

## Appendix 4D

### for the half year ended 31 December 2018

#### Bingo Industries Limited

ABN 72 617 748 231

Reporting period: 31 December 2018

Previous corresponding period: 31 December 2017

#### Results for announcement to the market

	31 Dec 2018	31 Dec 2017		% Change from half year ended 31 Dec 2017
	A\$'000	A\$'000	Up/Down	
Revenue from ordinary activities	176,353	141,754	Up	24.4%
Profit from ordinary activities after tax attributable to members	13,359	17,787	Down	24.9%
Net Profit for the period attributable to members	13,359	17,787	Down	24.9%

#### Dividend information

	Amount per share (cents)	Franked amount per share (cents)	Tax rate for franking credit
2018 final dividend per share (paid 27 September 2018)	2.00	2.00	30%
2019 interim dividend per share (to be paid 28 March 2019)	1.72	1.72	30%

#### 2019 interim dividend dates

Ex-dividend date	1 March 2019
Record date	4 March 2019
Payment date	28 March 2019

The Bingo Board has approved the suspension of its Dividend Reinvestment Plan (DRP) for the half year ended 31 December 2018.

#### Net tangible assets per security

	31 Dec 2018 Cents	31 Dec 2017 Cents
Net tangible assets per security	100.2	43.9

#### Financial information

This report is based on the reviewed Bingo Industries Limited and Controlled Entities Consolidated Interim Financial Report for the half year ended 31 December 2018.

#### Other information required by Listing Rule 4.2A.3

Other information requiring disclosure to comply with Listing Rule 4.2A.3 is contained in the Bingo Industries Limited and Controlled Entities Consolidated Interim Financial Report for the half year ended 31 December 2018.



# INTERIM FINANCIAL REPORT

FOR THE HALF YEAR ENDED 31 DECEMBER 2018

# Directors' Report

The Directors present their report together with the financial report of the consolidated entity, being Bingo Industries Limited ("the Company") and its controlled entities ("Bingo Industries", "Bingo" or "the Group"), for the half year ended 31 December 2018.

## Directors

The name of the directors in office at any time during, or since the end of, the financial period are:

Michael Coleman	Independent Non-Executive Director, Chair
Maria Atkinson AM	Independent Non-Executive Director
Richard England	Independent Non-Executive Director
Barry Buffier	Independent Non-Executive Director (Appointed 2 July 2018)
Daniel Girgis	Non-Executive Director
Daniel Tartak	Managing Director and Chief Executive Officer

During the reporting period and up to 21 January 2019, the office of Company Secretary was jointly held by Rozanna Lee (BCom, LLB, GradDipACG, AGIA, AGIS) and Ron Chio (LPAB Diploma in Law, Graduate Diploma of Legal Practice (GDLP)). Following the resignation of Ron Chio on 21 January 2019, Rozanna Lee is the sole Company Secretary.

## Review of Operations

Refer to the Operating and Financial Review on pages 3 to 11 for commentary relating to operations during the six-month period ended 31 December 2018, as well as the Likely Developments and Expected Results of Operations on page 13.

## Dividends

The Company's statutory net profit after tax for the half year ended 31 December 2018 was \$13.36 million. The fully franked interim dividend of 1.72 cents per share (\$10.0 million in aggregate) declared subsequent to half year end represents a payout ratio of 75% of statutory profit after tax for the half year ended 31 December 2018. The record date of the interim dividend is 4 March 2019 with payment to be made 28 March 2019. The financial effect of the final dividend has not been brought to account in the financial report for the half year ended 31 December 2018 and will be recognised in a subsequent financial report.

On 21 August 2018, a fully franked final dividend of 2.00 cents per share (\$8.3 million in aggregate) was declared and distributed to shareholders on 27 September 2018.

Recognised (Paid amounts)	2019 \$'000	2018 \$'000
Fully paid ordinary shares		
Final dividend for 2018: 2.00 cents per share (2017: Nil)	8,298	-
Interim dividend of 2019: Nil (2018: 1.72 cents per share)	-	7,119
<b>Total dividends paid</b>	<b>8,298</b>	<b>7,119</b>

The Bingo Board has approved the suspension of its Dividend Reinvestment Plan (DRP) for the half year ended 31 December 2018.

# Directors' Report (continued)

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## Operating and Financial Review

### Review of Operations

#### Principal activities

Bingo is a leading recycling and waste management company operating across New South Wales and Victoria. Bingo operates across building & demolition (B&D) and commercial & industrial (C&I) waste streams with capabilities across waste collection, processing, separation and recycling components of the waste value chain.

#### Business Overview

Bingo's operations are organised across three key segments:

- Collections (Bingo Bins & Bingo Commercial)
- Post Collections (Bingo Recycling)
- Other (includes Toro and all other segments)

#### Executive snapshot of performance

- Whilst incidents and injury indicators such as Loss Time Injury Frequency Rate are better than the industry averages, our LTIFR<sup>1</sup> of 1.4 as at 31 December 2018 was up from zero achieved in the prior comparative period ("PCP"). Subsequent to period end, it is with great sadness that we reported the fatality of a Victorian Bingo driver in January 2019. Collectively we strive for an incident free, zero harm workplace. This is supported by Bingo's leadership and our priority on being safe which is embedded within the culture of the organisation.
- Year-on-year growth in total revenue<sup>2</sup> of 25.4% against the PCP to \$178.7 million and underlying EBITDA<sup>3</sup> up 4.1% to \$45.6 million.
- Statutory<sup>4</sup> NPAT of \$13.4 million representing a 24.9% decrease against the PCP of \$17.8 million.
- Continued strong cash flow generation with 103% cash conversion for the six months ended 31 December 2018.
- Interim dividend of 1.72 cents per share.
- Solid work in hand and a growing pipeline of contract opportunities underpin the future outlook, despite slowing residential market.
- Strong momentum in social infrastructure project wins across NSW and VIC and renewals in C&I Network redevelopment programme are ongoing with capacity already doubled since IPO; West Melbourne recycling centre expected to open in April 2019 and completion date for Mortdale delayed and now expected to be operational in 1H20. The redevelopment of Minto is currently being reviewed pending the outcome of the Dial-a-Dump acquisition which along with changes to St Marys and Revesby may result in a capital saving of approximately \$25 million.
- Bingo expects underlying EBITDA for the full year ending 30 June 2019 to be in line with the prior year. This compares with the Company's prior guidance of underlying EBITDA growth of the underlying business in the range of 15-20% prior to any positive impact of the acquisition of Dial-a-Dump.

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<sup>1</sup> LTIFR refers to Lost Time Injury Frequency Rate, the number of lost time injuries occurring in a workplace per 1 million hours worked.

<sup>2</sup> Revenue and other income

<sup>3</sup> EBITDA represents profit before net interest, income tax, depreciation and amortisation expense.

<sup>4</sup> The use of the term 'Statutory' refers to financial information as detailed in these financial statements and 'underlying' refers to non-statutory financial information. The underlying financial measures included in the Directors Report have been calculated to exclude the impact of various costs and adjustments associated with acquisitions, the integration of acquisitions and the corporate reorganisation. These costs are set out on page 4. The Directors believe the presentation of the non-statutory financial measures is useful for the users of this financial report as they reflect the underlying financial performance of the business.

# Directors' Report (continued)

## Operating and Financial Review (continued)

### Review of Financials

#### Summary of Financial Performance

Group	Half year ended 31 Dec 2018 \$ millions	Half year ended 31 Dec 2017 \$ millions	YoY Variance %
Revenue and other income	178.7	142.4	25.4%
Underlying EBITDA	45.6	43.8	4.1%
Underlying EBITDA margin	25.5%	30.8%	(5.3%)
Underlying EBIT	31.5	34.4	(8.3%)
Underlying NPAT	21.5	21.3	1.0%
Statutory NPAT	13.4	17.8	(24.9%)
Underlying NPATA	23.0	22.2	3.8%

A reconciliation of the 1H19 statutory to underlying actual results is summarised as follows:

	Note	REVENUE <sup>1</sup> \$ millions	EBITDA \$ millions	EBIT \$ millions	NPAT \$ millions	NPATA \$ millions
1H19 statutory result		178.7	40.9	22.6	13.4	13.4
Acquisition costs	1	-	2.5	6.2	6.2	6.2
Capital raising costs	2	-	-	0.4	0.4	0.4
Integration costs	3	-	2.2	2.2	2.2	2.2
Prepayment amortisation	4	-	-	0.1	0.1	0.1
Underlying tax adjustment	5	-	-	-	(0.8)	(1.4)
Customer contract amortisation	6	-	-	-	-	2.1
<b>1H19 underlying results</b>		<b>178.7</b>	<b>45.6</b>	<b>31.5</b>	<b>21.5</b>	<b>23.0</b>

For completeness, a reconciliation of the 1H18 statutory to underlying actual results is also summarised below:

	Note	REVENUE <sup>1</sup> \$ millions	EBITDA \$ millions	EBIT \$ millions	NPAT \$ millions	NPATA \$ millions
1H18 statutory result		142.4	42.1	30.2	17.8	17.8
Acquisition costs	1	-	-	1.9	1.9	1.9
Capital raising costs	2	-	-	0.4	0.4	0.4
Integration costs	3	-	1.7	1.7	1.7	1.7
Prepayment amortisation	4	-	-	0.2	0.2	0.2
Underlying tax adjustment	5	-	-	-	(0.7)	(0.9)
Customer contract amortisation	6	-	-	-	-	1.2
<b>1H18 underlying results</b>		<b>142.4</b>	<b>43.8</b>	<b>34.4</b>	<b>21.3</b>	<b>22.2</b>

<sup>1</sup> Revenue and other income

# Directors' Report (continued)

## Operating and Financial Review (continued)

### Review of Financials (continued)

#### Summary of Financial Performance (continued)

Notes accompanying table on previous page:

- 1 Acquisition costs of \$6.2 million includes \$3.7 million of fees paid to advisers related to the acquisition of businesses and will not be recurring as well as an additional \$2.5 million of other acquisition related costs reflecting travel, employee cost and an allocation of internal management resources.
- 2 Capital raising costs incurred of \$0.4 million in 1H19 relates to the amortisation of performance rights granted as a transaction bonus during the year ended 30 June 2017 following the completion of the IPO. The amount will be fully amortised by the financial year ending 30 June 2019.
- 3 Integration costs represent the costs incurred by Bingo to integrate businesses acquired or to be acquired into the Group. Integration costs include bringing the operations in line with Bingo standards, compliance costs, marketing, travel, employee costs, as well as an allocation of internal management resources.
- 4 As part of an acquisition made during FY15 the Group pre-paid a portion of consideration to the vendor which was linked to the vendors continued employment. As certain employment conditions are satisfied the prepayment is amortised and recognised as remuneration expense. The amount will be fully amortised by the financial year ending 30 June 2020.
- 5 Represents the income tax impact of the underlying adjustments (excluding acquisition costs), calculated at 30%.
- 6 Customer contracts are being amortised over five years.

