

# UBS AUSTRALASIA CONFERENCE

## BINGO INDUSTRIES LIMITED

12 November 2018

**BINGO**  
INDUSTRIES

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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 FY17 – the 12 months ended 30 June 2017, 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 the tables may not add exactly. Year-on-year variances have been calculated as percentages for numbers and basis points for percentages.

All forward debt and leverage metrics do not include dividends or capital management initiatives.

# Overview

- ➔ **On track to deliver stated FY19 guidance** – expect to report year-on-year pro forma<sup>1</sup> EBITDA growth of the underlying business in the range of 15–20% in FY19, prior to any impact of the acquisition of Dial A Dump
- ➔ **Continued momentum in infrastructure contract wins and C&I growth** – multiple new contract wins in infrastructure, commercial construction and C&I in FY19
- ➔ **Infrastructure investment to offset slowdown in multi-dwelling residential market from record levels** – \$75bn Federal Government 10 year national infrastructure plan; \$87bn and \$40bn in committed or commenced infrastructure projects in NSW and VIC respectively, over 4 years<sup>2</sup>
- ➔ **Redevelopment program across NSW and VIC well underway** – St Mary’s development consent granted on 7 November 2018 and key projects on track
- ➔ **Strong foundation in VIC** – Expansion on track. Continued focus on internalisation, fleet optimisation and volume growth over the next 6-12 months
- ➔ **Waste management industry characterised by strong long term growth fundamentals** – waste generation in Australia growing at six times population growth
- ➔ **Introduction of QLD** – levy to be introduced in March 2019
- ➔ **ACCC process for DADI** – Process ongoing and a decision expected in CY18

1. Pro forma excludes acquisition, capital raising, integration costs and prepayment amortisation.

2. NSW and Victorian State Budgets, May 2018.

# Achievements since listing

## STRONG UNDERLYING ORGANIC GROWTH

**~26%** organic YoY EBITDA growth in FY18

**~95%** revenue CAGR in C&I over 3 years

**65%** improvement in LTIFR from 4.3 to 1.5 against our target  
**Zero harm**

## NETWORK CAPACITY

IPO **1.0** MILLION TONNES  
  
 FY18 **2.2** MILLION TONNES (NSW & VIC)

## GEOGRAPHIC GROWTH STRATEGY ON TRACK WITH EXPANSION IN NSW AND ENTRY TO VIC



**17 Recycling Centres**

13 NSW and 4 VIC



## STRONG FINANCIAL TRACK RECORD – FY18 RESULTS

**46%**  
 3 yr Revenue CAGR



**60%**  
 3 yr pro forma EBITDA CAGR

**~20%**  
 ROCE



**>50%**  
 FY18 statutory EPS growth

## RETURNED DIVIDEND TO SHAREHOLDERS

**3.7 cents**  
 per share in FY18

## TRANSITIONED TO NATIONAL OPERATING MODEL TO SUPPORT GROWTH

# Group strategy

## STRATEGIC INTENT

Diversion of waste from landfill, through a recycling led solution, investment in technology and continuous innovation to enhance sustainability outcomes and maximise returns.

## STRATEGIC ENABLERS

### PROTECT AND OPTIMISE THE CORE

Ensure adequacy of business systems

Customer centric model - exceptional and reliable high quality service

Recycling led solution to drive sustainable outcomes

Continuous innovation and technological development

Maintain position in B&D waste and grow presence in C&I collections

### GEOGRAPHIC EXPANSION

Create space to optimise business operations

Geographic expansion along the East Coast of Australia

Concentrate on markets with favourable growth drivers

Disciplined M&A for strategic assets that meet group financial hurdles

Leverage existing relationships to facilitate organic growth

### ENHANCED VERTICAL INTEGRATION

Invest in innovation and technology driven solutions

Increase internalisation of waste volumes through Alternate Waste Treatment (AWT) for putrescible waste, Energy from Waste and investment in other technology

Post-collections solutions to enhance diversion rates such as Refuse Derived Fuel (RDF)

Build scale in C&I business to capture efficiencies

## PRIORITIES

### SAFETY

Zero harm to our people

### CUSTOMER EXPERIENCE

100% same day excellent service to our customers

### DIVERSION

>75% diversion from landfill

### GROWTH & INNOVATION

Through operational best practice and industry leadership

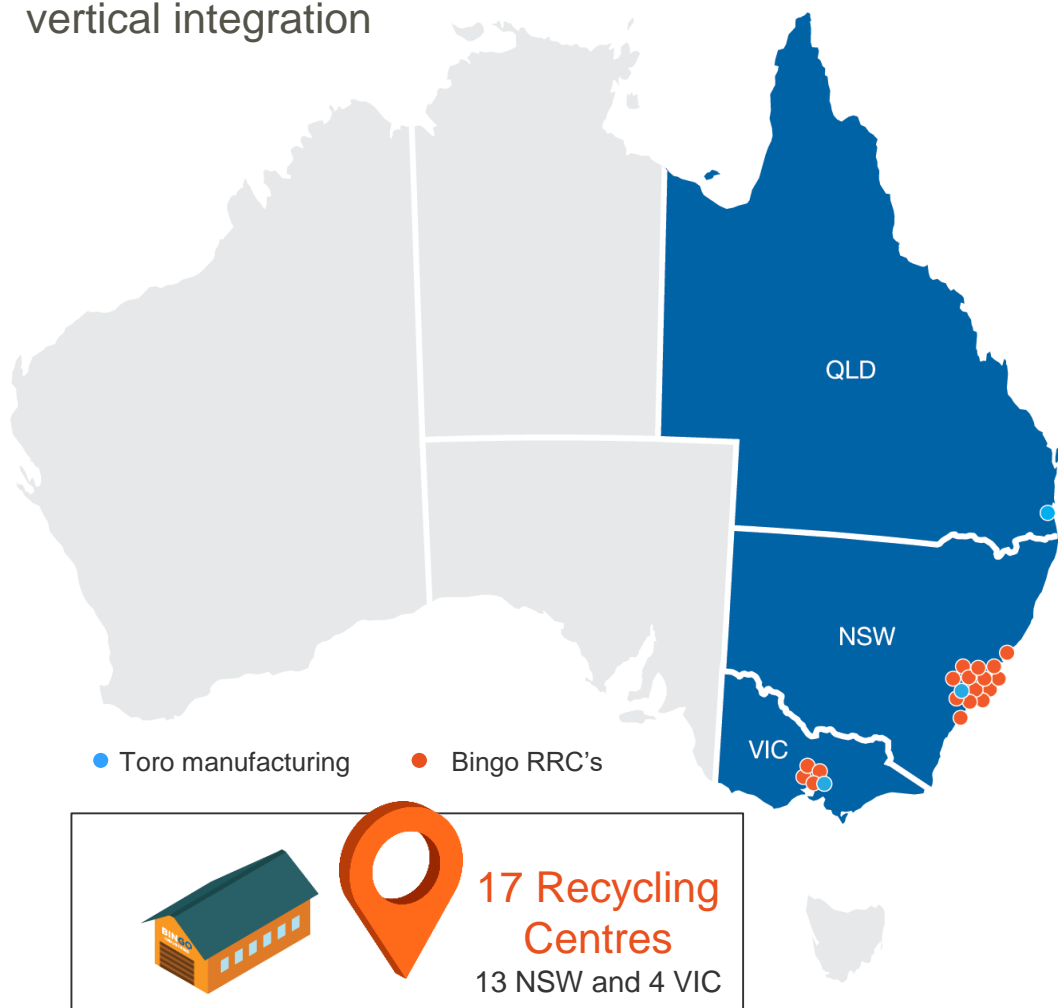
### DEVELOP & RETAIN TALENT


Invest in our people, growing future leaders



# Operating footprint

Group Strategy on track, focused on geographic expansion along the East Coast and enhanced vertical integration



