



Making a sustainable future possible together

Cleanaway Waste Management Limited

Australia's leading total waste
management services provider

**FY22 results presentation
for the year ended 30 June 2022**

Presenters

Mark Schubert, Managing Director & CEO
Paul Binfield, Chief Financial Officer

Disclaimer

Forward looking statements – This presentation contains certain forward-looking statements, including with respect to the financial condition, results of operations and businesses of Cleanaway Waste Management Limited (“CWY”) and certain plans and objectives of the management of CWY. Forward-looking statements can generally be identified by the use of words including but not limited to ‘project’, ‘foresee’, ‘plan’, ‘guidance’, ‘expect’, ‘aim’, ‘intend’, ‘anticipate’, ‘believe’, ‘estimate’, ‘may’, ‘should’, ‘will’ or similar expressions. All such forward-looking statements involve known and unknown risks, significant uncertainties, assumptions, contingencies and other factors, many of which are outside the control of CWY, which may cause the actual results or performance of CWY to be materially different from any future results or performance expressed or implied by such forward-looking statements. Such forward-looking statements apply only as of the date of this presentation.

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Results information – This presentation contains summary information that should be read in conjunction with CWY’s Consolidated Financial Report for the financial year ended 30 June 2022.

All amounts are in Australian dollars unless otherwise stated. A number of figures in the tables and charts in the presentation pages have been rounded to one decimal place. Percentages (%) have been calculated on actual whole figures.

Unless otherwise stated, all earnings measures in this presentation relate to underlying earnings.

Underlying earnings are categorised as non-IFRS financial information and therefore have been presented in compliance with ASIC Regulatory Guide 230 – Disclosing non-IFRS information, issued in December 2011. Refer to CWY’s Directors’ Report for the definition of “Underlying earnings”. The term EBITDA represents earnings before interest, income tax, and depreciation, amortisation and impairments and the term EBIT represents earnings before interest and income tax expense.

This presentation has not been subject to review or audit.



Agenda

1. **Highlights**
2. **People & Environment**
3. **Financial Performance**
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6. **Balance Sheet & Liquidity**
7. **Segment Review**
8. **Delivering BluePrint 2030**
9. **Greenhouse Gas Emissions**
10. **Outlook**
11. **Appendices**

Highlights

Financial

- Strong revenue growth across all segments
- Strong net operating cash flow generation
- Sydney Resource Network (SRN) acquisition completed with contribution ahead of expectations
- Recovering cost increases through contractual mechanisms

Operational

- Established our foundations - safety and environment
- Leadership transition delivering new capability
- Established 'Lighthouse branches' to identify and target value drivers
- Resilience through significant operational challenges
- Set greenhouse gas reduction targets

Strategic

- BluePrint 2030 strategy execution underway
 - Continued to build-out growth platforms
- Added carbon, sustainability and core process capabilities

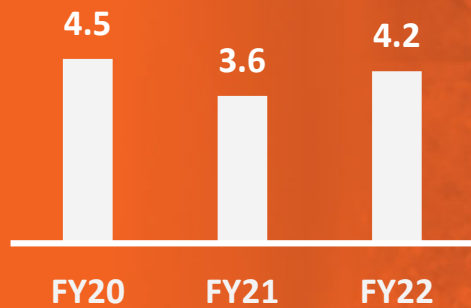


Note 1: Refer page 9.

All figures are underlying unless stated otherwise
"PCP" refers to prior corresponding period

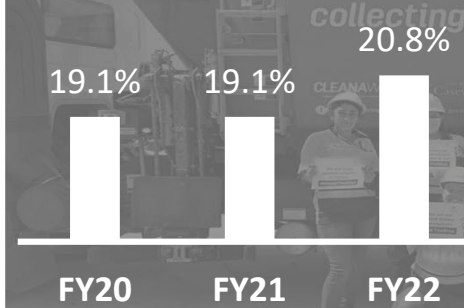
People & Environment

Total Recordable Injury Frequency Rate (TRIFR)¹



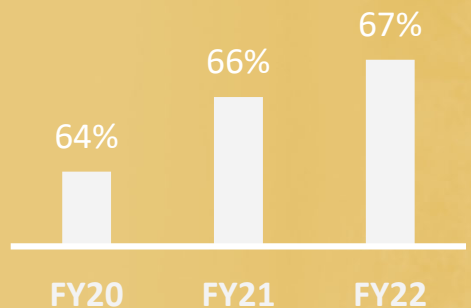
- Three tragic fatalities (not at fault)
- 83 injuries
- Intense safety focus