Observations for the half year include:

- Total revenue and other income of \$178.7 million, an increase of \$36.3 million or 25.4% from \$142.4 million in the PCP
- Underlying EBITDA of \$45.6 million was broadly in line with our expectations, and was an increase of \$1.8 million or 4.1% on the PCP
- Statutory NPAT of \$13.4 million, a decrease of 24.9% on the PCP
- Underlying NPAT of \$21.5 million, an increase of 1.0% on the PCP
- Underlying Group EBITDA margin of 25.5%, down from 30.8% in the PCP

Group underlying EBITDA margin decreased by 5.3% to 25.5%, this contraction in margin was largely due to:

- A faster than anticipated softening of the residential market impacting price and volume in the late part of 1H19. The Group has seen increased market competition that led to reduced prices whilst increased costs have reduced margins;
- Bingo's network expansion program, resulted in a number of sites taken offline for redevelopment during the period which has impacted both the collections fleet efficiency and the network recycling rates; and
- Ramp up in the Victorian business initially at lower margins.

Total costs grew by 36.1% from \$115.8 million in 1H18 to \$157.6 million in 1H19. The absolute movement in costs was primarily driven by:

- Increased volumes across all segments of the Group, leading to increased tipping costs, in combination with an increase in the price of fuel and toll fees
- Increased investment in human capital and truck and machinery costs in line with growth of the business due to expansion of collections fleet as well as the post-collections footprint
- Full period impact of the Victorian market compared with only 3 months in the PCP
- Increased corporate costs associated with acquisitions.

# Directors' Report (continued)

## Operating and Financial Review (continued)

### Review of Financials (continued)

#### Summary of Financial Performance (continued)

Group	Note	Half year ended 31 Dec 2018 \$ millions	Half year ended 31 Dec 2017 \$ millions	YoY Variance %
Total bank borrowings	1	-	90.0	(100.0%)
Net bank debt	2	(140.3)	73.9	(289.9%)
ROCE (%)	3	12.3%	21.8%	(9.5%)
Net working capital (NWC)	4	129.3	0.9	n/a
Cash conversion (%)	5	103.5%	80.9%	22.6%

#### Notes:

- 1 Total Bank Borrowings = Bank loans only (Excludes Finance lease liabilities and Borrowing costs).
- 2 Net bank debt = Total Bank Borrowings - Cash
- 3 ROCE (%) = (Annualised underlying EBIT) / (Average total borrowings<sup>1</sup> + Average equity)
- 4 NWC = Current Assets - Current Liabilities
- 5 Cash Conversion = (Operating cash flow + Income tax paid + Acquisition & Integration costs + Rectification work<sup>2</sup>) / (Underlying EBITDA)

#### Observations for the half-year include:

- During the period, the Group repaid all bank debt following the raising of equity to fund the proposed acquisition of Dial-a-Dump and some freehold land acquisitions. The Group has a surplus of cash of \$140 million at 31 December 2018.
- Operating free cash flow up 33.1% to \$47.2 million and operating cash conversion of 103%, above the group target of >90%
- Return on Capital Employed (ROCE) of 12.3%; Group ROCE impacted by equity raising associated with the announced acquisition of Dial-a-Dump and capital outlay associated with the network redevelopment for facilities with income not yet on line (Mortdale, Patons Lane and West Melbourne). We expect ROCE to improve going into next year when the full benefit of recent acquisitions and the redevelopment are complete.
- Net working capital ("NWC") of \$129.3 million, up from \$0.9 million in PCP

The Group refinanced its principal debt facility during the reporting period, increasing the facility from \$200 million to \$400 million (plus an accordion facility of up to \$100 million). The prior debt facility was established around the time of the IPO, the increase in size of the facility is now aligned with the current scale of operations and finance requirements of the business. The new facility extends the maturity dates from July 2020 to August 2021. The facility was not drawn down at 31 December 2018.

Underlying operating free cash flow for 1H19 was \$47.2 million, up from \$35.5 million in 1H18, with cash conversion of 103% in 1H19. The Company's NWC was \$129.3 million, up from \$0.9 million in the PCP.

Capital expenditure has historically comprised expenditure on maintenance, growth projects and investment in the truck and bin fleet, as well as the acquisitions of the businesses. 1H19 capital expenditure was \$152 million which included:

- \$29 million for growth and maintenance capex
- \$25 million for the purchase of Greenacre, Braeside and Tomago facilities
- \$20 million for settlement of Revesby and Smithfield finance lease options
- \$30 million related to the acquisition of Patons Lane land
- \$48 million on development projects

We note that FY19 is expected to be the peak of Bingo's capital outlays with the network redevelopment and second instalment for Patons Lane occurring during this period, together with the purchase of a number of properties in both NSW and VIC.

<sup>1</sup> Net bank debt is included in the calculation of ROCE % for the period ended 31 December 2018 only because of surplus of cash following repayment of bank borrowings.

<sup>2</sup> Rectification works refers to \$Nil for costs associated with Kembla Grange rectification works in 1H19 and is expected to be fully recoverable (1H18: \$3.1 million).

# Directors' Report (continued)

## Operating and Financial Review (continued)

### Operating Sectors

As noted above, Bingo currently reports across three operating segments - Collections, Post-Collections and Other.

#### I. Collections

Collections	Half year ended	Half year ended	YoY Variance
	31 Dec 2018	31 Dec 2017	
	\$ millions	\$ millions	%
Revenue and other income	100.4	78.5	27.9%
Statutory EBITDA	19.3	18.0	7.4%
Underlying EBITDA	19.3	18.0	7.4%
Underlying EBITDA margin (%)	19.2%	22.9%	(3.7%)

Bingo collects and transports waste from customers to post-collections facilities across two categories – Bingo Bins (B&D) and Bingo Commercial (C&I).

Collections revenue and other income grew 27.9% to \$100.4 million from \$78.5 million in the PCP, primarily driven by Bingo's increased collections fleet across both B&D and C&I waste streams as well as a full period contribution from the Victorian operations.

#### Outlook and strategic focus

The Group will continue to leverage its existing operational footprint to target the pipeline of critical infrastructure projects, commercial opportunities and residential and non-residential construction. The NSW and VIC Government's commitment to significant infrastructure programs presents multiple opportunities across Bingo's vertically integrated platform, with a \$75 billion Federal Government 10 year national infrastructure plan; \$87 billion and \$40 billion in committed or commenced infrastructure projects in NSW and VIC respectively over 4 years<sup>1</sup>. Bingo has a solid base of infrastructure work in hand, recent contract wins and work to tender which provides revenue visibility into FY20. Bingo B&D collections revenue represents 75% of total Collections revenue, Bingo's 5 year strategy is to diversify collections revenue to 50:50 across C&I and B&D, utilising the sustained level of construction expenditure over the next 3-4 years to achieve this mix.

Growth from multi dwelling residential projects in NSW and VIC is expected to moderate even further into FY20. The Australian Construction Industry Forum (ACIF) forecast a fall by 1% in 2018-19 and 5% in 2019-20 in residential construction expenditure bringing it down to \$94 billion (down from \$105 billion in 2017-18). This softening of the market has put pressure on demand and contributed to competitive pricing.

Population growth in NSW and VIC is expected to continue to increase underpinned by migration and economic prosperity, providing favourable drivers for waste generation over the long term. Headwinds in the construction market, specifically residential construction are expected to continue to soften over the next 12-18 months. Favourable macroeconomic tailwinds for Collections are expected to continue to be underpinned by economic and population growth and sustained infrastructure activity.

<sup>1</sup> NSW and Victorian State Budgets, May 2018.

# Directors' Report (continued)

## Operating and Financial Review (continued)

### Operating Sectors (continued)

#### II. Post-Collections

Post collections	Half year ended	Half year ended	YoY Variance
	31 Dec 2018	31 Dec 2017	
	\$ millions	\$ millions	%
Revenue and other income	104.4	81.8	27.7%
Statutory EBITDA	25.3	24.0	5.2%
Underlying EBITDA	25.3	24.0	5.2%
Underlying EBITDA margin (%)	24.2%	29.3%	(5.1%)

Bingo Recycling consists of a network of resource recovery and recycling centres located across NSW and VIC. Bingo Recycling separates and recycles waste collected from Bingo Bins, Bingo Commercial and from external customers. Bingo Recycling diverts waste from landfill by sorting and processing mixed waste received from customers to be reused, recycled or sent to other facilities for further processing. Post-Collections currently consists of a network of 13 RRCs located in NSW and 5 RRCs in Victoria<sup>1</sup>.

Post-Collections revenue and other income increased to \$104.4 million which represents a 27.7% improvement on the PCP. Underlying EBITDA margin decreased by 5.1 percentage points to 24.2% from 29.3% in 1H18. The movement in margin was primarily driven by lower recovery rates with sites offline for redevelopment, pricing pressures as result of headwinds in the residential construction market across NSW and VIC together with higher operating costs including disposal costs and fuel and lower margins in Victoria (with a full six-month impact of Victoria against the PCP).

#### Outlook and strategic focus

Bingo has invested heavily in its strategic network of recycling infrastructure in recent years, including investment in advanced and bespoke equipment for resource recovery. This investment has positioned the Company for future growth, by having the ability to process greater waste volumes (both from external customers and Bingo's collections operations) and achieve resource recovery rates in excess of 75%. Bingo's network expansion programme, once complete in FY20, will increase Bingo's network capacity from 1 million tonnes per annum at the time of the IPO towards 3 million tonnes per annum. Bingo's first recycling centre in Victoria in West Melbourne will open in April 2019 which will enhance recovery rates in Victoria and improve EBITDA margins.