|   | NSW                   |   | VIC                   |   | Total                         |
|---|-----------------------|---|-----------------------|---|-------------------------------|
| <b>CAPACITY (MT)</b>  |                       |   |                       |   |                               |
|    | 1.6<br>Million tonnes | + | 0.6<br>Million tonnes | = | 2.2<br>Million tonnes         |
| <b>PEOPLE</b>   |                       |   |                       |   |                               |
|    | 655<br>Employees      | + | 133<br>Employees      | = | 797 <sup>1</sup><br>Employees |
| <b>FLEET</b>  |                       |   |                       |   |                               |
|  | 177<br>Trucks         | + | 77<br>Trucks          | = | 254<br>Trucks                 |

1. Excludes DADI.

# Favourable waste market drivers




The Australian waste management industry is characterised by strong long term growth fundamentals

- 
**Australian waste generation growing at a compound rate of 7.8% per annum**, six times the annual growth of the Australian population over the past 20 years<sup>1</sup>, due to strong economic and population growth. Favourable growth drivers for commercial & industrial waste
- 
**Increasing urbanisation** along the east coast of Australia. Australia is one of the most urbanised countries with 85% of Australian's living in urban areas
- 
**Supportive regulatory environment.** Federal and State policies supportive of recycling and diversion of waste from landfill through favourable economic incentives
  - **QLD levy** – Waste disposal levy of \$70 / tonne to commence on 4 March 2019, promoting a recycling market in QLD
  - **VIC levy** – Likely to increase within the next 12-18 months
- 
**Recycling 'crisis' raising the profile of waste in homes, for organisations and governments.** “China Sword Policy” and “War on Waste” have elevated waste to a strategic and significant issue
- 
**Maturity of the Australian market.** The Australian waste market is ripe for disruption through investment in technology to move to international best practice
- 
**Changing community attitudes.** Public overwhelmingly in favour of increased recycling

# Australian construction market dynamics

Slow down in multi residential construction from record highs, expected to be offset by commercial construction and infrastructure investment

## CONSTRUCTION TAILWINDS

|  |   |   |
|--|---|---|
| <b>Infrastructure</b><br>(Transport and Social)                  | <ul style="list-style-type: none"> <li>Significant pipeline of transport and social infrastructure projects in NSW and VIC with the peak activity expected in 2019-20</li> <li>~\$87bn in NSW and ~\$40bn in VIC in new infrastructure over the next 4 years</li> <li>Western Sydney Aerotropolis catalyst for future construction activity in NSW</li> </ul> |  <ul style="list-style-type: none"> <li>Bingo has a solid base of infrastructure work in hand, recent contract wins and work to tender</li> <li>Infrastructure waste mix highly recyclable and therefore margin accretive</li> </ul> |
| <b>Commercial Construction</b><br>(Offices, Hotels & Industrial) | <ul style="list-style-type: none"> <li>\$4.8bn worth of commercial construction underway in Sydney CBD (predominately offices and hotels)<sup>1</sup></li> <li>Upswing in Sydney office market expected to continue for at least 4 years</li> <li>Office and Industrial rents expected to outperform in the next 1-2 years</li> </ul>                         |  <ul style="list-style-type: none"> <li>Leverage existing relationships with major diversified construction companies targeting commercial work</li> <li>Strong pipeline across NSW and VIC</li> </ul>                               |
| <b>Continued Economic &amp; Population Growth</b>                | <ul style="list-style-type: none"> <li>Population growth in NSW and VIC is expected to continue to increase underpinned by migration and economic prosperity, providing favourable drivers for further construction activity over the long term</li> </ul>  |  <ul style="list-style-type: none"> <li>Robust economic, population and employment growth in Bingo's two operating markets of NSW and VIC present the greatest future opportunities</li> </ul>                                       |

## CONSTRUCTION HEADWINDS

|  |  |  |
|--|--|--|
| <b>Residential Construction</b><br>(Multi-Residential) | <ul style="list-style-type: none"> <li>Growth from multi apartment residential projects in NSW and VIC is expected to moderate</li> <li>ACIF forecast a fall by 1% this year and 5% in 2019-20 bringing residential construction expenditure to \$94bn (down from \$105bn in 2017-18)</li> </ul> |  <ul style="list-style-type: none"> <li>Bingo estimates that ~25% of Group Revenue is related to residential construction</li> <li>Slow down in residential construction expected to be offset by infrastructure and commercial activity</li> <li>Continue to target single dwelling construction</li> </ul> |
| <b>Commercial Construction</b><br>(Retail)             | <ul style="list-style-type: none"> <li>Outlook for retail rents (-1.5% &amp; -1.4%) has weakened further for FY19 and FY20</li> <li>Retail rents are expected to fall in all states</li> </ul>   |  <ul style="list-style-type: none"> <li>Bingo has very limited exposure to retail commercial construction</li> </ul>  |