Female Representation



- Three female Executive Team members recruited
- Executive and senior management increased to 23% from 15% in FY21
- 3 female driver academies

Employee Engagement



- Improved performance despite challenging operating conditions
- Reset of values and required behaviours planned for FY23 to align with desired culture and strategy

Environment

- Intense focus on environmental controls
- Significantly reduced number of environmental enforcement notices
- Recognise concerns raised by the community regarding flood-related offsite odour at New Chum

Note 1: Incidents per million hours worked. TRIFR includes employees and contractors

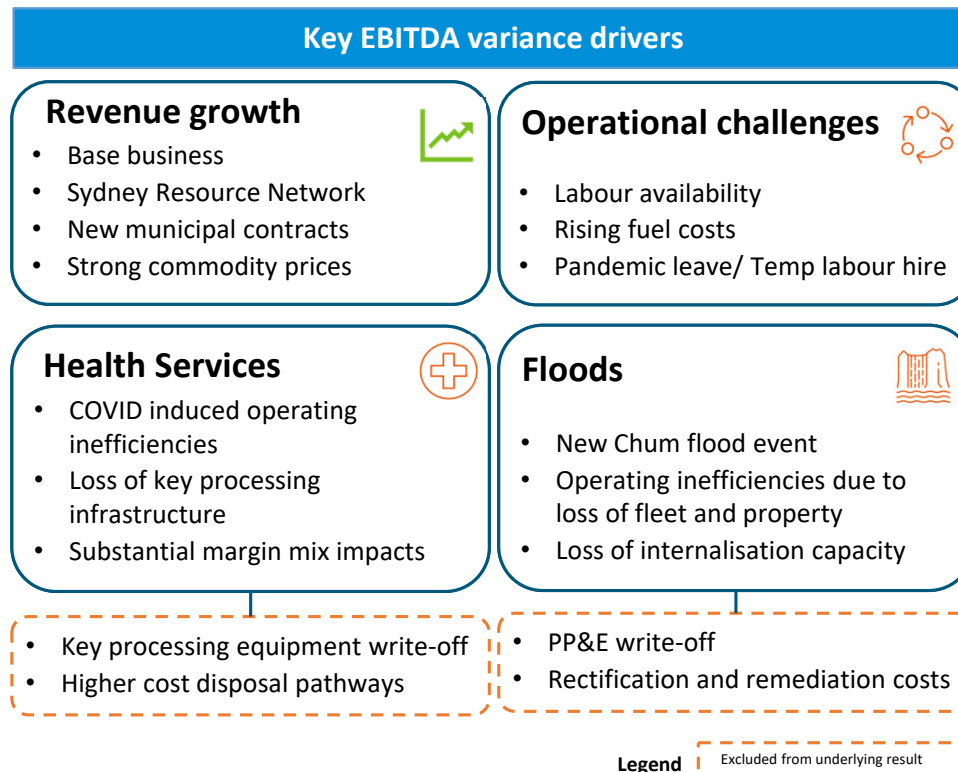
Financial Performance – Income Summary

Strong revenue growth partially offset by unexpected operational challenges and natural disasters...

\$ (million)	Underlying		
	FY22	FY21	Variance
Gross Revenue	3,006.2	2,406.4	24.9%
Net Revenue ¹	2,603.8	2,198.9	18.4%
EBITDA	581.6	535.1	8.7%
EBITDA Margin	22.3%	24.3%	(200 bps)
EBIT	257.1	258.7	(0.6%)
EBIT Margin	9.9%	11.8%	(190 bps)
NPAT	145.0	153.2	(5.4%)
Earnings Per Share ²	7.0	7.3	(4.1%)
ROIC	4.5%	5.0%	(50 bps)