An increased focus from federal and state governments and the private sector on corporate social responsibility and achieving greater diversion rates from landfill is expected to benefit Bingo's business model to bid and win more work across both B&D and C&I waste streams. In Australia, as an industry, we are still sending approximately 60% of our waste to landfill. We should be striving to meet global recycling best practice of 100% diversion from landfill as achieved in Germany, Sweden and Switzerland. This can only be achieved through advanced recycling technology and investment in waste management solutions such as Alternate Waste Treatment and Energy from Waste. As a business we aim to lead the industry in diverting waste from landfill, investing in new technologies to increase recovery rates and enhancing transparency to drive a closed loop economy.

#### III. Other

Other	Half year ended	Half year ended	YoY Variance
	31 Dec 2018	31 Dec 2017	
	\$ millions	\$ millions	%
Revenue and other income	16.0	13.3	20.2%
Statutory EBITDA	(3.7)	0.2	n/a
Underlying EBITDA	1.0 <sup>(2)</sup>	1.9 <sup>(3)</sup>	(43.4%)
Underlying EBITDA margin (%)	6.6%	14.0%	(7.4%)

<sup>1</sup> Subsequent to period end, the Group acquired a new site in Dandenong (VIC) in February 2019.

<sup>2</sup> In the current period, Other underlying EBITDA includes \$2.2 million for integration costs and \$2.5 million of other acquisition costs incurred by Bingo and reflect costs in relation to new and proposed business acquisitions. These costs include bringing the operations in line with Bingo standards, compliance costs, marketing, travel, employee costs, as well as an allocation of internal management resources.

<sup>3</sup> In the PCP, Other underlying EBITDA includes \$1.7 million for integration costs incurred by Bingo to integrate businesses acquired into the Group. These costs include bringing the operations in line with Bingo standards, compliance costs, marketing, travel, employee costs, as well as an allocation of internal management resources.

# Directors' Report (continued)

## Operating and Financial Review (continued)

### Operating Sectors (continued)

#### III. Other (continued)

Other includes the manufacture and sale of bins for both Bingo's collections operations and for external customers through Toro, as well as unallocated corporate costs which includes integration costs. Toro is an important driver of Bingo's ability to provide high service levels to Bingo Bins and Bingo Commercial customers by ensuring that Bingo has sufficient supply of waste equipment to meet Bingo's standards of quality and growth objectives. Toro has three manufacturing facilities located in NSW, VIC and QLD.

Other revenue and other income increased to \$16.0 million, a 20.2% increase against the PCP. Growth in revenue was largely driven by increased waste volumes driving demand for bins from Bingo and external customers as well as the entry into Victoria; external revenue and other income represented 53% of 1H19 revenue. Underlying EBITDA decreased from \$1.9 million to \$1.1 million and underlying EBITDA margin is 6.6%, a reduction of 7.4 percentage points from the PCP, primarily driven by an increase in corporate costs. The underlying Toro business continues to perform well.

#### *Outlook and strategic focus*

Toro sales in FY19 and beyond are expected to benefit from Bingo's Collections business and enhanced geographical expansion. Toro is also targeting expansion into mechanical waste equipment as an area for future growth and diversification supporting Bingo's 5 year strategy to achieve 50:50 revenue from B&D and C&I collections. Increasing waste volumes in the market underpinned by favourable economic drivers, provides Toro with a significant opportunity for future organic growth servicing both Bingo and external customers.

## Strategy and Outlook

### Group strategy

The Company vision is: *Pushing for a waste free Australia*. This vision embodies our purpose – to divert waste from landfill. It reflects our social license to operate as a business and our collective target; that no resource is wasted.

Our group strategy remains unchanged, our principal strategic intent is diversion of waste from landfill through: a recycling-led solution; investment in technology; continuous innovation to enhance sustainability outcomes; and maximise returns. For Bingo, disruption and innovation are fundamental to our growth story.

We have identified three key enablers of Bingo's growth:

- **Protect and optimise the core** – ensure we preserve and grow our key competitive edge – customer and technology centric business model with a recycling-led solution.
- **Geographic expansion** – Expansion of our operating footprint along the East Coast of Australia, concentrating on markets with favourable growth drivers.
- **Enhanced vertical integration** – Targeting greater internalisation of our collections volumes and increasing diversion from landfill for both putrescible and non-putrescible waste. Delivered through investment in technology driven solutions.

These enablers are underpinned by five key strategic priorities:

- **Safety** – zero harm to our people and the environment
- **Customer service** – same day excellent service to our customers
- **Growth & innovation** – through operational best practice and industry leadership
- **Diversion** – >75% diversion from landfill
- **Develop & retain talent** – invest in our people, growing future leaders

As a business this focus will help us continue to deliver on our points of differentiation – technology, customer service and recycling. These strategic priorities will be delivered within a stringent financial framework and will underpin our growth over the medium to long term.

# Directors' Report (continued)

## Operating and Financial Review (continued)

### Strategy and Outlook (continued)

#### Environment Social & Governance

Bingo's business model is underpinned by a focus on sustainable growth that benefits all its stakeholders. Sustainability and profitability are inextricably linked. The more we recycle and the more efficient we are at recovering materials, the higher our margins and the greater our long-term financial performance. Bingo's core focus is on diverting waste from landfill that could otherwise be recovered or recycled through investing in new technology to increase recovery rates. As a leading recycling and waste management company with more than 50% of earnings from recycling, we believe we can significantly contribute to the development of a circular economy in Australia.

Our aim is to lead the industry in the following key areas:

- be an advocate for change in diverting waste from landfill
- invest in new technology to increase recovery rates
- enhance industry transparency on recycling practices
- process materials for re-sale and re-use

We are committed to maintaining strong governance and safety standards in our workplace and driving social change through innovation and education. In August 2018, Bingo launched its vision – *Pushing for a waste free Australia*. This vision tells a story about what is important to us as a business. Education is key to our sustainability agenda; it is our responsibility and social license to operate to lead and advocate for change within the waste management, real estate and construction industries. Our work in sustainability is focused on driving positive change in practices and behaviour from our customers, our people ("GOgetters"), our suppliers and throughout our community.

As a business, we are committed to being stewards for positive change across the waste management industry and want to be held accountable for clear sustainability targets. We are working vigorously in this area with full buy-in from the Board and Executive Team. As shown in our FY18 Sustainability Report, great progress has been made towards achieving our Sustainability Targets. In FY18 we aligned our targets to the UN Sustainable Development Goals (SDGs) which reflects those goals we believe we can have the most positive impact on. We believe our operations support the goals of several areas, however, the very nature of our business as a recycling and waste management company, we can have the most meaningful impact on UN Sustainable Development Goals 8,9,11 and 12.

Communities and customers are increasingly realising the value of resources and expecting high rates of recovery to increase materials efficiency and reduce environmental impact. As part of our commitment to transparency in recovery performance, Bingo again commissioned Arcadis to undertake an independent verification of resource recovery rates at our Auburn, Minto and St Mary's recycling facilities for FY18. Based on this independent audit, Arcadis determined the annual recovery rates for FY18 were on average 77% (by weight). Our Minto facility achieved an industry leading recovery rate of 85%, which was up 10 percentage points from 75% in FY17. We are committed to upholding a minimum recovery rate of 75% and are making investments to enhance this going forward.

#### Industry dynamics and market outlook

The Australian waste sector is characterised by strong growth fundamentals and there are several key factors that are expected to continue to drive increased waste generation and demand for waste management services, principally:

- economic prosperity;
- increasing population growth;
- increasing urbanisation in metropolitan areas along the east coast of Australia;
- rising environmental awareness and more stringent Government waste regulations favouring recycling and diversion from landfill;
- maturity of the Australian Waste Management market; and
- pipeline of infrastructure and construction activity.

# Directors' Report (continued)

## Operating and Financial Review (continued)

### Strategy and Outlook (continued)

#### Industry dynamics and market outlook (continued)

Over the past 12 months, a number of factors have elevated waste from typically an operational matter to a strategic and material issue for both organisations and governments. Factors include:

1. **The China Ban:** China reduced the contamination limits in 2018 for exported products, dramatically reducing waste exports to China. This disruption added pressure to current waste processes, as 50% of Australia's exported waste went to China and is a key driver for the current focus on landfill alternatives.
2. **War on Waste:** In 2017 and 2018, this television series provided insight into the Australian consumers' waste generation, and elevated waste into popular discussion and social media commentary, resulting in increased consumer awareness. In response, a spotlight has been placed on the waste sector and expectations of performance have intensified.
3. **A changing regulatory and policy landscape:** for example, the Queensland Government re-introduced its landfill levy (effective 1 July 2019). The absence of a levy in Queensland enabled the interstate movement of waste where disposal costs were lower.

The waste management sector is going through a period of major disruption. This provides us with the opportunity to grow our business by proactively responding to these market challenges. By being ahead of the curve, and having a business built upon a 'beyond compliance' approach, we will be best positioned for growth as we strive to help establish and support a circular economy in Australia.

Bingo expects medium term revenue growth to continue at above Gross Domestic Product ("GDP") growth levels.

B&D waste is generated as a result of infrastructure, construction and demolition activity, which represents the largest waste category by volume in Australia<sup>1</sup>. Despite the slow-down in multi residential activity, there is a strong pipeline of non-residential and engineering construction projects in NSW and Victoria, with ~\$87 billion in NSW and \$40 billion in VIC in new infrastructure committed or commenced over the next 4 years. The Australian Federal and State governments have committed to investing significantly in critical infrastructure. This infrastructure pipeline across NSW and Victoria will underpin ongoing growth in B&D waste volumes over the short to medium term, with Bingo securing several contracts for waste management services to these projects. Under the Greater Sydney Region Plan, by 2056, Greater Sydney will be a metropolis of 'three cities' – a Sydney CBD City, Parramatta City and Western Sydney Aerotropolis<sup>5</sup>. Newcastle, Wollongong and Gosford will be important economic hubs with key transport and freight gateways, and strong service-based industries. The development of Western Sydney Aerotropolis is a catalyst for future construction activity in Sydney and Bingo remains well positioned to benefit from this development. Over the short to medium term, growth from multi-dwelling residential projects in NSW and VIC is expected to continue to moderate.

C&I waste is generated from a range of commercial and industrial activities by both businesses and Government. Therefore, the outlook for the market can be observed with reference to the NSW and Victorian economies. The Australian Bureau of Statistics measure of state domestic product in New South Wales and Victoria is forecast to advance by 2.75 to 3.0 per cent throughout 2018-19, exceeding the trend growth by 25 to 50 basis points. Bingo Commercial continues to aggressively pursue growth in the C&I segment with significant successes in tendering for large customer contracts; over the last 12 months Bingo Commercial has achieved a win rate of approximately 50% in Commercial tenders. Bingo is seeking to continue to gain market share through leveraging its integrated post collections network, market leading recovery rates, Bingo Live operating system and Toro's capabilities in delivery of high-quality bins and waste equipment to newly contracted customers.