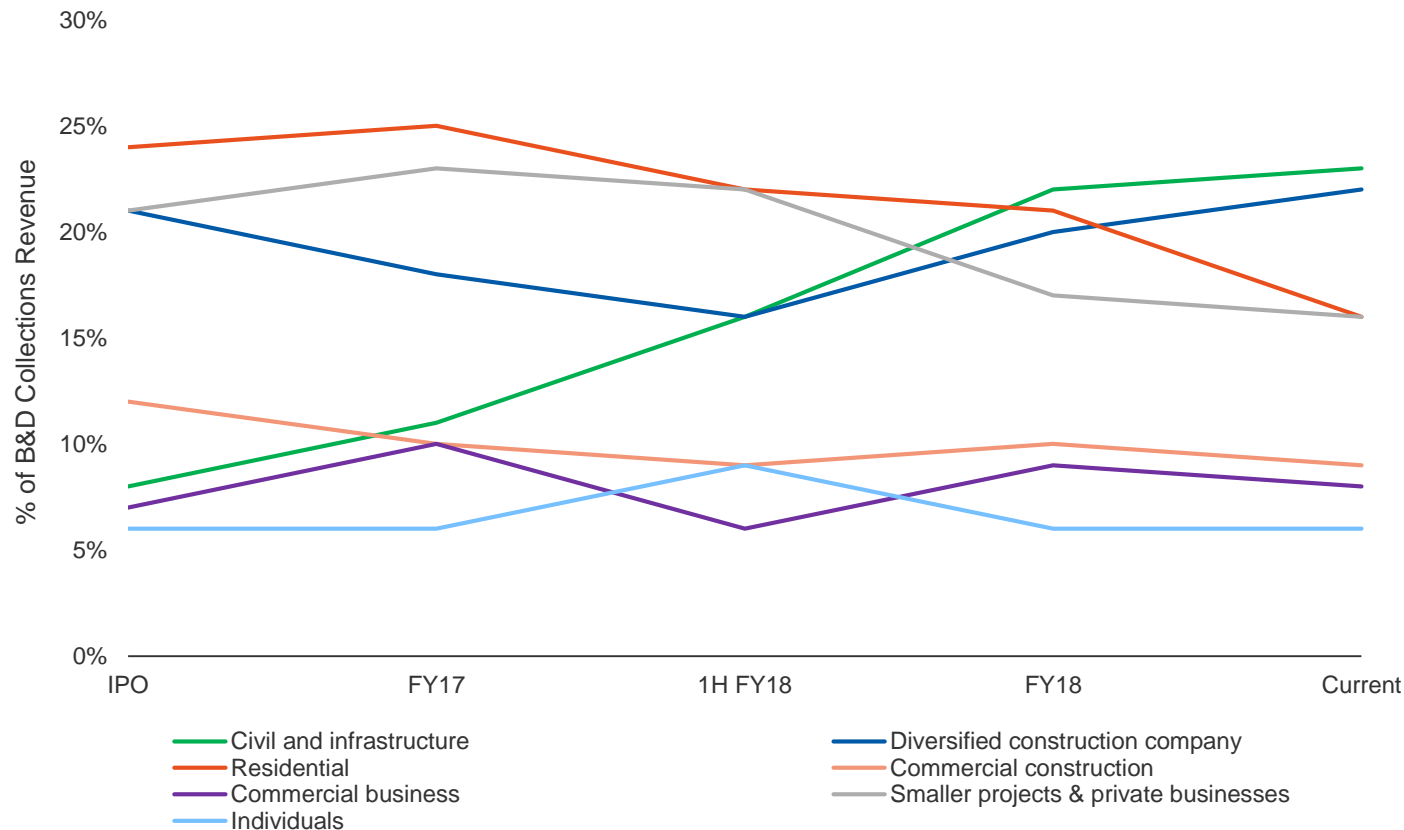
1. Corelogic.  
2. BIS Oxford Economics, Sydney Commercial Property Prospects.



# Diversified exposure across construction end markets

Bingo has a diversified portfolio with exposure across a number of end-markets and is well placed to target growth within the construction cycle

**Bingo B&D Collections Revenue by diversified end market**



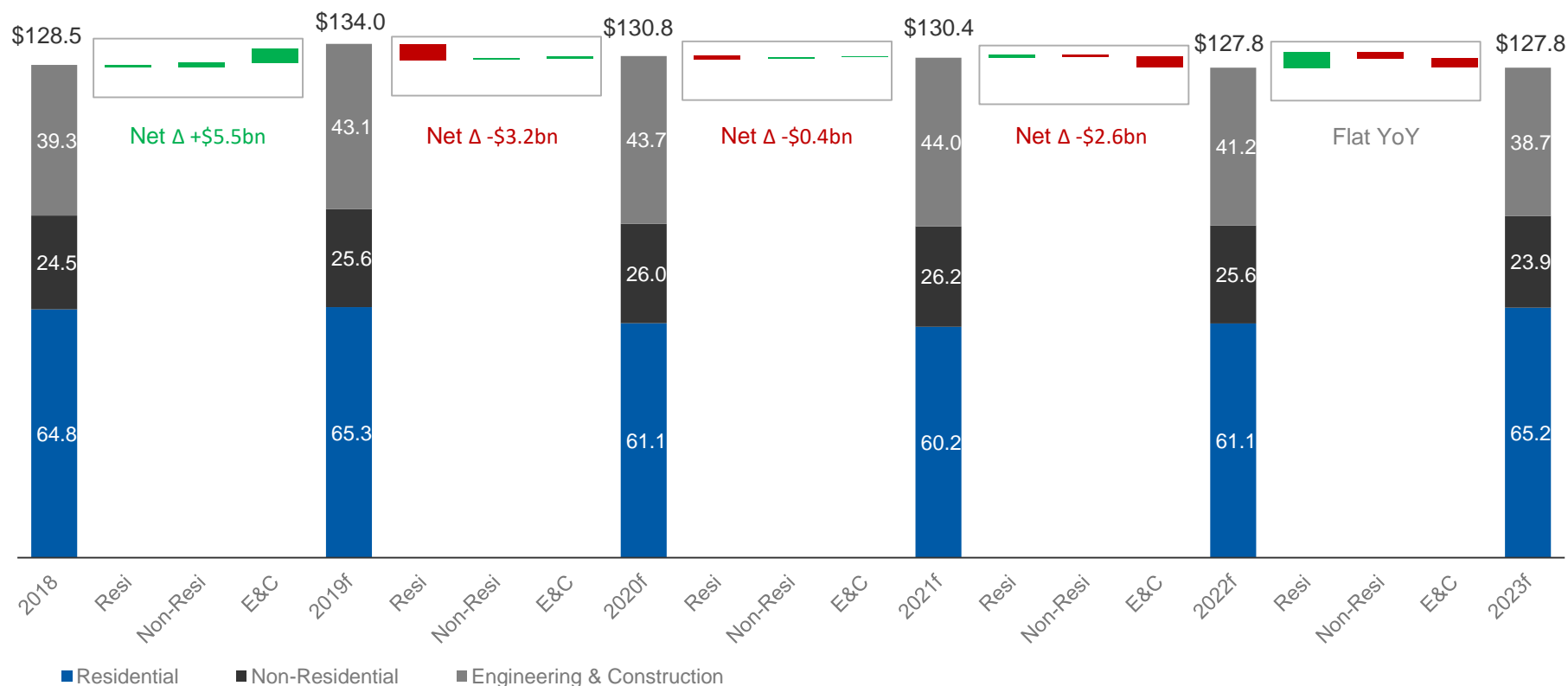
**Bingo estimates that ~25% of Group Revenue is related to residential construction**

- Revenue composition of Bingo B&D collections has been shifting from smaller projects, individuals and residential construction to diversified and infrastructure construction since IPO
- Civil and Infrastructure has increased to 23% of Bingo B&D collections revenue versus 8% at the time of IPO
- Strong uplift in diversified construction since IPO and expected to continue to increase
- Residential construction as a proportion of Bingo B&D collections revenue has decreased by 33% since IPO to 16%
- ***The combination of strong economic drivers, population growth and infrastructure pipeline expected to support construction activity over the medium term***
- Bingo B&D collections revenue represents 75% of Collections revenue, Bingo's 5 year strategy is to diversify collections revenue to 50:50 across C&I and B&D and is occurring with entry into VIC on track

# NSW and VIC forecast construction expenditure

- Total building and construction work in Australia is expected to hover between \$242 billion and \$245 billion over the next three years with minor dips and lifts of around 1%
- Forecast construction activity indicate a rebalancing with the cycles that are playing out in key subcategories effectively 'cancelling out' big changes in the forecasts of total work to be done
- In NSW and VIC, Bingo's two operating markets, total construction expenditure is forecast to remain relatively flat over the next 5 years

