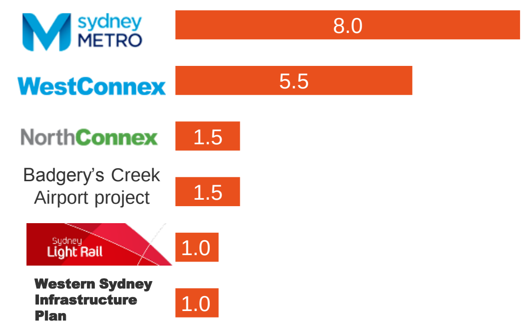
Strategy update

Favourable industry dynamics support FY18 outlook

Attractive infrastructure pipeline

- Federal Government infrastructure pipeline of $70bn over the next 10yrs, predominately along the East Coast
- NSW Government $73bn investment in critical infrastructure over the next 4 yrs. Bingo has secured a number of contracts for waste management services to these projects including work on WestConnex and NorthConnex
- $74bn of VIC state capital projects commencing or underway in 2017-18 with an additional infrastructure investment of $9.6bn a year for the next 4 years including Metro Tunnel and M80 Ring Road upgrade ($673m)

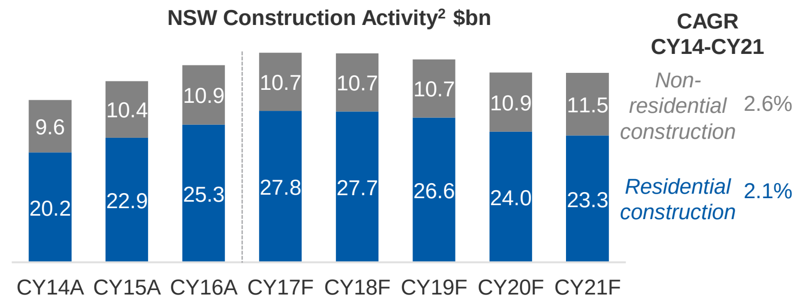
Selected NSW infra projects



Project	Project size	Est completion
Sydney Metro	$16.7bn	2023
WestConnex	$20.3bn	2023
NorthConnex	$2.6bn	2019
Badgery's Creek Airport project	$5.3bn	n.a.
Sydney Light Rail	$2.1bn	2019
Western Sydney Infrastructure Plan	$3.6bn	2025

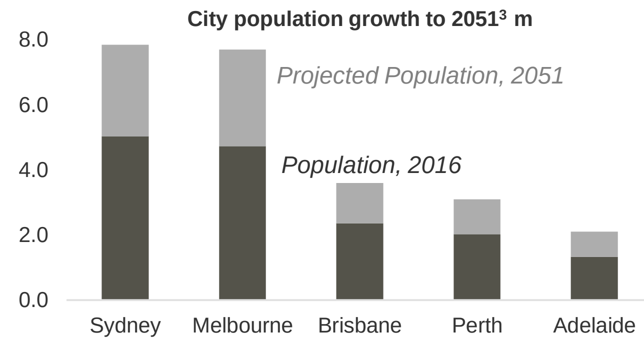
Sustained construction activity

- Non-residential construction activity in combination with infrastructure developments is expected to offset any cyclical decline in residential activity (not yet reducing, solid pipeline)
- NSW commercial building activity is supported by a pipeline of apartment developments and non-residential approvals together with record government spending on hospitals ($7.7bn over 4 years) and schools ($4.2bn over 4 years)
- BIS expects more than 2 million sqm of new office space to be built across Sydney metro over the next 4 years



Urbanisation in city areas

- Three quarters of Australian's living in urban cities generating 80% of GDP[3]
- Sydney's population will increase by 1.6 million people by 2031, with 900,000 expected to occur in Western Sydney
- Victoria has the strongest population growth rate of all the states at 2.1% p.a.
- NSW investment in infrastructure is expected to boost economic growth by an average of 0.5% a year over the next 2 years



1. Management estimates.
2. Australian Construction Industry Forum, Australian Construction Market Report, November 2016.
3. Australian Bureau of Statistics, Population Growth 2016 and Smart Cities Submission Dept of the Prime Minister and Cabinet, Treasury and Immigration and Border Protection projections.