<sup>1</sup> Australian National Waste Report, 2016.

<sup>2</sup> Greater Sydney Commission, A Metropolis of three cities – connecting people, October 2017.

# Directors' Report (continued)

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## Significant Changes in the State of Affairs

### Debt refinancing

On 20 August 2018, the Group refinanced its principal debt facility, increasing the facility from \$200 million to \$400 million (plus an accordion facility of up to \$100 million). The prior debt facility was established around the time of the IPO, the increase in size of the facility is now aligned with the current scale of operations and finance requirements of the business. The new facility extends the maturity dates from July 2020 to August 2021 and provides greater flexibility to manage the business while the administration of the facility has been simplified.

### Announcement of Dial-a-Dump Industries Acquisition and \$425 million Entitlement Offer

On 21 August 2018, the Group announced it had entered into a binding agreement to acquire Dial-a-Dump Industries ("DADI") for an enterprise value of \$577.5 million. Consideration for the acquisition comprises \$377.5 million in cash and the residual in Bingo shares to be issued to the vendors of DADI at completion of the acquisition.

DADI is a fully integrated waste management business in NSW with operations across the waste value chain from collections to recycling, landfill and recycled product sales. Assets to be acquired through the acquisition include:

- Genesis Transfer Station in Alexandria, NSW
- Genesis Waste Facility (landfill, materials processing facility and recycled product processing facility) in Eastern Creek, NSW; and
- Collections fleet of approximately 55 vehicles.

The acquisition will be partly funded by an underwritten 1 for 2.48 pro-rata accelerated, non-renounceable entitlement offer priced at \$2.54 per ordinary share, which raised approximately \$425 million during the period. The residual of the consideration for the acquisition will be satisfied by the issue of new Bingo shares to the vendors at \$2.54 per ordinary share upon completion of the acquisition.

Please refer to the ASX announcement and investor presentation dated 21 August 2018, which provides shareholders with more detail in respect to the equity raising and acquisition.

## Matters Subsequent to the End of the Half Year

### Australian Competition and Consumer Commission (ACCC) delay in decision date on acquisition of Dial-a-Dump

On 13 February 2019, the ACCC advised that there would be a delay in the decision date on the acquisition of Dial-a-Dump to 28 February 2019.

### Interim dividend

On 26 February 2019, the Directors of the Company declared an interim dividend on ordinary shares in respect to the half year ended 31 December 2018. The total amount of the dividend is \$10 million, which represents a fully franked dividend of 1.72 cents per share. The dividend has not been provided for in the financial statements for the half year ended 31 December 2018.

# Directors' Report (continued)

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## Matters Subsequent to the End of the Half Year (continued)

### Completion of acquisition in Dandenong, Victoria

On 1 February 2019 the Company completed the acquisition of Cozee's Bins site in Victoria. The acquisition is primarily a land purchase with a recycling facility and small ancillary collections fleet in Dandenong, which were acquired for a combined price of approximately \$6.85 million (including land).

Other than the above, there have been no other matters or circumstances that have arisen since 31 December 2018 that have significantly affected, or may significantly affect the consolidated entity's operations, the results of those operations, or the consolidated entity's state of affairs.

### Likely Developments and Expected Results of Operations

On 18<sup>th</sup> February 2019, Bingo advised that it expects underlying EBITDA for the full year ending 30 June 2019 to be in line with the prior year. This compares with the Company's prior guidance of underlying EBITDA growth of the underlying business in the range of 15-20% prior to any positive impact of the acquisition of Dial-a-Dump.

The Group expects the results to grow in future years, largely driven by its strategy to provide a differentiated approach to waste management and its investment in recycling infrastructure and collections capacity. This approach is centred on targeting a high level of service, supported by scale efficiencies, internally developed customer management technology, a strategic network of resource recovery and recycling infrastructure and vertical integration across waste collection, separation, processing and recycling. The Group expects earnings growth and cash flows to continue as a result of continued organic growth across its diversified customer base; recent and ongoing investment across its network to expand operational capability and geographical reach.

Additional comments on the operations of the Group, its strategies and prospects are set out in the Operating and Financial Review on pages 3 to 11 of this financial report.

### Environmental Regulation

The Group is subject to significant environmental regulation under Australian Commonwealth or State law and holds environmental licences for its sites.

The Group is committed to achieving the highest standards of environmental performance.

The Environment Protection Authority (EPA) has commenced proceedings against Mortdale Recycling Pty Ltd and Minto Recycling Pty Ltd in respect of throughput exceedances at each of the Mortdale and Minto facilities. As the matters are before the Court it is not possible to foreshadow the penalty that may possibly be imposed, however Bingo is of the view that any penalty will not be material to earnings.

# Directors' Report (continued)

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## Rounding of Amounts

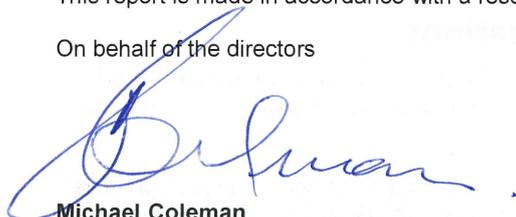
The Company is a company of the kind referred to in ASIC Corporations (Rounding in Financial/Directors Reports) Instrument 2016/191, dated 24 March 2016, and in accordance with that Corporations Instrument amounts in the Directors' Report are rounded off to the nearest thousand dollars, unless otherwise indicated.

## Auditor's Independence Declaration

A copy of the auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out on page 15.

This report is made in accordance with a resolution of directors, pursuant to section 306(3) of the Corporations Act 2001.

On behalf of the directors



**Michael Coleman**

Non-Executive Director and Chair



**Daniel Tartak**

Managing Director and Chief Executive Officer

26 February 2019

Sydney

26 February 2019

The Board of Directors  
Bingo Industries Limited  
305 Parramatta Road  
Auburn NSW 2144

Dear Board Members

### **Bingo Industries Limited**

In accordance with section 307C of the Corporations Act 2001, I am pleased to provide the following declaration of independence to the directors of Bingo Industries Limited.

As lead audit partner for the review of the financial statements of Bingo Industries Limited for the half-year ended 31 December 2018, I declare that to the best of my knowledge and belief, there have been no contraventions of:

- (i) the auditor independence requirements of the Corporations Act 2001 in relation to the review; and
- (ii) any applicable code of professional conduct in relation to the review.

Yours sincerely

*Deloitte Touche Tohmatsu*  
DELOITTE TOUCHE TOHMATSU



Tara Hill  
Partner  
Chartered Accountants

# Condensed Consolidated Statement of Profit or Loss and Other Comprehensive Income

for the half year ended 31 December 2018

	Note	Half year ended 31 Dec 2018 \$'000	Half year ended 31 Dec 2017 \$'000
Revenue	3	176,353	141,754
Other income	3	2,298	656
<b>Total revenue and other income</b>		<b>178,651</b>	<b>142,410</b>
Tipping and transportation costs		(78,811)	(49,698)
Employee benefits expenses		(40,949)	(37,387)
Depreciation and amortisation expenses	4	(14,081)	(9,435)
Trucks and machinery costs		(5,438)	(4,360)
Net finance costs	5	(1,536)	(3,657)
Acquisition costs		(3,690)	(1,941)
Rent and outgoings		(1,030)	(662)
Capital raising costs		(410)	(410)
Other expenses		(11,690)	(8,294)
<b>Total expenses</b>		<b>(157,635)</b>	<b>(115,844)</b>
Profit before income tax		21,016	26,566
Income tax expense		(7,657)	(8,779)
<b>Profit for the period attributable to owners of the Company</b>		<b>13,359</b>	<b>17,787</b>
<b>Total comprehensive income for the period attributable to the owners of the Company</b>		<b>13,359</b>	<b>17,787</b>
<b>Earnings per share</b>			
Basic earnings per share	7	\$0.03	\$0.05
Diluted earnings per share	7	\$0.03	\$0.05

The above statement should be read in conjunction with the accompanying notes

# Condensed Consolidated Statement of Financial Position

as at 31 December 2018

	Note	As at 31 Dec 2018 \$'000	As at 30 Jun 2018 \$'000
<b>Assets</b>			
<b>Current assets</b>			
Cash and cash equivalents		140,308	21,443
Trade and other receivables		52,874	47,013
Contract assets	2	2,458	-
Inventories		6,481	5,595
Assets held for sale	8	4,742	4,674
Other assets	9	19,741	11,957
<b>Total current assets</b>		<b>226,604</b>	<b>90,682</b>
<b>Non-current assets</b>			
Property, plant and equipment	10	452,517	364,706
Intangible assets	11	122,580	121,870
Deferred tax asset		2,271	497
<b>Total non-current assets</b>		<b>577,368</b>	<b>487,073</b>
<b>Total assets</b>		<b>803,972</b>	<b>577,755</b>
<b>Liabilities</b>			
<b>Current liabilities</b>			
Trade and other payables	13	92,654	77,672
Borrowings	14	-	2,388
Income tax payable		815	10,591
Provisions		3,844	3,108
<b>Total current liabilities</b>		<b>97,313</b>	<b>93,759</b>
<b>Non-current liabilities</b>			
Borrowings	14	-	174,137
Provisions		466	695
Other payables	13	-	28,899
<b>Total non-current liabilities</b>		<b>466</b>	<b>203,731</b>
<b>Total liabilities</b>		<b>97,779</b>	<b>297,490</b>
<b>Net assets</b>		<b>706,193</b>	<b>280,265</b>
<b>Equity</b>			
Issued capital	15	1,168,458	748,137
Other contributed equity		1,244	1,244
Reserves		(542,728)	(543,616)
Retained earnings		79,219	74,500
<b>Total equity</b>		<b>706,193</b>	<b>280,265</b>