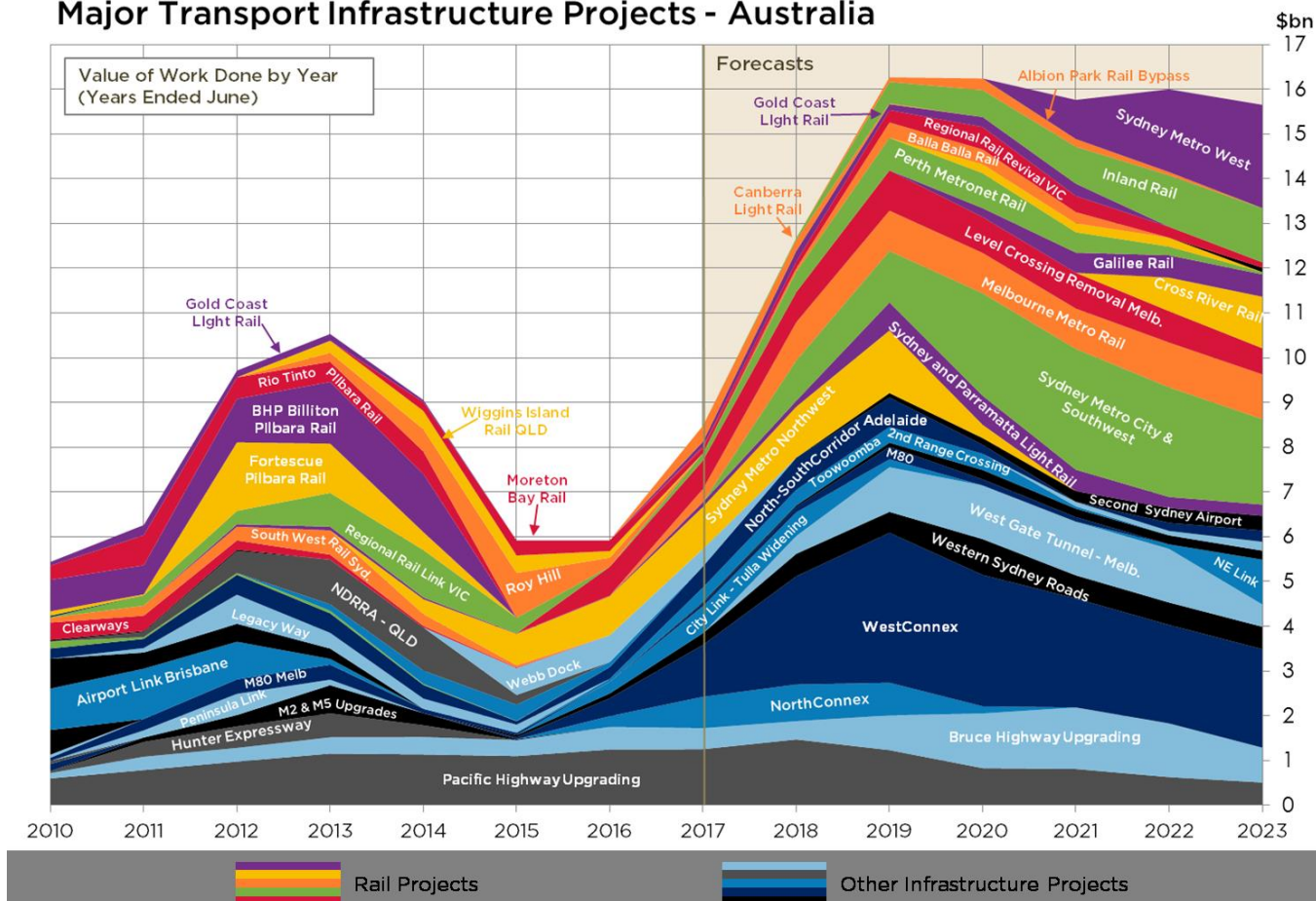
## Total Forecast Construction Expenditure in NSW and VIC (A\$bn)



# Our focus: Riding the infrastructure wave

Approximately \$87bn in NSW and \$40bn in VIC in committed or commenced infrastructure projects over the next 4 years<sup>1</sup>

## Major Transport Infrastructure Projects - Australia



Note: The waste management contract typically represents 1-2% of the total project value.

1. NSW and Victorian State Budgets, May 2018.

## SYDNEY

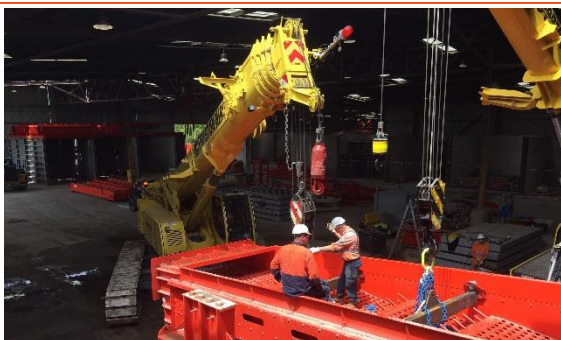
- The infrastructure pipeline is accelerating and will continue to do so in the medium term – with peak activity expected in 2019-20 and sustained activity to 2023
- Sydney's proposed second airport at Badgerys Creek is a major opportunity and potential driver for growth across all sectors. Transforming the outer Sydney suburb into a new 'airport city'

## MELBOURNE

- The high volume of construction activity in Victoria has been bolstered by both road and rail projects including: Melbourne Metro Rail tunnel, level crossing removals, Western Ring Road upgrade, West Gate Tunnel, CityLink Tullamarine Freeway widening, Murray Basin Rail, Melbourne Airport Rail Link, Melbourne-Brisbane Inland Rail, and North East Link

# Redevelopment update

## West Melbourne



## Mortdale



## Patons Lane



| Expected completion              | <ul style="list-style-type: none"> <li>2H FY19 – <b>On track</b></li> </ul>   | <ul style="list-style-type: none"> <li>2H FY19 – <b>Pushed back by 3 months</b></li> </ul>   | <ul style="list-style-type: none"> <li>1 July 2019 – <b>On track</b></li> </ul>   |
|----------------------------------|---|--|---|
| Activities commenced / completed | <ul style="list-style-type: none"> <li>Office upgraded and new amenities building complete</li> <li>Recycling plant installation 50% complete</li> <li>Concrete push walls &amp; storage bays complete</li> <li>External hardstand and main tip floor 50% complete</li> <li>Structural alterations 50% complete</li> <li>Truck maintenance workshop complete</li> </ul> | <ul style="list-style-type: none"> <li>Demolition and in ground services complete</li> <li>Building under construction</li> <li>Tilt up walls complete</li> <li>Structural steel frame complete</li> <li>In ground detention tanks complete</li> </ul> | <p><b>Landfill</b></p> <ul style="list-style-type: none"> <li>Dewatering of quarry void</li> <li>Reshaping / profiling of northern bunds</li> <li>Excavation &amp; construction of landfill cell 1A</li> </ul> <p><b>Resource Recovery Centre</b></p> <ul style="list-style-type: none"> <li>Erection of steel frame</li> <li>Detailed excavation and in-ground services</li> </ul> |
| Key activities outstanding       | <ul style="list-style-type: none"> <li>Complete structural alterations</li> <li>Finalise recycling plant installation</li> <li>Complete re-roofing</li> <li>Install wheel wash and weighbridges</li> </ul>  | <ul style="list-style-type: none"> <li>Roof and wall cladding</li> <li>Office and amenities</li> <li>Fire and electrical services</li> <li>Solar panel installation</li> </ul>   | <p><b>Landfill</b></p> <ul style="list-style-type: none"> <li>Construction of leachate management system including dams</li> </ul> <p><b>Resource Recovery Centre</b></p> <ul style="list-style-type: none"> <li>Roof and wall cladding</li> <li>Construction of concrete ground slabs and driveways</li> <li>Construction of access roads and site infrastructure</li> </ul>       |