Note 1: Net revenue excludes landfill levies

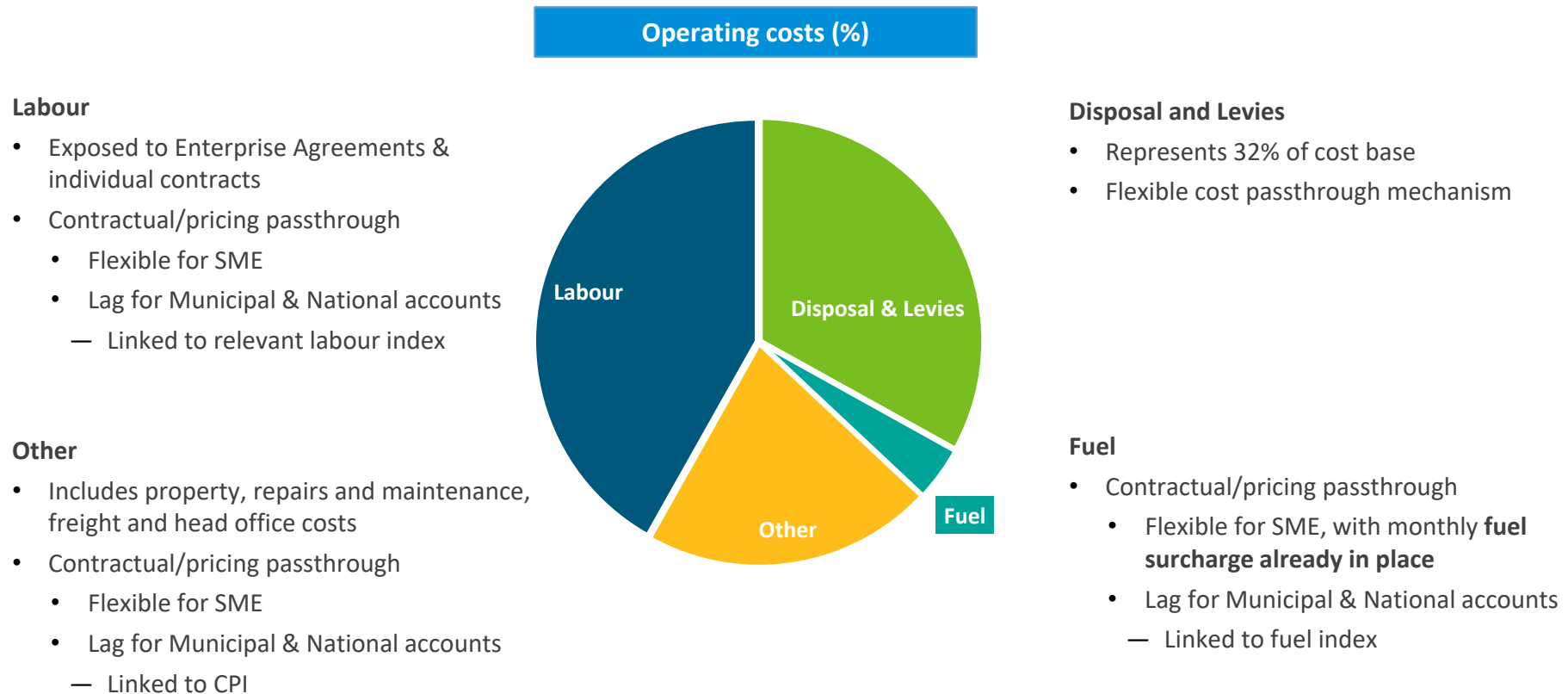
Note 2: Underlying EPS attributable to ordinary equity holders



...while the core business once again demonstrated its resilience

Inflation Protection and Management

Strong pricing and contractual mechanisms available to manage inflation....



..with flexibility to pass a large proportion of cost increases through in-period

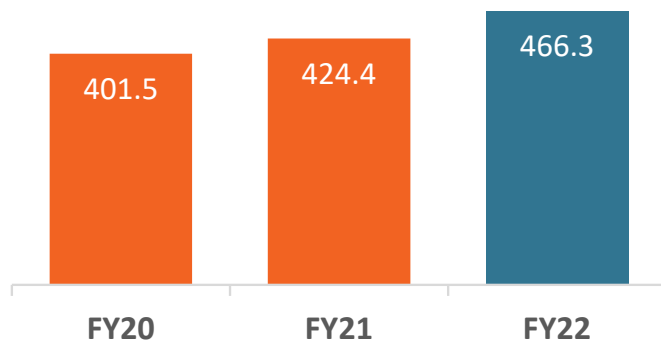
Statutory NPAT Reconciliation to Underlying NPAT