The above statement should be read in conjunction with the accompanying notes

# Condensed Consolidated Statement of Changes in Equity

for the half year ended 31 December 2018

	Note	Issued Capital \$'000	Other Contributed Equity \$'000	Group Reorganisation Reserve \$'000	Employee Equity Benefits Reserve \$'000	Retained Earnings \$'000	Total \$'000
<b>Balance 1 July 2017</b>		<b>624,015</b>	<b>1,244</b>	<b>(545,068)</b>	<b>162</b>	<b>43,616</b>	<b>123,969</b>
Profit for the period		-	-	-	-	17,787	17,787
Total comprehensive income for the period		-	-	-	-	17,787	17,787
<i>Transactions with owners, in their capacity as owners and other transfers</i>							
• Issue of shares	15	123,800	-	-	-	-	123,800
• Costs capitalised to equity (net of tax)	15	(1,854)	-	-	-	-	(1,854)
• Recognition of equity settled share based payments		-	-	-	525	-	525
Dividends paid or provided during the period	16	-	-	-	-	-	-
<b>Balance 31 December 2017</b>		<b>745,961</b>	<b>1,244</b>	<b>(545,068)</b>	<b>687</b>	<b>61,403</b>	<b>264,227</b>
<b>Balance 1 July 2018</b>		<b>748,137</b>	<b>1,244</b>	<b>(545,068)</b>	<b>1,452</b>	<b>74,500</b>	<b>280,265</b>
Effects of adoption of new accounting standards	2	-	-	-	-	(342)	(342)
<b>Balance 1 July 2018 as restated</b>		<b>748,137</b>	<b>1,244</b>	<b>(545,068)</b>	<b>1,452</b>	<b>74,158</b>	<b>279,923</b>
Profit for the period		-	-	-	-	13,359	13,359
Total comprehensive income for the period		-	-	-	-	13,359	13,359
<i>Transactions with owners, in their capacity as owners and other transfers</i>							
• Issue of shares	15	425,569	-	-	-	-	425,569
• Costs capitalised to equity (net of tax)	15	(5,248)	-	-	-	-	(5,248)
• Recognition of equity settled share based payments		-	-	-	888	-	888
Dividends paid or provided during the period	16	-	-	-	-	(8,298)	(8,298)
<b>Balance 31 December 2018</b>		<b>1,168,458</b>	<b>1,244</b>	<b>(545,068)</b>	<b>2,340</b>	<b>79,219</b>	<b>706,193</b>

The above statement should be read in conjunction with the accompanying notes

# Condensed Consolidated Statement of Cash Flows

for the half year ended 31 December 2018

	Note	Half year ended 31 Dec 2018 \$'000	Half year ended 31 Dec 2017 \$'000
Receipts from customers		186,926	149,014
Payments to suppliers and employees		(147,623)	(120,247)
Income tax paid		(17,256)	(7,187)
<b>Net Cash Flows from Operating Activities</b>		<b>22,047</b>	<b>21,580</b>
Purchase of property, plant and equipment	10,13,14	(150,766)	(64,523)
Purchase of business		(2,504)	(43,430)
Purchase of intangible assets	11	(2,589)	(593)
Proceeds from sale of non-current assets		585	1,832
<b>Net Cash Flows used in Investing Activities</b>		<b>(155,274)</b>	<b>(106,714)</b>
Proceeds from issue of shares	15	424,926	120,067
Capital raising costs	15	(7,249)	(2,649)
Proceeds from borrowing		18,000	47,000
Repayment of borrowing		(176,000)	(73,500)
Dividend paid		(7,753)	-
Net interest received/(paid)		168	(2,952)
<b>Net Cash Flows provided by Financing Activities</b>		<b>252,092</b>	<b>87,966</b>
<b>Net increase in cash held</b>		<b>118,865</b>	<b>2,832</b>
Cash at the beginning of the period		21,443	13,278
<b>Cash at the end of the period</b>		<b>140,308</b>	<b>16,110</b>

The above statement should be read in conjunction with the accompanying notes

# Notes to the Financial Statements

for the half year ended 31 December 2018

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## Note 1. General Information

Bingo Industries Limited (“the Company”) is a company incorporated in Australia and listed on the Australian Securities Exchange. The Company was incorporated as a public company on 3 March 2017. On 9 May 2017 the shareholders of the Company and Bingo Holdings Pty Limited and its controlled entities undertook a corporate reorganisation process to facilitate an Initial Public Offering (“IPO”). Consequently, the Company acquired the already operating Bingo Holdings Pty Limited and its controlled entities (Pre-IPO Bingo Group).

This corporate reorganisation does not represent a business combination in accordance with AASB 3 ‘Business Combinations’, and the appropriate accounting treatment for recognising the new group structure is on the basis that the transaction is a form of capital reconstruction and group reorganisation. Accordingly, the financial statements have been presented as a continuation of the Pre-IPO Bingo Group. As such, financial statements of the Group include the historical financial information of the Pre-IPO Bingo Group for the period before the acquisition. These financial statements include the financial results for the Group from 1 July 2018 to 31 December 2018. The comparative information presented in the financial statements represents the financial position of the Group as at 30 June 2018 and the financial performance of the Group for the half year ended 31 December 2017.

The consolidated financial statements of the Company and its controlled entities (“the Group”) were authorised for issue by the Directors on 26 February 2019.

The principal activities of the Group during the financial year were to provide waste management solutions for domestic and commercial business, operate state of the art recycling centres and the manufacture of bins. No significant change in the nature of these activities occurred during the financial year.

The address of its registered office and principal place of business are as follows:

305 Parramatta Road  
Auburn NSW 2144

## Note 2. Summary of Significant Accounting Policies

### Statement of compliance

These general purpose financial statements for the half year ended 31 December 2018 have been prepared in accordance with Australian Accounting Standards AASB 134 *Interim Financial Reporting* and the *Corporations Act 2001*. Compliance with AASB 134 ensures compliance with IAS 34.

These half year financial statements do not include all the notes that are normally included in the annual financial statements. Therefore, the statements should be read in conjunction with the annual reports for the year ended 30 June 2018 along with any public announcements by Bingo Industries Limited during the half year ended 31 December 2018 in accordance with the continuous disclosure requirements under the *Corporations Act 2001*.

### Basis of preparation

The consolidated financial statements have been prepared on the basis of historical cost as explained in the accounting policies below. Historical cost is generally based on the fair values of the consideration given in exchange for goods and services. All amounts are presented in Australian dollars. The company is a Company of the kind referred to in *ASIC Corporations (Rounding in Financial/Directors Reports) Instrument 2016/191*, dated 24 March 2016, and in accordance with that Corporations Instrument amounts in the financial report are rounded off to the nearest thousand dollars, unless otherwise indicated.

The accounting policies and methods of computation adopted in the preparation of the half year financial report are consistent with those adopted and disclosed in the annual report for the financial year ended 30 June 2018, except for the impact of the Standards and Interpretations adopted for the first time during the current period as described below. The changes in accounting policies will also be reflected in the Group’s consolidated financial statements as at and for the year ending 30 June 2019. These accounting policies are consistent with Australian Accounting Standards and with International Financial Reporting Standards.

# Notes to the Financial Statements

for the half year ended 31 December 2018

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## Note 2. Summary of Significant Accounting Policies (continued)

### Comparative information

Prior year balances have been adjusted to reflect reclassifications within the consolidated statement of profit or loss and other comprehensive income.

Comparative expenses in the statement of profit or loss of \$1.58 million have been reclassified from Raw materials to Other expenses. Net gain on sale of property, plant and equipment of \$0.02 million previously included in Other expenses has been reclassified to Other income.

### New and amended standards adopted by the Group

The Group has adopted all the new and revised Standards and Interpretations issued by the Australian Accounting Standards Board that are relevant to their operations and effective for the current half year.

New and revised Standards and amendments thereof and Interpretations effective for the current half year that are relevant to the Group include:

- AASB 9 *Financial Instruments* and related amending Standards; and
- AASB 15 *Revenue from Contracts with Customers* and related amending Standards.

### AASB 9 'Financial Instruments' and related amending Standards

In the current half year, the Group has applied AASB 9 Financial Instruments and the related consequential amendments to the Accounting Standard for the first time. AASB 9 addresses the classification, measurement and derecognition of financial assets, financial liabilities and hedging and a new impairment model for financial assets.

#### Classification and measurement of financial assets and financial liabilities

The Group has no complex financial instruments. As a result, there have been no changes to the classification and measurement of financial assets and financial liabilities.

#### Impairment of financial assets

##### *Trade receivables and contract assets*

In relation to the impairment of financial assets, AASB 9 requires an expected credit loss model as opposed to an incurred credit loss model under AASB 139. The calculation of impairment losses impacts the way the Group calculates the provision for doubtful debts, now termed the credit loss allowance. The Group applies the AASB 9 simplified approach to measuring expected credit losses which uses a lifetime expected loss allowance for all trade receivables and contract assets.

To measure the expected credit losses, trade receivables and contract assets have been grouped based on shared credit risk characteristics. Customers are assessed based on factors including, but not limited to, debtor aging profile, credit agency information and trade debtor insurance coverage. A provision allowance is determined based on historic credit loss rates for each group of customers, adjusted for any material expected changes to the customers' future credit risk.

Trade receivables and contract assets are written off when there is no reasonable expectation of recovery.

The Group has applied the exception under AASB 9 to not restate comparatives as the credit loss allowance under AASB 139 and AASB 9 did not result in material changes to the amounts previously reported.

The expected loss rate applied to the gross carrying amount of trade receivables and contract assets was 2.9% as at 1 July 2018 and 2.5% as at 31 December 2018.

The cumulative effect of initially applying the standard was \$0.3 million charge to retained earnings, which was recognised in the retained earnings as at 1 July 2018. The loss allowance increased by a further \$0.01 million to \$1.40 million for trade receivables during the six months to 31 December 2018.

##### *Cash and cash equivalents*

Whilst cash and cash equivalents are also subject to the impairment requirements of AASB 9, there was no impairment loss identified.

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 2. Summary of Significant Accounting Policies (continued)

### New and amended standards adopted by the Group (continued)

#### AASB 15 'Revenue from Contracts with Customers' and related amending Standards

The Group has adopted AASB 15 *Revenue from Contracts with Customers* from 1 July 2018. The group has applied the modified retrospective approach.

Under AASB 15, revenue recognition for each of the Group's key revenue streams is as follows:

Segment	Revenue Stream	Performance obligation	Timing of recognition
Collections	Skip bin revenue	Collection of a wide range of skip bins from private households, infrastructure projects and residential and commercial construction companies for the disposal of B&D waste.	Point in time recognition when the bins are collected.
Collections	Commercial bin revenue	Collection of various solid and liquid waste streams from a range of commercial and industrial customers;	Point in time recognition when the bins are collected.
Post Collections	Recycling centre gate fee revenue	Collecting gate fees from customers when the waste is received at Bingo's network of resource recovery and recycling centres	Point in time recognition when the waste is received.
Post Collections	Recycled products revenue	Sale of recycled products from Bingo's recycling centres	Point in time recognition when the goods are transferred.
Other	Waste equipment sales revenue	Supply of waste equipment, including the manufacturing of steel bins and distribution of plastic bins.	Point in time recognition when the goods are transferred.