# Proposed acquisition of DADI - Strategic rationale

ACCC process is ongoing; decision anticipated in CY18

|   |   |  |
|---|---|--|
| 1 | <b>Quality waste assets in prime locations enhance value of Bingo's strategic network</b> | <ul style="list-style-type: none"> <li>Quality waste assets in Western Sydney Growth Precinct (35km from Sydney CBD) <ul style="list-style-type: none"> <li>state of the art recycling centre and landfill asset in Eastern Creek</li> <li>approved capacity of up to 2 million tonnes p.a. and remaining landfill life of ~15 years</li> </ul> </li> <li>Complementary landfill asset (700 ktpa) to Patons Lane (205 ktpa), allowing Bingo to internalise 100% of its future residual waste</li> <li>~70% of Eastern Creek landfill volumes come from segments Bingo does not participate in</li> </ul> |
| 2 | <b>Strategically aligned acquisition, supporting diversification into new markets</b>     | <ul style="list-style-type: none"> <li>Provides a platform to develop a more competitive Post-collections offering to ultimately enter the market for putrescible<sup>1</sup> C&amp;I and MSW</li> <li>Better positions Bingo to compete against multinational, vertically integrated waste management operators by diversifying the types of waste that Bingo can accept and process</li> <li>Expansion of processing capability into timber shredding, brick &amp; concrete crushing, scrap steel recycling, garden organics and asbestos contaminated soils in the Sydney market</li> </ul>           |
| 3 | <b>Real estate provides compelling opportunities for future growth</b>                    | <ul style="list-style-type: none"> <li>~82 hectares<sup>2</sup> of Sydney real estate will provide strategic flexibility and compelling opportunities for future growth</li> <li>Opportunity to develop a 'Recycling Ecology Park' in Eastern Creek which will considerably broaden Bingo's range of processed end products and by seeking alternative waste solutions, we can enhance recovery rates, consistent with Bingo's strategic intent of diverting waste from landfill through recycling led solutions</li> </ul>  |
| 4 | <b>Significant synergies and upside potential</b>   | <ul style="list-style-type: none"> <li>Complementary network of existing sites to service fully integrated master asset in Eastern Creek – enhancing network efficiency and volumes</li> <li>Run-rate cost synergies of ~\$15 million p.a. expected to be delivered through internalisation of waste volumes, operational efficiencies and rationalisation of overheads</li> </ul>   |

1. Subject to receiving the appropriate approvals and amendments as required. Current approval is for non-putrescible waste only.

2. Includes 27 hectares of expansionary land under option.



# The future of recycling in Sydney



## RECYCLING ECOLOGY PARK

- **Fully integrated waste infrastructure site** for both putrescible and non-putrescible waste streams
- **Alternative waste solutions** to enhance recovery rates and increase diversion of waste from landfill
- **100% renewable energy** – development of a sustainable energy network comprised of solar PV rooftop systems, batteries and landfill gas fired power generation to meet the sites electricity requirements
- **Product production** including timber shredding, organics processing, brick & concrete crushing and scrap steel recycling

Note: Indicative only and subject to receiving appropriate approvals and amendments required. The site is currently not licensed to accept putrescible waste.



# Bingo reaffirms FY19 guidance

## FY19 Guidance

- **On track to deliver our stated FY19 guidance of pro forma<sup>1</sup> EBITDA growth of the underlying business in the range of 15–20% in FY19, prior to any positive impact of the acquisition of Dial A Dump**
- As previously advised, FY19 will be a transitional year with a number of Bingo recycling facilities offline for redevelopment and a ramp up in the Victorian business impacting group margins before returning to the long term group margin of 30% in FY20
- As advised, FY19 full year will be skewed to 2H FY19, due to:
  - Annual price increase forecast in 2H FY19
  - Newly built West Melbourne and Mortdale recycling facilities online in 2H FY19; and
  - Volume ramp up and timing of commencement of large infrastructure projects.

## Market outlook

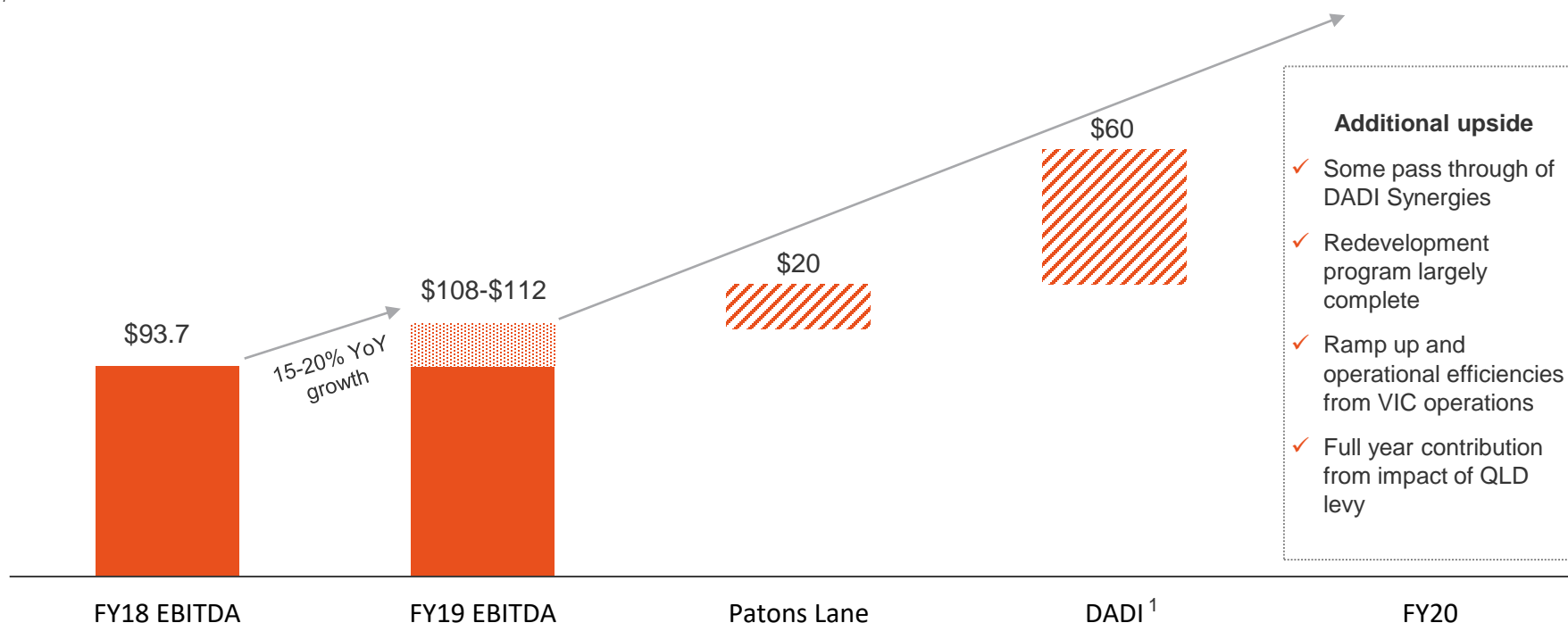
- Normalisation of multi-dwelling residential activity in NSW and VIC, with forecast activity expected to moderate over the next 2 years
- The slow down in residential construction is expected to be offset by:
  - robust growth in commercial construction, predominately office and hotel new builds in Sydney and Melbourne; and
  - transport and social infrastructure projects over the medium term
  - sustained construction activity in single dwelling residential builds
- Bingo has solid work in hand and work to tender of infrastructure projects across NSW and VIC
  - continued strong momentum in infrastructure contract wins across NSW and VIC
  - infrastructure waste mix is highly recyclable and therefore higher margin, however provides a lower revenue contribution than residential and non-residential construction waste
- Management remain focused on diversification of revenue over the long term to 50:50 split between Building & Construction and Commercial & Industrial waste streams, which will provide a greater contracted revenue base for its Collections business