Bingo is positioned for growth

- Post IPO achievements continue to position Bingo to capture growth in key end markets
- Victorian market entry achieved ahead of schedule and in disciplined financial manner

	ORGANIC GROWTH			INORGANIC GOWTH
Growth levers	**Continued growth in B&D and C&I collections** 1	**Investment in processing and recycling infrastructure** 2	**Geographical expansion** 3	**Targeted and disciplined acquisition strategy** 4
Proof points during FY17	✓ Over $140bn of infrastructure projects in NSW and VIC either committed or commenced ✓ Record NSW government expenditure on transport and roads including Sydney Metro City and Southwest (accelerated by 5-7 years) ✓ Pursuing over $30 million in C&I revenue opportunities	✓ Roll out of advanced recycling design at Minto and St Marys completed ✓ Redevelopment of Revesby commencing ✓ Wollongong upgrades expected to be completed end of CY18 ✓ Annualised capacity increasing to 2 million tonnes in FY19 ✓ Growth underpinned by demand for, and regulation of recycling, which Bingo continues to champion	✓ Victorian operating platform secured ✓ Entering Victorian C&I market on the back of existing clients and new operational footprint ✓ Focused on strengthening relationships with national customers	✓ Accelerated entry to Victoria with the acquisition of three waste management businesses ✓ $38 million purchase price and $8 million initial capex outlay ✓ Fully integrated Victorian platform (40 vehicles, a C&I presence and two recycling facilities) ✓ Annualised EBITDA contribution from post-IPO acquisitions expected to be $9.5 million[1] with further synergies possible