On adoption of AASB 15, the revenue recognition policy has changed as disclosed in the table above, however, the timing of revenue recognition remains substantially unchanged. There were no adjustments recognised to revenue on transition. The disaggregation of revenue streams is disclosed in Note 3.

AASB 15 uses the terms 'contract asset' and 'contract liability' to describe what more commonly might be known as 'accrued revenue' and 'deferred revenue'. The Group has adopted the terminology used in AASB 15 to describe such balances.

Deferred revenue arises when bins have been delivered to customer sites and have not been collected as the performance obligation is to yet to be fulfilled. The sales invoices in relation to the deferred revenue were included in trade and other receivables and so has been reclassified as a contract asset. At 31 December 2018 this reclassification was \$2.46 million (1 July 2018: \$2.82 million) to contract assets. Trade receivables, as a result of AASB 15 adoption, has changed from \$55.33 million to \$52.87 million at 31 December 2018. There was no impact on the statement of profit or loss as a result of these reclassifications.

The adjustment to deferred revenue relates to the reclassification of a balance that was previously recognised as part of deferred revenue and that has been reclassified as a contract liability within trade and other payables (see Note 13). This balance relates to a portion of the Group's skip bin revenue. This had no impact on the statement of profit or loss.

### New accounting standards and interpretations for application in future periods

#### AASB 16 'Leases'

AASB 16 *Leases* will be effective for the Group from 1 July 2019. The Group has yet to complete a detailed assessment on the potential impact on its consolidated financial statements resulting from the application of AASB 16; however, the following impacts are expected:

- the total assets and liabilities on the balance sheet will increase with a decrease in net total assets, due to the depreciation of right of use assets being on a straight-line basis whilst the lease liability reduces by the principal amount of repayments;
- interest expense will increase due to the unwinding of the effective interest rate implicit in the lease liability. Interest expense will be greater earlier in a lease's life, due to the higher principal value, causing profit variability over the term of lease. This effect may be partially mitigated due to the number of leases held by the Group at various stages of their terms; and
- operating cash flows will be higher and financing cash flows will be lower, as repayment of the principal portion of all lease liabilities will be classified as financing activities.

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 3. Revenue and Other Income

Revenue is recognised at a point in time. Refer to Note 2 for the details regarding the change in revenue recognition policy following the adoption of AASB 15 in the current half year.

	Note	Half year ended 31 Dec 2018 \$'000	Half year ended 31 Dec 2017 \$'000
<b>Revenue</b>		<b>176,353</b>	<b>141,754</b>
<b>Other income</b>			
Equipment rental - related company		-	600
Equipment rental - other		2,310	-
Net (loss)/gain on sale of property, plant & equipment (i)		(45)	16
Other income		33	40
<b>Total other income</b>		<b>2,298</b>	<b>656</b>
<b>Total revenue and other income</b>		<b>178,651</b>	<b>142,410</b>

(i) Net gain on sale of property, plant & equipment in the prior period was reclassified as Other Income.

The table below provides a disaggregation of segment revenues from contracts with customers (refer also to Note 6).

Timing of revenue recognition – At a point in time Including eliminations	Half year ended 31 Dec 2018 \$'000	Half year ended 31 Dec 2017 \$'000
Collections	100,389	78,476
Post Collections	67,546	55,527
Other	8,418	7,751
	<b>176,353</b>	<b>141,754</b>

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 4. Expenses

Profit before income tax includes the following specific expenses:

	Half year ended 31 Dec 2018 \$'000	Half year ended 31 Dec 2017 \$'000
Depreciation	11,441	7,923
Customer relationship amortisation	2,136	1,239
Software amortisation	504	273
Depreciation and amortisation expenses	14,081	9,435

## Note 5. Net Finance Costs

	Half year ended 31 Dec 2018 \$'000	Half year ended 31 Dec 2017 \$'000
Interest expense – Loans	2,153	2,825
Interest expense – Finance lease liabilities	(144)	529
Interest expense - Deferred purchase payment (i)	1,022	121
Amortised borrowing costs (ii)	1,011	215
Capitalised borrowing included in the cost of qualifying asset	(1,199)	-
	2,843	3,690
Interest received	(1,307)	(33)
<b>Net finance costs</b>	<b>1,536</b>	<b>3,657</b>

(i) Implicit interest on the deferred payment purchase structure of the Patons Lane qualifying asset.

(ii) Deferred borrowing costs of \$0.6 million relating to set up of original syndicated bank loan arrangement were expensed during the period as a consequence of modifications made to the loan agreement (also refer to Note 14).

## Note 6. Segment Reporting

The Group has identified its operating segments based on how the Chief Operating Decision Maker (CODM) reviews internal reports in order to assess the performance of the Group. The CODM of the Group is the Board of Directors. Based on management's assessment of the internal reports being reviewed by the CODM, the Group has identified the following reportable segments:

- Collections - includes providing bins and collection of building, demolition, industrial and commercial waste; and
- Post Collections - facilities which recycle, or dispose collected construction waste.

All other segments are reflected as "Other segments" on the basis that these are not considered reportable segments. The "Other segments" category includes manufacture and supply of bins, as well as unallocated corporate costs which includes integration costs.

Assets, liabilities and taxes are not disclosed as they are not provided to the CODM and are only reported on a group basis. The Group only operates in Australia. No single customer contributed 10% or more to the Group's revenue for the half year ended 31 December 2018 or 31 December 2017.

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 6. Segment Reporting (continued)

Half year ended 31 December 2018	Collections \$'000	Post Collections \$'000	Other \$'000	Eliminations \$'000	Total \$'000
<b>Revenue</b>					
Sales	100,389	102,138	16,034	(42,208) <sup>(i)</sup>	176,353
Other income	-	2,310	(12)	-	2,298
<b>Total revenue and other income</b>	<b>100,389</b>	<b>104,448</b>	<b>16,022</b>	<b>(42,208)</b>	<b>178,651</b>
EBITDA <sup>(ii)</sup>	19,311	25,256	(3,693) <sup>(iii)</sup>	-	40,874
Depreciation and amortisation expenses					(14,081)
Acquisition costs <sup>(iv)</sup>					(3,690)
Capital raising costs					(410)
Performance Contract intangible amortisation					(141)
Net finance costs					(1,536)
Profit before income tax					21,016
Income tax expense					(7,657)
<b>Profit after tax</b>					<b>13,359</b>

- (i) Eliminations relate to Post Collections sales (\$34.6 million) and Other sales (\$7.6 million).  
(ii) EBITDA for the Group excludes certain Acquisition costs (\$3.7 million), Capital raising costs (\$0.4 million) and Performance contract amortisation (\$0.1 million).  
(iii) EBITDA for Other segment includes \$2.5 million incurred on other acquisition related costs reflecting travel, employee costs, as well as an allocation of internal management resources. It also includes Integration costs of \$2.2 million to integrate businesses acquired, or being acquired, into the Group.  
(iv) Statutory acquisition costs of \$3.7 million incurred represent fees paid to advisers related to the acquisition of businesses.

Half year ended 31 December 2017	Collections \$'000	Post Collections \$'000	Other \$'000	Eliminations \$'000	Total \$'000
<b>Revenue</b>					
Sales	78,476	81,780	12,685	(31,187) <sup>(v)</sup>	141,754
Other income	16	2	638	-	656
<b>Total revenue and other income</b>	<b>78,492</b>	<b>81,782</b>	<b>13,323</b>	<b>(31,187)</b>	<b>142,410</b>
EBITDA <sup>(vi)</sup>	17,979	24,000	171 <sup>(vii)</sup>	-	42,150
Depreciation and amortisation expenses					(9,435)
Acquisition costs <sup>(viii)</sup>					(1,941)
Capital raising costs					(410)
Performance Contract intangible amortisation					(141)
Net finance costs					(3,657)
Profit before income tax					26,566
Income tax expense					(8,779)
<b>Profit after tax</b>					<b>17,787</b>

- (v) Eliminations relate to Post Collections sales (\$26.3 million) and Other sales (\$4.9 million).  
(vi) EBITDA for the Group excludes certain Acquisition costs (\$1.9 million), Capital raising costs (\$0.4 million) and Performance contract amortisation (\$0.1 million).  
(vii) EBITDA for Other segment includes \$1.7 million incurred to integrate businesses acquired, or being acquired, into the Group.  
(viii) Statutory acquisition costs of \$1.9 million incurred represent fees paid to advisers related to the acquisition of businesses.

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 7. Earnings Per Share

### Basic earnings per share

Basic earnings per share is calculated by dividing the net profit after income tax attributable to ordinary equity holders of the Group by the weighted average number of ordinary shares outstanding during the financial period.

### Diluted earnings per share

Diluted earnings per share adjusts basic earnings per share to take into account the after tax effect of interest and other financing costs associated with dilutive potential ordinary shares and the weighted average number of shares assumed to have been issued for no consideration in relation to dilutive potential ordinary shares.

Dilutive potential ordinary shares are limited to performance rights issued under the Group's long term and short-term incentive plans. The dilutive effect of the performance rights on the basic earnings per share reported above is not material.

		Half year ended 31 Dec 2018	Half year ended 31 Dec 2017
Basic earnings per share		\$ 0.03	\$ 0.05
Diluted earnings per share		\$ 0.03	\$ 0.05
Profit for the year attributable to owners of the Company	\$'000	13,359	17,787
Weighted average number of ordinary shares used in the calculation of:			
• Basic earnings per share	No. of shares	525,389,888	358,168,505
• Diluted earnings per share	No. of shares	527,630,527	359,718,244
Reconciliation of weighted average number of ordinary shares used in the calculation of:			
• Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share	No. of shares	525,389,888	358,168,505
Adjustments for calculation of diluted earnings per share:			
- Weighted average number of dilutive options and rights	No. of shares	2,240,639	1,549,739
• Weighted average number of ordinary shares and potential ordinary shares used as the denominator in calculating diluted earnings per share	No. of shares	527,630,527	359,718,244

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 8. Assets Held for Sale

	As at 31 Dec 2018 \$'000	As at 30 Jun 2018 \$'000
Land and buildings (i)	4,742	4,674
	<b>4,742</b>	<b>4,674</b>

- (i) The Group intends to dispose of land and buildings located at Helensburgh which are surplus to the Group's requirements that were acquired as part of a larger business combination. The Group anticipates that the fair value of the land and buildings less costs to sell will be greater than the carrying amount above. The disposal is expected to occur in the next 12 months.