1. Pro forma excludes acquisition, capital raising, integration costs and prepayment amortisation.

# Positioned for growth – FY20 and beyond

- Compelling growth outlook for Bingo underpinned by recent capital investment in strategic assets and operating footprint in core growth markets with favourable long term prospects
- Strong growth is expected from FY20 with a full year contribution from Patons Lane, DADI<sup>1</sup>, QLD Levy, completion of redevelopment program and ramp up efficiencies from Victorian operations

A\$millions

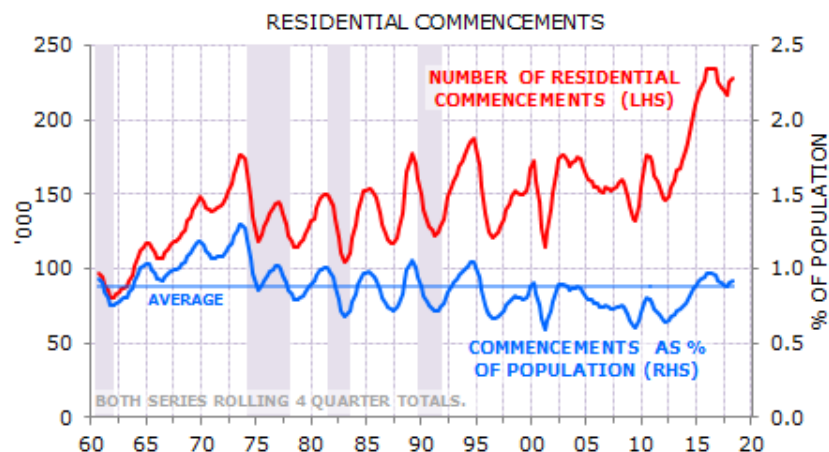


1. Pending ACCC merger clearance determination.

# Appendices

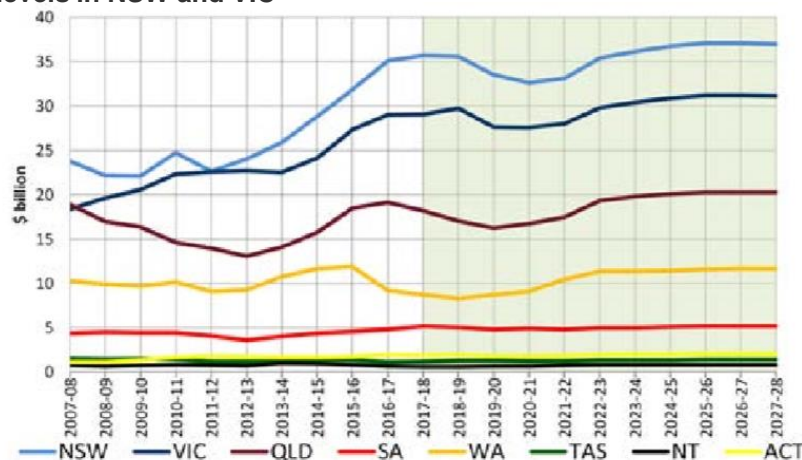
# Robust indicators underpin construction outlook

The pace of residential activity is in line with population growth



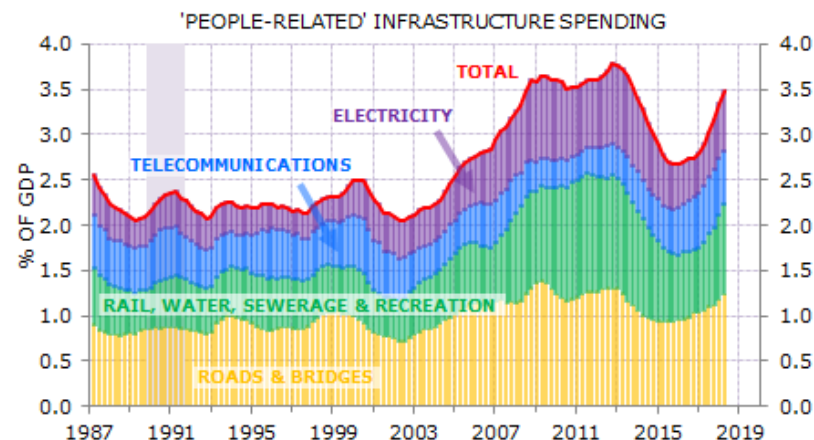
Source: ABS, Melbourne Institute, Minack Advisors.

Residential building will likely soften but will remain at elevated levels in NSW and VIC



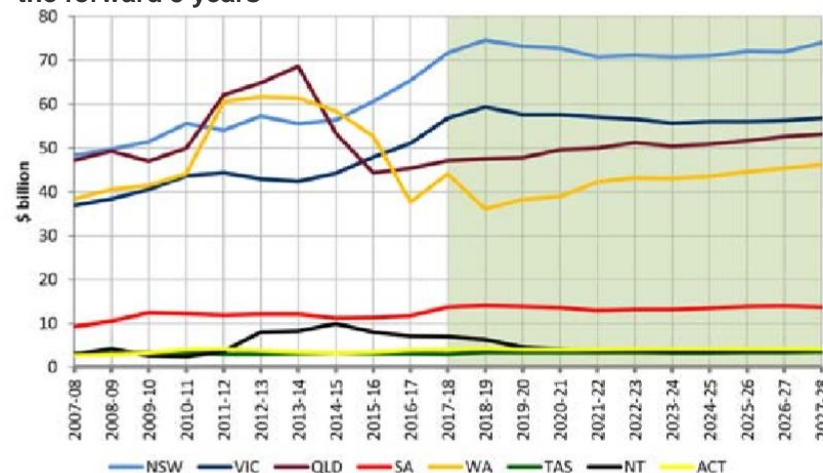
Source: ABS, ACIF November 2018.