1. Includes annualised EBITDA contribution from Revesby and Victorian acquisitions.

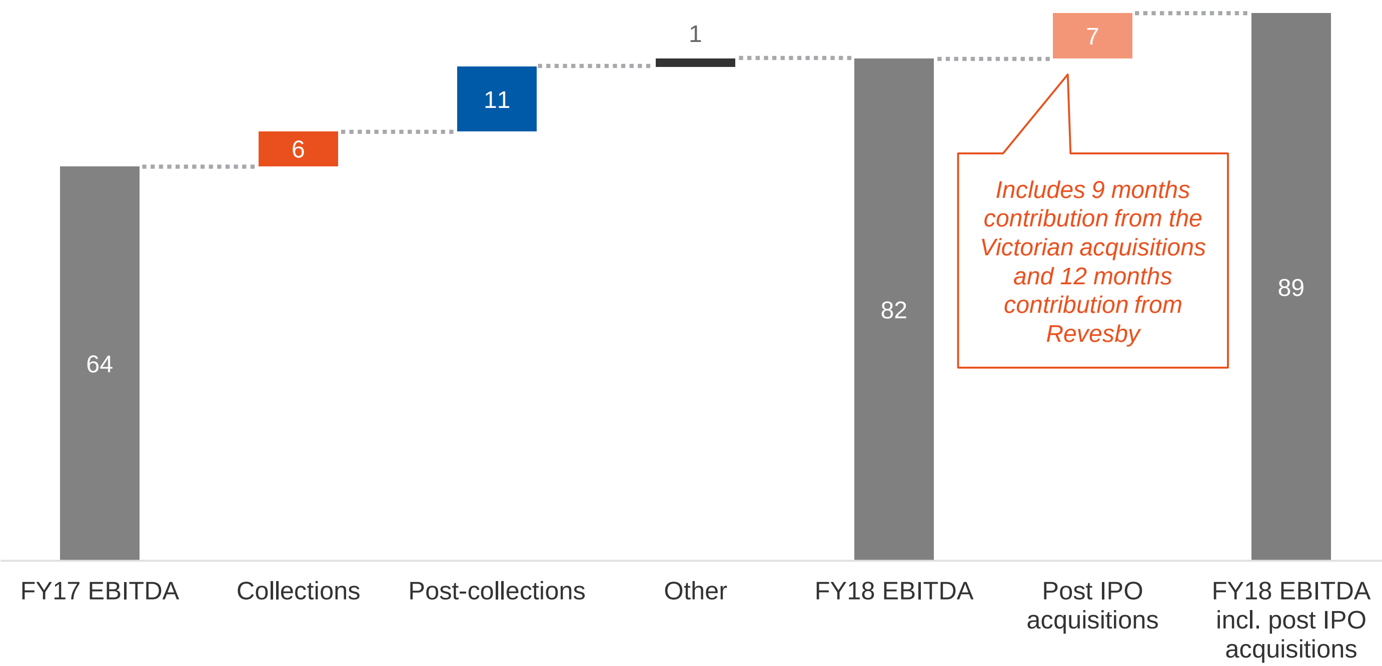
Section 4

Summary and outlook

EBITDA bridge FY17 to FY18

FY18 EBITDA expected to exceed Prospectus forecast due to the impact of various acquisitions

FY17-FY18 Pro forma EBITDA bridge $m



FY17-FY18 growth drivers

- EBITDA forecast to grow by 39% to $89m year-on-year
- Collections growth due to contribution from regional expansion strategy
- Post-collections growth due to Wollongong acquisition, full year contribution from facilities that were redeveloped in FY17 and further plant upgrades in recycling network

Note: Post-IPO acquisitions include Revesby and Victorian acquisitions.

Outlook and FY18 guidance

- Positive momentum has continued into FY18
- FY18 performance will be underpinned by organic and inorganic growth strategies and geographical expansion
- Solid balance sheet supported by strong operating free cash flow
- Bingo expects to introduce a dividend and DRP in respect of 1H FY18
- ***Reiterate FY18 guidance previously provided in the Prospectus of pro forma EBITDA of $81.6m***
- ***Including post-IPO acquisitions, FY18 EBITDA uplift to ~$89 million***

Appendices

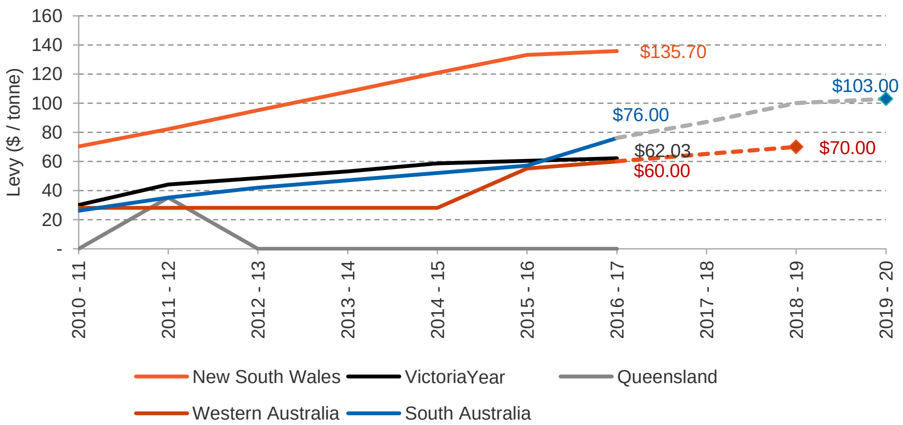
Queensland levy

Bingo believes it is well positioned to adapt to any changes in waste levy rates – including the potential introduction of a waste levy in Queensland

Waste levies across Australia

- Levies have been set by some states in Australia to incentivise resource recovery and to achieve recycling targets which will drive better environmental outcomes
- Solid waste levies vary significantly by jurisdiction, ranging from zero in Queensland at present to as high as $135.7 per tonne in New South wales
- Waste levies have facilitated improved economics of alternatives to landfill disposal, as landfill operators generally pass on the cost of landfill levy to customers
- The transport of waste to QLD is carried out within existing legislation

Solid waste levies by State ($ per tonne)