\$ (million)	H1FY22	H2FY22	FY22
Statutory NPAT Attributable to Ordinary Equity Holders	51.5	27.4	78.9
Pre-tax adjustments:			
New Chum rectification costs	-	38.8	38.8
Other flood impacts	-	4.7	4.7
Acquisition and integration costs	25.0	5.0	30.0
CEO transition & restructuring projects	7.9	4.1	12.0
Health Services additional cost of working due to equipment loss	-	10.9	10.9
Write down of loan - Sydney EfW	6.0	0.3	6.3
Other	(9.5)	(5.4)	(14.9)
Total Underlying Adjustments to EBIT	29.4	58.4	87.8
Net finance costs to underlying adjustments	2.3	(2.3)	-
Tax impact of underlying adjustments	(7.9)	(15.5)	(23.4)
Total Underlying Adjustments	23.8	40.6	64.4
Underlying NPAT Attributable to Ordinary Equity Holders	75.3	68.0	143.3
Non-controlling interest	1.0	0.7	1.7
Underlying Net profit after tax (NPAT)	76.3	68.7	145.0

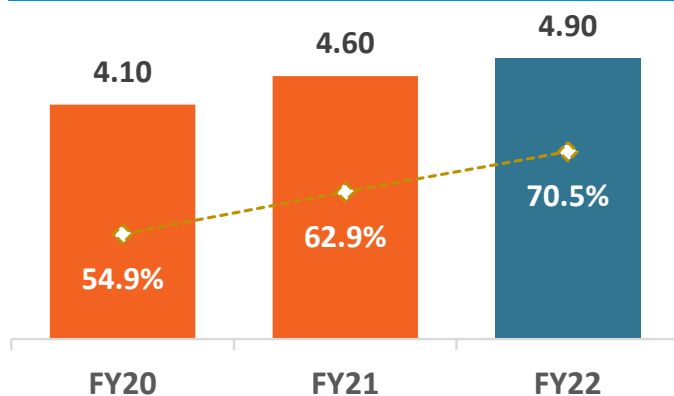
- New Chum rectification costs associated with the flood damage
- Flood rectification costs plus write-off of flood impacted assets net of insurance recoveries
- Additional costs in Health Services associated with alternate disposal pathways following hammer mill failure. Write-off of damaged equipment.
- Other primarily relates to gain on sale and leaseback of property (\$8.2 million) and change in remediation provision discount rate (\$6.3 million)

Net Operating Cash Flow

Operating Cash Flow (\$ million)



Dividend (cents) & Payout Ratio (%)

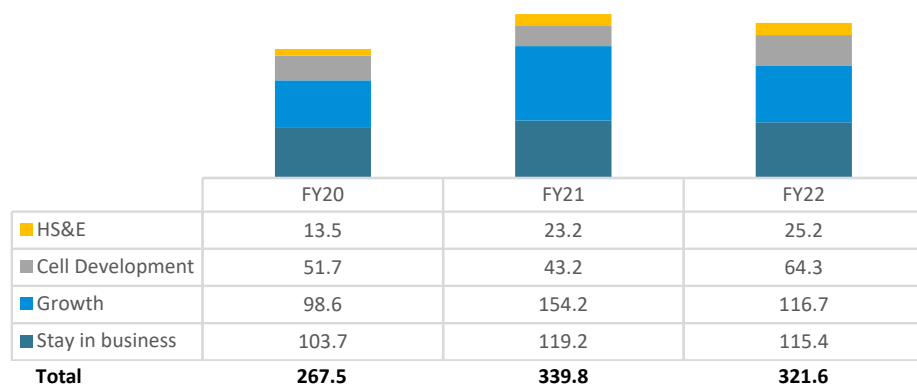
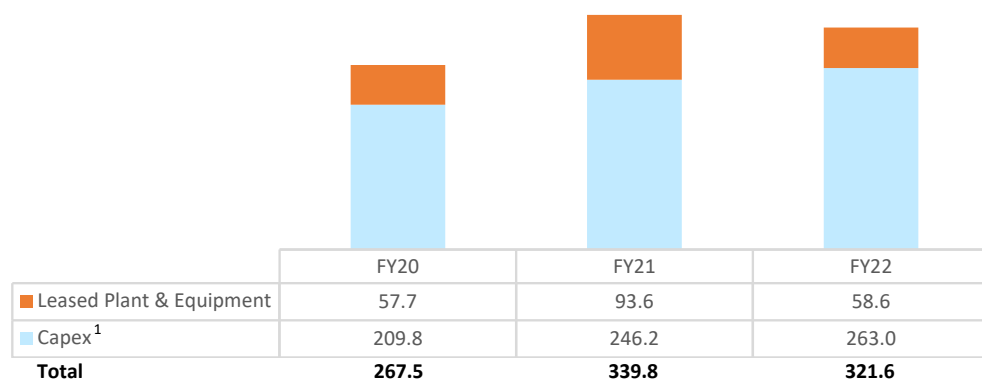