Continued investment in critical infrastructure is required to keep pace with population growth



Source: ABS, Melbourne Institute, Minack Advisors.

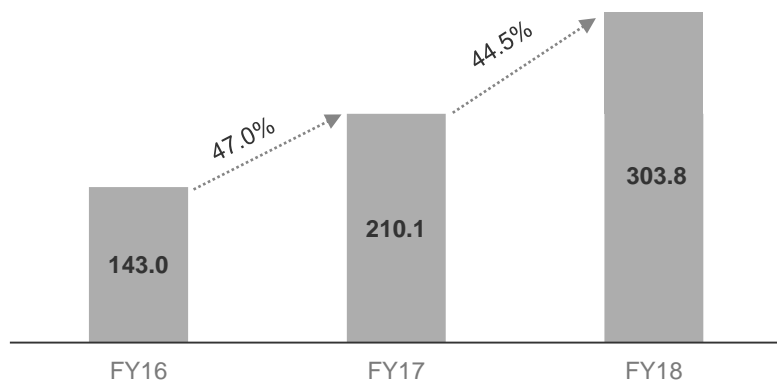
Total construction work forecast to remain at elevated levels over the forward 5 years



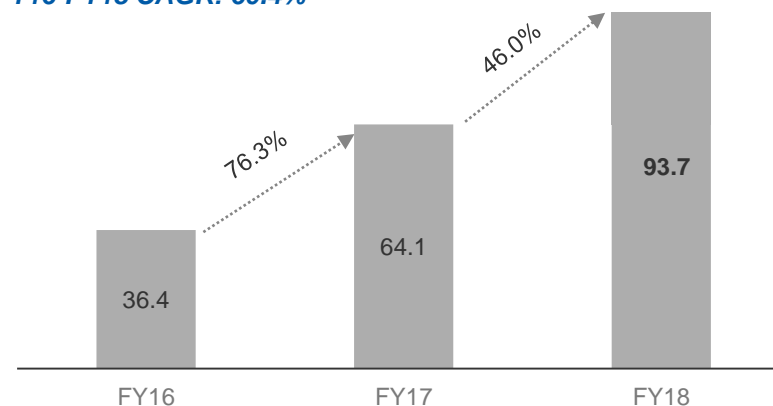
Source: ABS, ACIF November 2018.

# Strong growth trajectory continues across all key metrics

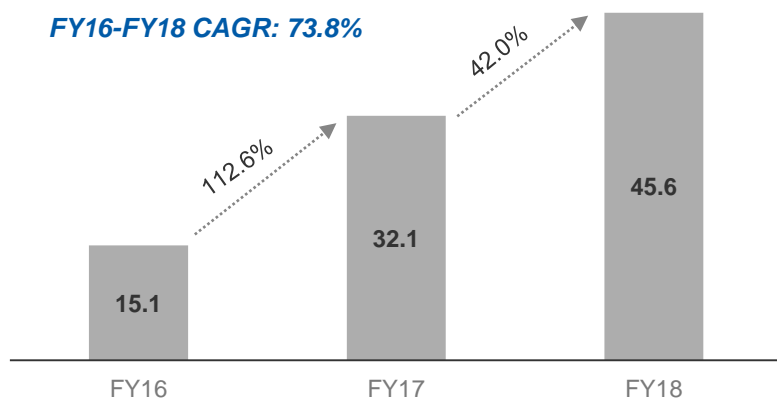
**Net revenue<sup>1</sup> \$m**  
**FY16-FY18 CAGR: 45.8%**



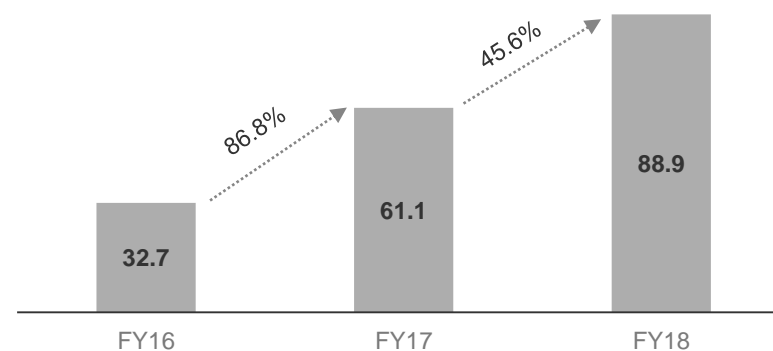
**Pro forma<sup>2</sup> EBITDA \$m**  
**FY16-FY18 CAGR: 60.4%**



**Pro forma<sup>2</sup> NPAT \$m**  
**FY16-FY18 CAGR: 73.8%**



**Operating free cash flow<sup>3</sup> \$m**  
**FY16-FY18 CAGR: 64.9%**



1. FY17 Net Revenue includes restated gain on sale of assets as other income (\$400k).

2. Pro forma excludes acquisition, capital raising, integration costs and prepayment amortisation. A reconciliation of the FY18 statutory to pro forma results is summarised on slide 33.

3. Operating free cash flow calculated as cash flow from operating activities prior to income tax paid, acquisition integration costs and rectification costs. FY18 operating free cash flow excludes acquisition and integration costs of \$8.8 million and rectification costs associated with Kembla Grange of \$3.2 million, which is expected to be fully recoverable.

# Redevelopment update

Development consent received for St Mary's redevelopment; program on track.