Potential impact on Bingo's operations

- **The potential imposition of a landfill levy in Queensland is likely to alter the economics of transporting waste to Queensland – resulting in the redirection of waste back into New South Wales**
  - Net impact is a likely increase in landfill costs, driven by higher demand for landfill in NSW (Bingo has locked in agreements with NSW suppliers)
  - Recycling gate fees are pegged to landfill rates which we would expect to rise to offset the additional cost
  - The increase in gate fees applies to all volumes, not just the additional volumes from QLD – leading to a revenue uplift for Bingo
  - We expect that these changes would be implemented relatively swiftly
- **Bingo believes that its strong recycling rates position it well to benefit from the potential introduction of a Queensland levy**
  - Potential market share gains driven by competitors choosing to recycle more of their waste volumes with Bingo rather than transferring it to QLD
- **Bingo believes the net impact of the above (after taking into account higher tipping costs) would be an additional c.$7m in EBITDA on an annualised basis**

Income statement

Summary pro forma income statement

Jun-YE ($m)	FY16	FY17	FY17 Prospectus	Variance (vs. Prospectus)
Net revenue	**143.0**	**209.7**	**203.4**	3.1%
Tipping and transport	(53.2)	(72.8)	(69.0)	5.5%
Fuel	(2.4)	(3.8)	(3.6)	5.6%
Other costs	(7.6)	(7.9)	(8.7)	(9.2%)
Gross profit	**79.7**	**125.2**	**122.2**	2.5%
Employee costs	(30.4)	(46.3)	(44.4)	4.3%
Administrative Expenses	(4.4)	(5.0)	(5.4)	(7.4%)
Trucks & Machinery	(4.0)	(5.4)	(5.0)	8.0%
Facilities & Yard Maintenance	(0.8)	(2.3)	(1.7)	35.3%
Other expenses	(3.6)	(2.1)	(2.4)	(12.5%)
EBITDA	**36.4**	**64.1**	**63.3**	1.3%
Depreciation and amortisation	(11.8)	(13.6)	(13.4)	1.5%
EBIT	**24.6**	**50.5**	**49.9**	1.2%
Net finance costs	(2.2)	(4.9)	(4.8)	2.1%
Profit before income tax	**22.4**	**45.6**	**45.1**	1.1%
Income tax expense	(7.3)	(13.6)	(14.0)	(2.9%)
Net profit after tax	**15.1**	**32.0**	**31.1**	2.9%

Note: Refer to Appendix slide 25 for the reconciliation of statutory to pro forma.

Reconciliation from statutory to pro forma NPAT

Reconciliation from statutory to pro forma NPAT

Jun-YE ($m)	FY16	FY17	FY17 Prospectus
Statutory NPAT	**13.7**	19.8	**18.0**
Public Company costs	(2.5)	(2.1)	(2.1)
IPO costs reversal	-	13.6	15.6
Prepayment amortisation	0.6	0.4	0.4
Rent reversal on acquired properties	4.7	5.6	5.6
Depreciation on acquired properties	(0.4)	(0.4)	(0.4)
Interest on debt	(0.3)	(0.3)	(0.3)
Pro forma tax adjustment	(0.6)	(4.7)	(5.7)
Pro forma NPAT	**15.1**	32.0	**31.1**

Commentary

- Represents Bingo's estimate of the incremental costs of operating as a publicly listed company
- IPO costs already incurred
- As certain employment conditions are satisfied the prepayment is amortised and recognised as remuneration expense. The amount will be fully amortised by the end of FY20
- Rent on Acquisition Properties represents amounts paid to related parties for rent on properties that will be acquired by Bingo Property pursuant to the Offer
- D&A calculated from the date that Bingo commenced using each respective property at a depreciation rate of 2.5% per annum
- Estimated interest calculated as if the facility had been in place since 1 July 2014, adjusted on a pro rata basis for properties and businesses acquired by Bingo
- Tax impact of the above pro forma adjustments, calculated at 30%