- Net cash from operating activities increased by \$41.9 million
 - + Underlying EBITDA and lower tax payments
 - Interest payments and cash outflows attributable to underlying adjustments
- Good working capital management
- Cash conversion¹ at 99.9% (pcp: 102.4%)
- Directors declared a final unfranked dividend of 2.45 cents per share
- Cleanaway is eligible to participate in the Commonwealth Government's Instant Asset Write-Off Scheme; Likely to not pay further tax instalments until December 2024
- Impacts the Company's ability to frank dividends in FY22 - FY24

Note 1: Calculated as net cash from operating activities before remediation of landfills, underlying adjustments, net interest and tax divided by underlying EBITDA before share of profits from equity accounted investments.

Capital Expenditure

Total Capital Expenditure (\$ million)



Note 1: Refers to capital expenditure as per cash flow statement.

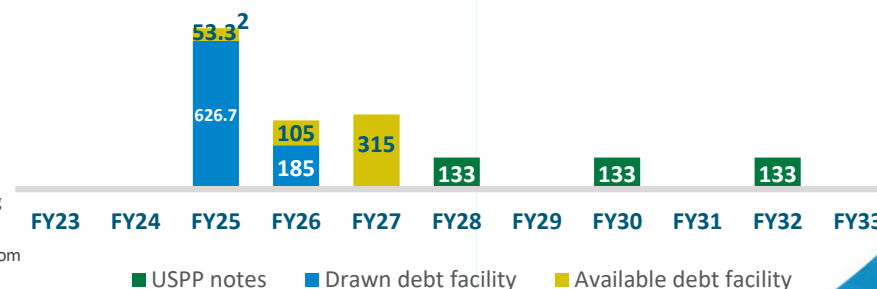
- Strong capital discipline
- FY22 Growth capex included
 - Land at Wollert for EfW
 - New municipal contracts
 - SEMTS upgrade to support new post-collections contract
- Approximately \$200 million of capex in FY22 is eligible under the temporary instant asset write-off scheme
- Leasing finance utilised for government related contracts to align with the contracted cash flows
- FY23 D&A expected to be approximately \$360 – 370 million with increase primarily reflecting a full year contribution of SRN
- Step-up in growth capital expenditure expected in FY23 for BluePrint 2030 growth projects and cell development activity

Balance Sheet and Liquidity

- At 30 June 2022, the Group had \$454 million of headroom under committed debt facilities
- \$500 million 3-year committed debt facility utilised for purchase of SRN
- Leverage ratio¹ of 2.23x in line with expectations
- Gearing ratio was 38.7% at 30 June 2022 (28.2% at 30 June 2021)
- Next refinancing not due until July 2024
- The Group remains comfortably within its leverage ratio and interest cover ratio covenant limits
- Higher interest rates give rise to higher cash interest expense and non-cash finance costs³

KEY DEBT FACILITIES AT 30 JUNE 2022

\$ million	30 Jun 2022	30 Jun 2021
Leases	640.9	499.4
USPP Notes	351.9	366.7
Other interest-bearing liabilities	691.0	207.2
Gross Debt	1,683.8	1,073.3
Cash and cash equivalents	(66.5)	(69.4)
Derivative financial instruments CCIRS	39.3	31.5
Net Debt	1,656.6	1,035.4
Gearing ratio	38.7%	28.2%
Net Debt to underlying EBITDA ratio¹	2.23x	1.61x
Interest cover ratio¹	19.15x	22.55x



Note 1: Covenant ratios under finance agreements are calculated on a pre AASB16 basis. Covenant ratio calculations include proforma adjustments for the SRN. Certain other immaterial adjustments are made to the ratio calculations for covenant testing purposes.

Note 2: In addition to debt drawdowns, facility includes bank guarantees, corporate cards and overdraft limits. Available headroom of \$53.3 million includes \$19.2 million, which is available for bank guarantees only.

Note 3: Refer page 25. Non-cash finance costs are not included in ratio calculations for covenant testing purposes.

Segment Review

Cleanaway comprises three segments, encompassing ten strategic business units, designed to create value through customer proximity while leveraging centralised enterprise services.