|     | Facility             | Summary of organic redevelopment  | Status update   | Expected completion |
|-----|----------------------|---|---|---------------------|
| NSW | St Mary's (Phase II) | <ul style="list-style-type: none"> <li>Combine the existing and neighbouring sites to double the site's current capacity</li> <li>Extension of the existing facility &amp; site office, extension of hardstand areas, in-ground weighbridge and upgrade to road network</li> </ul>            | <ul style="list-style-type: none"> <li><b>Development Consent received – 7 Nov 18</b></li> <li><b>Construction contract being finalised</b></li> <li><b>Construction certificate in progress</b></li> </ul> | 1H FY20             |
|     | Minto                | <ul style="list-style-type: none"> <li>Expand the facility and increase throughput capacity</li> <li>Redevelopment of existing site to a fully enclosed facility</li> <li>Proposal includes in-ground weighbridge, substation &amp; site office</li> </ul>                                    | <ul style="list-style-type: none"> <li><b>Development consent issued</b></li> <li><b>Construction management plan approved (DPE)</b></li> <li><b>Offsite steel fabrication in progress</b></li> </ul>       | 2H FY19             |
|     | Revesby              | <ul style="list-style-type: none"> <li>Full redevelopment of existing and neighbouring site</li> <li>Fully enclosed processing and storage facility, new advanced technology recycling plant and equipment, in-ground weighbridges, rooftop solar power system and water recycling</li> </ul> | <ul style="list-style-type: none"> <li>Secretary's Environmental Assessment Requirements (SEARs) issued</li> <li>EIS 80% complete</li> </ul>  | 1H FY20             |
|     | Mortdale             | <ul style="list-style-type: none"> <li>Full redevelopment of existing site to include fully enclosed processing and storage facility</li> <li>Proposal includes new recycling plant and equipment together with two in-ground weighbridges</li> </ul>   | <ul style="list-style-type: none"> <li>Construction 50% complete</li> <li><b>Completion pushed back 3 months to suit operations</b></li> </ul>  | 2H FY19             |
|     | Patons Lane          | <ul style="list-style-type: none"> <li>Bulk earthworks, landfill cell construction, resource recovery facility and associated site infrastructure</li> </ul>  | <ul style="list-style-type: none"> <li><b>Bulk earthworks to Recycling Area complete</b></li> <li><b>RRC building construction commenced</b></li> <li><b>Dewatering quarry void complete</b></li> </ul>     | 2H FY19             |
| VIC | Braeside             | <ul style="list-style-type: none"> <li>Expansion and upgrade of the existing facility</li> <li>New advanced recycling plant and equipment and two new in-ground weighbridges</li> </ul>   | Planning assessment   | 2H FY19             |
|     | West Melbourne       | <ul style="list-style-type: none"> <li>Expansion and upgrade of the existing facility</li> <li>New advanced recycling plant and equipment</li> </ul>  | Construction 70% complete   | 2H FY19             |

Note: Post the acquisition of DADI, Bingo expects to review its capex program as part of Bingo's network reconfiguration and associated capex savings should be in excess of \$20 million.



Commenced









**BOLD** indicates updated information since FY18 results



**Our vision:**  
Pushing for a waste free Australia



# Achievement of our FY18 sustainability targets

| Our Target  | FY18 status  | Result   |
|---|--|--|
| Target of > 75% diversion rate <sup>1</sup>   |  <b>ACHIEVED</b>    | Average resource recovery rate of 77%  |
| Zero harm – deliver a near term LTIFR of below 4 with a long term zero harm target  |  <b>ACHIEVED</b>    | LTIFR of 1.5   |
| Become energy self sufficient through solar energy and alternate fleet fuel solutions   |  <b>IN PROGRESS</b> | Minto, Mortdale, Auburn, Patons Lane will have solar panels installed in FY19      |
| Promote greater workplace diversity through the implementation of an inclusion strategy   |  <b>IN PROGRESS</b> | Diversity & inclusion framework to be implemented in FY19                          |
| Sustain a young and efficient vehicle fleet that is compliant with the Euro V emission standards  |  <b>ACHIEVED</b>    | Bingo owned fleet fully Euro V compliant   |
| Improve independent accreditations and transparency of performance of our facilities & promote industry transparency around recycling rates |  <b>ACHIEVED</b>    | All recently acquired sites ISO accredited. Recovery rates independently verified  |
| Drive change in the community through educational programs reaching 1,000 students each year through site tours                             |  <b>ACHIEVED</b>  | 1,141 students   |
| Double the number of trucks to advertise philanthropic partners   |  <b>ACHIEVED</b>  | 2 additional <b>PINK</b> trucks in VIC, bringing the total to 4 <b>PINK</b> trucks |



**ACHIEVED** = Achieved during FY18



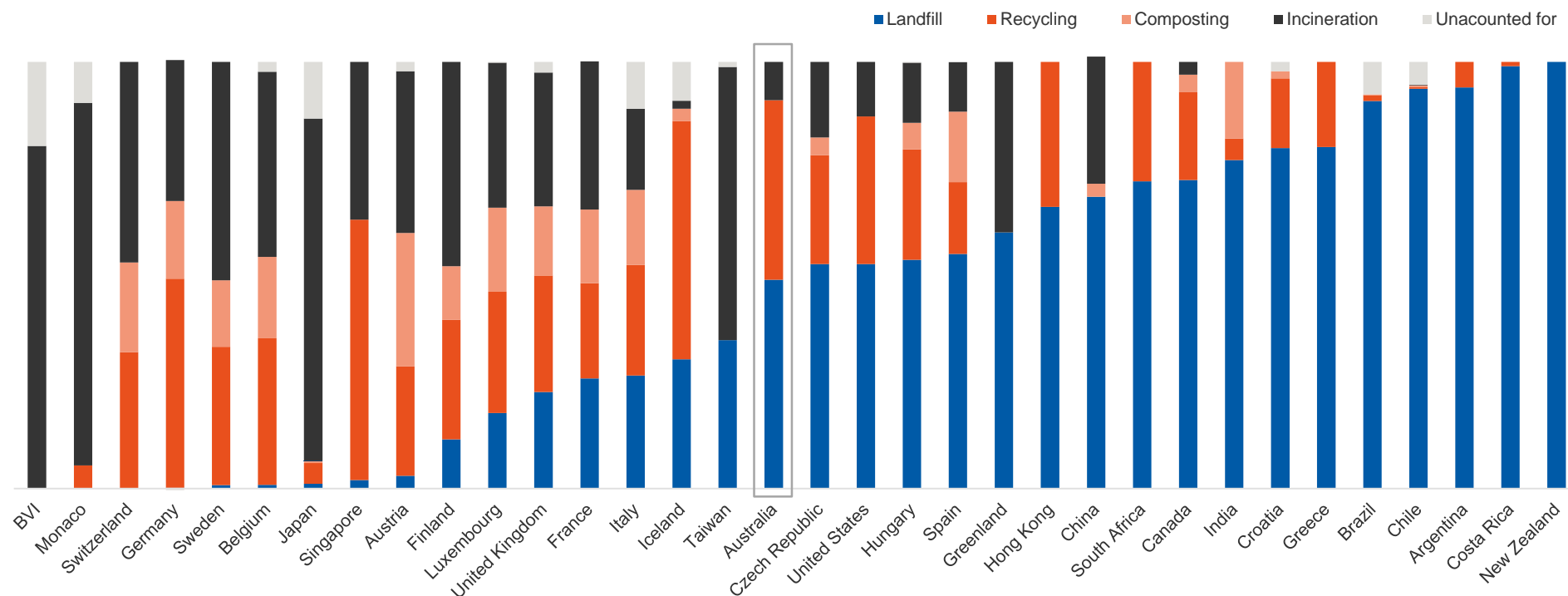
**IN PROGRESS** = to be delivered over the next 12-18 months

1. In accordance with our sustainability objectives a third site has been added to the voluntary audit program in FY18. The verified average recovery rate represents the average of the Minto, Auburn and St Marys sites. Bingo intends to add redeveloped sites to the audit as they come online.

# Global snapshot of solid waste

By 2050, the world is expected to increase waste generation by 70%, from 2.0 billion tonnes of waste in 2016 to 3.4 billion tonnes of waste annually

Global waste treatment and disposal by country (% of total waste generation)



Source: WorldBank September 2018, What a Waste 2.0: A Global Snapshot of Solid Waste Management to 2050. Landfill includes open dumping, unspecified landfill and controlled landfill.

1. Represents Municipal Solid Waste only.