Balance sheet

Pro forma balance sheet

$m	Pro forma 31-Dec-16	As at 30-Jun-17
Cash and cash equivalents	9.0	13.3
Trade and other receivables	24.2	30.4
Inventory	2.6	3.0
Other	3.2	2.5
Total current assets	**39.0**	**49.2**
Property plant & equipment	153.1	189.3
Intangible assets	48.6	54.2
Deferred tax asset	-	2.5
Total non-current assets	**201.7**	**246.0**
Total Assets	**240.7**	**295.2**
Trade and other payables	(25.1)	(33.9)
Borrowings	-	(1.7)
Income tax payable	(0.8)	(0.6)
Other	(1.9)	(2.1)
Total current liabilities	**(27.9)**	**(38.3)**
Borrowings	(100.0)	(132.7)
Deferred tax liability	(1.5)	-
Other	(0.2)	(0.2)
Total non-current liabilities	**(101.7)**	**(132.9)**
Total Liabilities	**(129.6)**	**(171.2)**
Net assets	***111.0***	***124.0***
Share capital	622.4	624.0
Other contributed equity	2.8	1.3
Retained earnings	21.9	43.6
Other	(536.1)	(544.9)
Total equity	***111.0***	***124.0***

Cash flow

Pro forma historical and forecast cash flow

Jun-YE ($m)	FY16	FY17	FY17 Prospectus	Variance (vs. Prospectus)
EBITDA	36.4	64.1	63.3	1.3%
Change in working capital	(3.7)	(3.1)	(2.4)	29.2%
Operating free cash flow	**32.7**	**61.0**	**60.9**	**0.2%**
Capital expenditure / acquisitions[1]	(53.3)	(66.0)	(49.6)	33.1%
Net free cash flow before financing, tax and dividends	**(20.6)**	**(5.0)**	**11.4**	**n.m.**
Operating free cash flow conversion[2]	*89.7%*	*95.2%*	*96.2%*	*(1.0%)*
Net free cash flow before financing, tax and dividends conversion[3]	*(56.6%)*	*(7.8%)*	*17.9%*	*n.m.*

Commentary

- Working capital requirements have grown in line with the growth of the business
- Solid operating cash conversion of 95%
- Acquisition of Wollongong and Revesby finalised in late FY17
- Significant investment in fleet and advanced technology at Minto and St Marys recycling centres
- Capex uplift primarily related to Revesby and Victorian acquisitions. Capex for FY18 inline with Prospectus forecasts

1. Pro forma historical capital expenditure includes amounts financed by finance lease facilities.
2. Operating free cash flow cash flow / EBITDA.
3. Net free cash flow before financing, tax and dividends / EBITDA.

Key infrastructure projects driving B&D collections and post-collections pipeline

Project	Est. project size	Estimated Completion
WestConnex	$16.8bn	2023
Northwest Rapid Transit	$3.7bn	2019
NorthConnex	$2.6bn	2019
Sydney Metro / Northwest	$1.2bn	2019
Northern Road Upgrade	$589m	2017
Sydney Trains	$1.3bn[1]	2020
Tier 1 Builder - South Nowra Correctional Facility	$120m	2019
Tier 1 Builder - Opera House	$400m	2020
Multi Residential - Various Builders / Developers	+$1bn	2020
CPB – M1 Pacific Highway Widening	$400m	2019

Pre Prospectus
Works started and still ongoing

Post Prospectus
Works started and starting 1-6 months

- Secured as preferred supplier on a number of large infrastructure projects through agreement or contract
- Expected to benefit from new infrastructure builds in FY18
- Strong multi-residential forecast for FY18
- Geographical spread of work across Sydney

1. Construction ongoing ($150m starting in 2017)

Strong work-in-hand and new C&I collections pipeline

Strong pipeline of tenders and work to be commenced over the next 3-6 months

Pre Prospectus *(at the time of IPO)*

Customer	Annual Rev	Term[1]	Comments
Key contract wins FY17	$9.7m	3 years	• Mix of multi-site retailers and commercial properties
Submitted tenders FY17	$2.0m	3 years	• Mix of multi-site retailers and commercial properties and facilities
Targeted and / or invited to tender	$2.4m	3 years	• Targeted shopping centre facilities and large multi-site office towers and bulky goods