## Note 9. Other Assets

	As at 31 Dec 2018 \$'000	As at 30 Jun 2018 \$'000
Performance consideration (i)	283	425
Deposits paid (ii)	8,905	6,871
Prepayments and other assets (iii)	7,033	1,397
Other (iv)	3,520	3,264
<b>Total other assets</b>	<b>19,741</b>	<b>11,957</b>

- (i) Performance consideration refers to a previously made payment for a one-off remuneration arrangement as a result of a business combination made in the year ended 30 June 2015. This balance is being amortised over the period of employment services.
- (ii) Deposits paid includes plant and equipment of \$5.5 million, \$2.5 million for Dial-a-Dump acquisition (non-refundable) and other items of \$0.9 million.
- (iii) Borrowing costs of \$1.8 million in respect of the syndicated debt facility for the half year ended 31 December 2018 have been reclassified from Borrowings to Prepayments (also refer to Note 14).
- (iv) Other refers to \$3.5 million for costs associated with Kembla Grange rectification works and is expected to be fully recoverable.

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 10. Property, Plant & Equipment

	As at 31 Dec 2018 \$'000	As at 30 Jun 2018 \$'000
Land and buildings at cost	168,650	122,467
Land and buildings - work in progress (i)	143,055	125,043
Land and buildings - total	311,705	247,510
Land and buildings accumulated depreciation	(1,639)	(994)
<b>Land and buildings net</b>	<b>310,066</b>	<b>246,516</b>
Leasehold improvements at cost	3,374	4,381
Leasehold improvements accumulated depreciation	(386)	(374)
<b>Lease improvements net</b>	<b>2,988</b>	<b>4,007</b>
Plant and equipment at cost	118,298	95,934
Plant and equipment accumulated depreciation	(29,688)	(22,752)
<b>Plant and equipment net</b>	<b>88,610</b>	<b>73,182</b>
Trucks and machinery at cost	66,432	53,294
Trucks and machinery accumulated depreciation	(15,579)	(12,293)
<b>Trucks and machinery net</b>	<b>50,853</b>	<b>41,001</b>
<b>Total property plant &amp; equipment</b>	<b>452,517</b>	<b>364,706</b>

- (i) Includes the acquisition of land at Patons Lane ("Patons Lane"), which was completed on 11 December 2017, and other costs of construction. Patons Lane is a greenfield resource recovery centre ("RRC") and landfill in Western Sydney with development approvals in place. The carrying value of Patons Lane as at 31 December 2018 was \$112.4 million, which includes capitalised costs to date (30 June 2018: \$97.3 million).

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 10. Property, Plant & Equipment (continued)

	Land and buildings at cost	Lease improvements at cost	Plant and equipment at cost	Trucks and machinery at cost	Total
	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Cost</b>					
Balance at 1 July 2017	101,843	1,381	64,647	42,440	210,311
Additions	1,844	1,567	13,431	5,549	22,391
Disposals	-	-	(522)	(1,990)	(2,512)
Acquisitions	3,600	-	5,998	5,764	15,362
Work in progress (ii)	96,387	-	-	-	96,387
<b>Balance as at 31 December 2017</b>	<b>203,674</b>	<b>2,948</b>	<b>83,554</b>	<b>51,763</b>	<b>341,939</b>
Balance at 1 July 2018	247,510	4,381	95,934	53,294	401,119
Additions	44,854	447	22,997	13,572	81,870
Transfer from Leasehold Improvements (i)	1,329	(1,397)	68	-	-
Disposals	-	(57)	(701)	(434)	(1,192)
Work in progress	18,012	-	-	-	18,012
<b>Balance as at 31 December 2018</b>	<b>311,705</b>	<b>3,374</b>	<b>118,298</b>	<b>66,432</b>	<b>499,809</b>
<b>Accumulated depreciation</b>					
Balance at 1 July 2017	100	125	12,845	7,928	20,998
Depreciation expense	389	102	4,944	2,489	7,924
Write back on disposal	-	-	(222)	(476)	(698)
<b>Balance as at 31 December 2017</b>	<b>489</b>	<b>227</b>	<b>17,567</b>	<b>9,941</b>	<b>28,224</b>
Balance at 1 July 2018	994	374	22,752	12,293	36,413
Depreciation expense	645	202	7,252	3,342	11,441
Write back on disposal	-	(190)	(316)	(56)	(562)
<b>Balance as at 31 December 2018</b>	<b>1,639</b>	<b>386</b>	<b>29,688</b>	<b>15,579</b>	<b>47,292</b>
<b>Net book value at 30 June 2018</b>	<b>246,516</b>	<b>4,007</b>	<b>73,182</b>	<b>41,001</b>	<b>364,706</b>
<b>Net book value at 31 December 2018</b>	<b>310,066</b>	<b>2,988</b>	<b>88,610</b>	<b>50,853</b>	<b>452,517</b>

(i) Following the acquisition of any leasehold properties, any leasehold improvements to such properties have been reclassified to either Land and Buildings or Plant and Equipment.

(ii) Includes Patons Lane and other works under construction. As at 31 December 2018, a cumulative amount of \$2.2 million had been capitalised in relation to the implicit interest on the deferred payment purchase structure of the Patons Lane qualifying asset, including \$1.0 million that was capitalised over the period.

The property, plant and equipment have been pledged to secure the borrowings of the Group.

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 10. Property, Plant & Equipment (continued)

As detailed below, the Group exercised its rights under the following Option agreements to acquire a number of properties.

### (a) IPO Properties under option

#### Deed of Put and Call Option – Smithfield Premises

During the period, the call option for the Smithfield Premises was exercised by the Group. The purchase price under the option was \$2,400,000.

#### Deed of Call Option – Tomago Premises

During the period, the call option for the Tomago Premises was exercised by the Group. The purchase price under the option was \$730,000.

### (b) Properties under option recognised as finance lease

Prior to being exercised during the current period, the put and call option arrangement for Revesby and Smithfield Premises had been recognised as finance lease as the directors believed that either the put or the call option was reasonably certain to be exercised at the end of the option expiry period.

### (c) Other properties under option

#### Deed of Put and Call Option – Revesby Premises

During the period, the call option for the Revesby Premises was exercised by the Group. The purchase price under the option was \$17,000,000.

## Note 11. Intangible Assets

	As at 31 Dec 2018 \$'000	As at 30 Jun 2018 \$'000
Goodwill	106,184	105,423
Customer relationships	11,642	13,778
Patents and Trademarks	83	80
Software	4,671	2,589
<b>Total intangibles</b>	<b>122,580</b>	<b>121,870</b>

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 11. Intangible Assets (continued)

	Note	Goodwill \$'000	Customer relationships \$'000	Patents & Trademarks \$'000	Software \$'000	Total \$'000
Balance 1 July 2017		44,317	8,475	80	1,325	54,197
Acquisition of businesses		29,398	-	-	-	29,398
Additions		-	-	-	593	593
Amortisation	4	-	(1,239)	-	(273)	(1,512)
<b>Balance 31 December 2017</b>		<b>73,715</b>	<b>7,236</b>	<b>80</b>	<b>1,645</b>	<b>82,676</b>
Consists of:						
Costs		73,715	10,830	80	2,389	87,014
Accumulated amortisation		-	(3,594)	-	(744)	(4,338)
<b>Balance 31 December 2017</b>		<b>73,715</b>	<b>7,236</b>	<b>80</b>	<b>1,645</b>	<b>82,676</b>
Balance 1 July 2018		105,423	13,778	80	2,589	121,870
Acquisition of businesses	12	761	-	-	-	761
Additions		-	-	3	2,586	2,589
Amortisation	4	-	(2,136)	-	(504)	(2,640)
<b>Balance 31 December 2018</b>		<b>106,184</b>	<b>11,642</b>	<b>83</b>	<b>4,671</b>	<b>122,580</b>
Consists of:						
Costs		106,184	19,796	83	6,193	132,256
Accumulated amortisation		-	(8,154)	-	(1,522)	(9,676)
<b>Balance 31 December 2018</b>		<b>106,184</b>	<b>11,642</b>	<b>83</b>	<b>4,671</b>	<b>122,580</b>

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 11. Intangible Assets (continued)

### Impairment of assets

Goodwill has been allocated to the following cash generating units:

- Collections - NSW
- Collections - Victoria
- Post Collections - NSW
- Post Collections - Victoria
- Other

At the end of each reporting period, the Group reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. An impairment loss, if any, is recognised for the amount by which the carrying amount exceeds its recoverable amount. Based on the Director's assessment, there are no indicators of impairment as at 31 December 2018.

## Note 12. Business Combinations

There were no business combinations completed during the half year ended 31 December 2018.

Total acquisition costs of \$3.69 million have been expensed during the half year ended 31 December 2018. This amount reflects fees paid to external advisors in relation to the proposed acquisition of Dial-a-Dump Industries (DADI) that were incurred prior to 31 December 2018.

### Reconciliation of National Recycling Group fair values that were finalised during the period

At 30 June 2018, the fair values of the assets and liabilities acquired as part of the acquisition of the National Recycling Group (NRG) during January 2018 were provisional values. The fair values were finalised at 31 December 2018 in a restatement of the previously disclosed provisional values. A reconciliation of these changes is included in the table below.