Post Prospectus

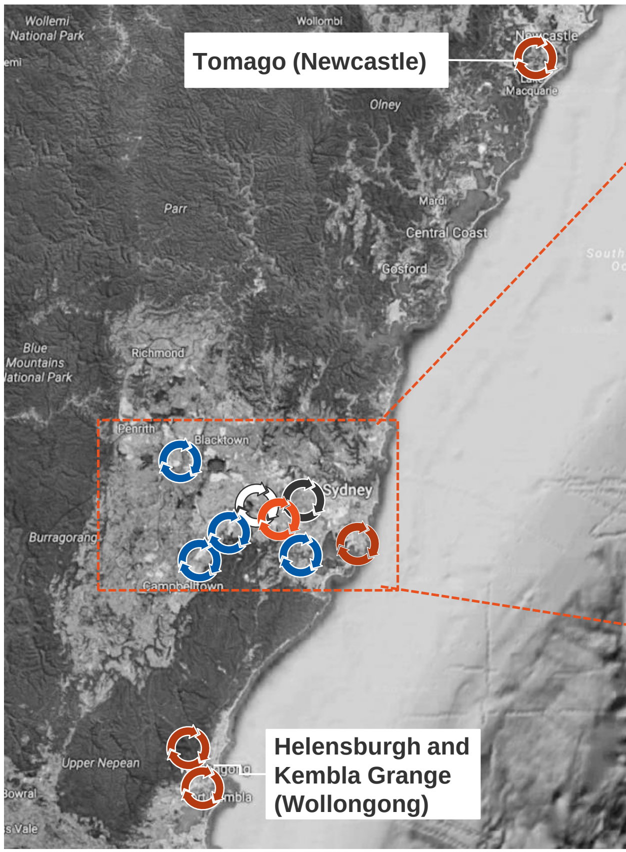
Customer	Annual Rev	Term*	Comments
Key contract wins FY18	$1.8m	3 years	• Mix of multi-site customers, commercial properties and facilities
Pipeline – 1H FY18	$7.8m	3 years	• Mix of public and private tenders ranging from $11k to $1.5m in annual revenue
Other pipeline	$20.0m	3 years	• To be tendered either directly with client or through consultant – Major Super Market, Major Shopping Centers, Major Property Groups

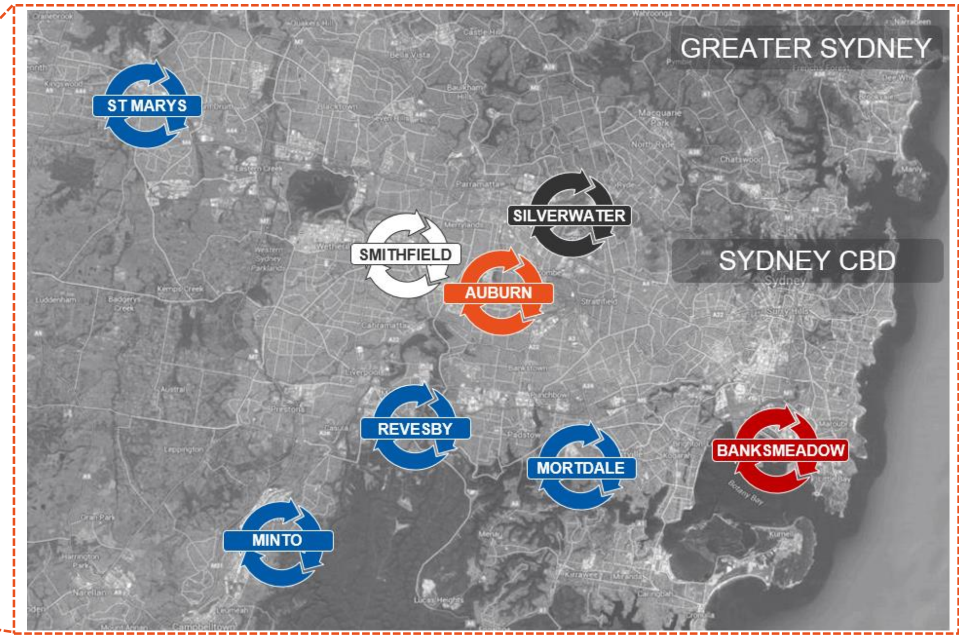
1. Denotes average term of contract.

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





- Head office, recycling centre and Toro manufacturing
- Recycling centre
- Recycling centre (site and new plant upgrades)
- Recycling centre (material reprocessing)
- Recently converted recycling centre, following conversion from manufacturing site