	Provisional values			Finalised values			Change
	at 30 June 2018			at 31 December 2018			
	Collections	Post Collections	Total	Collections	Post Collections	Total	
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Assets</b>							
Cash	(8)	-	(8)	(8)	-	(8)	-
Debtors	4,229	938	5,167	3,429	761	4,190	(977)
Plant & equipment	2,510	557	3,067	2,510	557	3,067	-
Land and buildings	10,883	2,414	13,297	10,883	2,414	13,297	-
Customer relationships	2,641	586	3,227	2,641	586	3,227	-
<b>Liabilities</b>							
Trade and other payables	(4,554)	(1,011)	(5,565)	(4,818)	(1,069)	(5,887)	(322)
Employee entitlements	(918)	(204)	(1,122)	(475)	(105)	(580)	542
Deferred tax liability	(948)	(210)	(1,158)	(948)	(210)	(1,158)	-
<b>Total Net identifiable assets</b>	<b>13,835</b>	<b>3,070</b>	<b>16,905</b>	<b>13,214</b>	<b>2,934</b>	<b>16,148</b>	<b>(757)</b>
Goodwill	27,268	6,049	33,317	27,887	6,187	34,074	757
<b>Consideration transferred</b>	<b>41,103</b>	<b>9,119</b>	<b>50,222</b>	<b>41,101</b>	<b>9,121</b>	<b>50,222</b>	<b>-</b>

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 13. Trade and Other Payables

	As at 31 Dec 2018 \$'000	As at 30 Jun 2018 \$'000
<b>Current</b>		
Trade creditors	35,155	27,240
Other creditors and accruals	25,834	18,366
Contract liabilities	2,212	2,534
Deferred settlement (i)	29,453	29,532
<b>Total trade and other payables</b>	<b>92,654</b>	<b>77,672</b>
<b>Non-current</b>		
Deferred settlement (i)	-	28,899
<b>Other payables</b>	<b>-</b>	<b>28,899</b>

- (i) On 11 December 2017, the Group completed the purchase of land at Patons Lane. The consideration for Patons Lane is \$90 million, structured over three payments of \$30 million in December 2017, December 2018 and July 2019. The second payment of \$30 million was made in December 2018. As the remaining third payment is due in July 2019, it has been reclassified as a current liability. The amount recognised as a current liability (\$29.45 million) is measured as the present value of the expected future payment.

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 14. Borrowings

	As at 31 Dec 2018 \$'000	As at 30 Jun 2018 \$'000
<b>Current - secured</b>		
Finance lease liabilities (i)	-	2,388
<b>Total Borrowings (Current)</b>	<b>-</b>	<b>2,388</b>
<b>Non-current - secured</b>		
Bank loan (ii)	-	158,000
Borrowing costs (iii)	-	(790)
Finance lease liabilities (i)	-	16,927
<b>Total Borrowings (Non-Current)</b>	<b>-</b>	<b>174,137</b>

- (i) The finance lease liabilities relate to Revesby and Smithfield properties under put and call options which were purchased during the half year ended 31 December 2018.
- (ii) During the period ended 31 December 2018, repayments of \$176.0 million were partially offset by drawdowns of \$18.0 million. As at 31 December 2018, the debt facility was undrawn.
- (iii) Borrowing costs of \$1.8 million in respect of the new syndicated debt facility for the half year ended 31 December 2018 have been reclassified from Borrowings to Prepayments (also refer to Note 9).

On 20 August 2018, the Group refinanced its principal debt facility, increasing the facility from \$200 million to \$400 million (plus an accordion facility of up to \$100 million). The new facility extends the maturity date from July 2020 to August 2021 and provides greater flexibility to manage the business while the administration of the facility has been simplified. The Syndicated Facility is secured against the operations and assets of the Group. All covenants were complied with during the period.

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 15. Issued Capital

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

Share capital	As at 31 December 2018		As at 31 December 2017	
	Number of shares	\$'000	Number of shares	\$'000
Ordinary share capital				
Fully paid ordinary shares	582,389,878	1,168,458	413,907,168	745,961

Movements in ordinary share capital	Half year ended 31 December 2018		Half year ended 31 December 2017	
	Number of shares	\$'000	Number of shares	\$'000
On issue at 1 July	414,883,467	748,137	349,000,000	624,015
<b>Movements:</b>				
2/10/2017 Issue of shares as consideration for Business Combination (i)			1,714,663	3,734
6/12/2017 Issue of shares under Entitlement Offer (Institutional tranche) (ii)			55,723,531	105,875
21/12/2017 Issue of shares under Entitlement Offer (Retail tranche) (ii)			7,468,974	14,191
30/08/2018 Issue of shares under Entitlement Offer (Institutional tranche) (iii)	138,720,619	352,350		
14/09/2018 Issue of shares under Entitlement Offer (Retail tranche) (iii)	28,573,079	72,576		
27/09/2018 Issue of shares under dividend reinvestment program	176,268	545		
20/12/2018 Gogetter Gift Offer	36,445	98		
Capital raising transaction costs during the period (net of tax) (iv)		(5,248)		(1,854)
<b>On issue at 31 December</b>	<b>582,389,878</b>	<b>1,168,458</b>	<b>413,907,168</b>	<b>745,961</b>

(i) No cash consideration was paid as the issued shares form part of the consideration for the acquisition of Konstruct Environmental Pty Limited.

(ii) On 27 November 2017 the Group announced a range of initiatives to increase network capacity expansion across Victoria and NSW, including acquisitions and organic redevelopment opportunities. These initiatives were funded by equity. The equity was raised via a 1 for 5.55 pro-rata accelerated non-renounceable entitlement offer priced at \$1.90 per share (Entitlement Offer).

(iii) On 21 August 2018, the Group announced it had entered into a binding agreement to acquire Dial-a-Dump Industries ("DADI") for an enterprise value of \$577.5 million. The acquisition will be partly funded by an underwritten 1 for 2.48 pro-rata accelerated, non-renounceable entitlement offer priced at \$2.54 per ordinary share to raise \$425 million.

(iv) Gross capital raising transaction costs were \$7.2 million during the period (\$5.2 million net of tax).

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 16. Dividends

The Company declared a fully franked dividend on ordinary shares for the half year ended 31 December 2018 of 1.72 cents per share. The record date of the interim dividend is 4 March 2019 with payment to be made on 28 March 2019. The dividend has not been included as a liability in these financial statements.

Details of the dividends in respect of the period are as follows:

	Half year ended 31 December 2018		Half year ended 31 December 2017	
	Cents per share	Total '\$'000	Cents per share	Total '\$'000
<b>Dividends paid during the period</b>				
Final dividend relating to prior period	2.00	8,298	-	-
	<b>2.00</b>	<b>8,298</b>	-	-
<b>Dividend determined in respect of the period</b>				
Interim dividend relating to current period declared subsequent to period end	1.72	10,017	1.72	7,119
	<b>1.72</b>	<b>10,017</b>	<b>1.72</b>	<b>7,119</b>

# Notes to the Financial Statements

for the half year ended 31 December 2018

## Note 17. Commitments

	As at 31 Dec 2018 \$'000	As at 30 Jun 2018 \$'000
<b>Capital commitments</b>		
Significant capital expenditure contracted for at the end of the reporting period but not recognised as a liability is as follows:		
Property, plant & equipment	26,960	5,227

## Note 18. Fair Values of Financial Assets and Financial Liabilities

The carrying value of all financial assets and liabilities approximate fair value.

## Note 19. Contingent Liabilities

The Environment Protection Authority (EPA) has commenced proceedings against Mortdale Recycling Pty Ltd and Minto Recycling Pty Ltd in respect of throughput exceedances at each of the Mortdale and Minto facilities. As the matters are before the Court it is not possible to foreshadow the penalty that may possibly be imposed, however Bingo is of the view that any penalty will not be material to earnings.

# Notes to the Financial Statements

for the half year ended 31 December 2018

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## Note 20. Matters Subsequent to the End of the Half Year

### Australian Competition and Consumer Commission (ACCC) delay in decision date on acquisition of Dial-a-Dump

On 13 February 2019, the ACCC advised that there would be a delay in the decision date on the acquisition of Dial-a-Dump to 28 February 2019.

### Interim dividend

On 26 February 2019, the Directors of the Company declared an interim dividend on ordinary shares with respect to the year ended 30 June 2018. The total amount of the dividend is \$10 million, which represents a fully franked dividend of 1.72 cents per share. The dividend has not been provided for in the financial statements for the half year ended 31 December 2018.

### Completion of acquisition in Dandenong, Victoria

On 1 February 2019 the Company completed the acquisition of Cozee's Bins site in Victoria. The acquisition is primarily a land purchase with a recycling facility and small ancillary collections fleet in Dandenong, which were acquired for a combined price of approximately \$6.85 million (including land).

Other than the above, there have been no other matters or circumstances that have arisen since 31 December 2018 that has significantly affected, or may significantly affect the consolidated entity's operations, the results of those operations, or the consolidated entity's state of affairs.

# Directors' Declaration

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The Directors declare that:

- (a) In the Directors' opinion, there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable; and
- (b) In the Director's opinion, the attached financial statements and notes thereto are in accordance with the Corporations Act 2001, including compliance with accounting standards and giving a true and fair view of the financial position and performance of the consolidated entity.

Signed in accordance with a resolution of Directors, pursuant to section 303(5) of the Corporations Act 2001.

On behalf of the Directors



**Michael Coleman**  
Non-Executive Director and Chair



**Daniel Tartak**  
Managing Director and Chief Executive Officer

26 February 2019  
Sydney

## **Independent Auditor's Review Report to the Members of Bingo Industries Limited**

We have reviewed the accompanying half-year financial report of Bingo Industries Limited, which comprises the condensed statement of financial position as at 31 December 2018, and the condensed statement of comprehensive income, the condensed statement of cash flows and the condensed statement of changes in equity for the half-year ended on that date, notes comprising a summary of significant accounting policies and other explanatory information, and the directors' declaration of the consolidated entity comprising the company and the entities it controlled at the end of the half-year or from time to time during the half-year.

### *Directors' Responsibility for the Half-Year Financial Report*

The directors of the company are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the half-year financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

### *Auditor's Responsibility*

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410 *Review of a Financial Report Performed by the Independent Auditor of the Entity*, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the half-year financial report is not in accordance with the *Corporations Act 2001* including: giving a true and fair view of the consolidated entity's financial position as at 31 December 2018 and its performance for the half-year ended on that date; and complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*. As the auditor of Bingo Industries Limited, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### *Auditor's Independence Declaration*

In conducting our review, we have complied with the independence requirements of the *Corporations Act 2001*. We confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the directors of Bingo Industries Limited, would be in the same terms if given to the directors as at the time of this auditor's review report.

## *Conclusion*

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of Bingo Industries Limited is not in accordance with the *Corporations Act 2001*, including:

- (a) giving a true and fair view of the consolidated entity's financial position as at 31 December 2018 and of its performance for the half-year ended on that date; and
- (b) complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.

*Deloitte Touche Tohmatsu*  
DELOITTE TOUCHE TOHMATSU



Tara Hill  
Partner  
Chartered Accountants  
Sydney, 26 February 2019