6

Business
Units

3

Business
Units

1

Business
Unit

1. Solid Waste Services

- Victoria
- New South Wales/ACT
- Queensland
- Western Australia/Northern Territory
- South Australia/Tasmania
- Container Deposit Schemes

2. Liquid Waste & Health Services

- Liquid & Hazardous Waste
- Hydrocarbons
- Health Services

3. Industrial & Waste Services

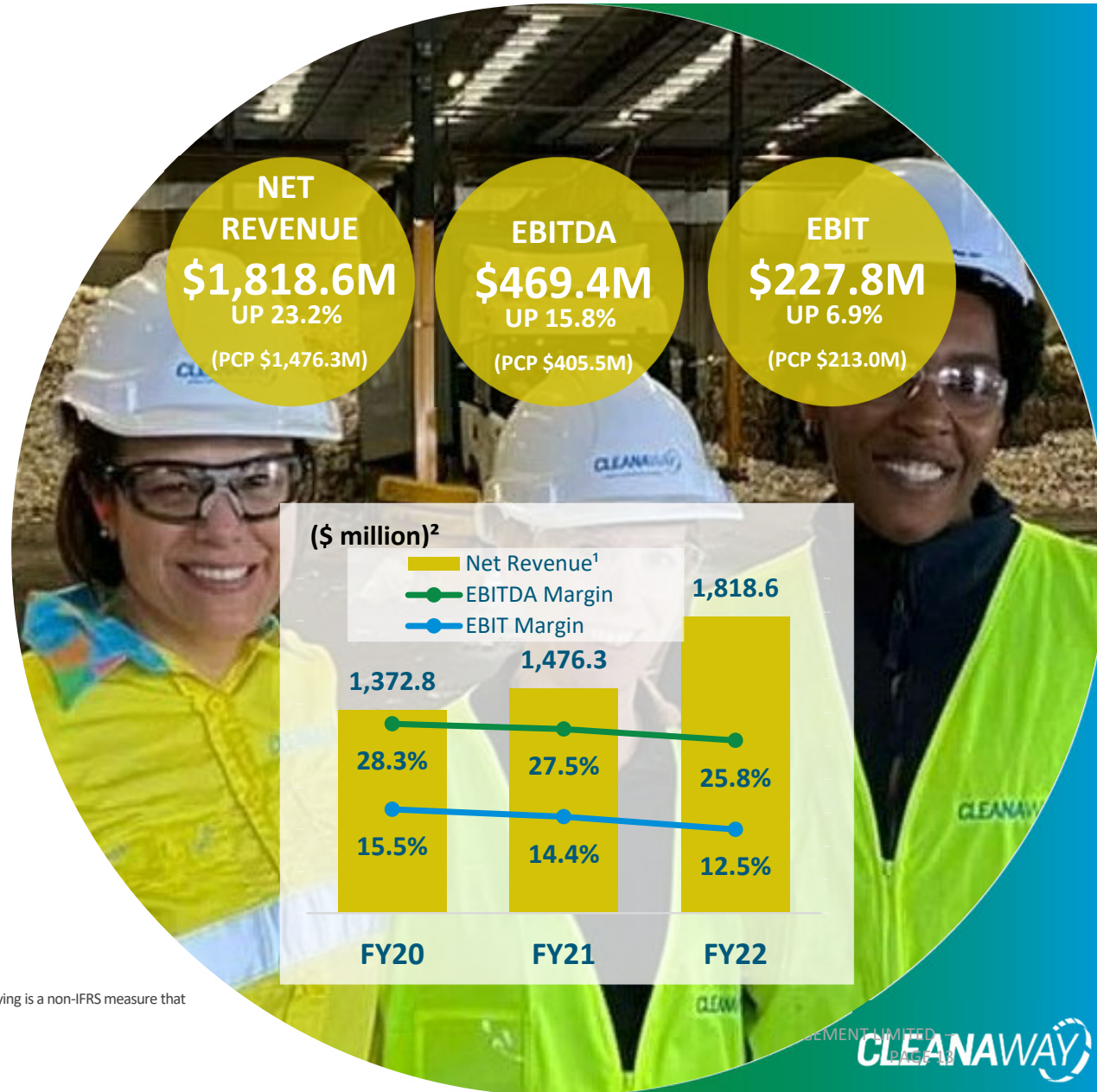
Solid Waste Services

Financial performance

- + Initial SRN contribution
- + Higher post-collections and new municipal customer contributions
- Fuel price, labour availability, pandemic and floods

Operational updates

- ✓ Integration of SRN completed and currently performing ahead of expectations
- ✓ Stage 2 of MSE wall at Erskine Park landfill complete
- ✓ Awarded Supplier Service champion of the year by Coles for supporting its landfill diversion goal
- ✓ Grasshopper awarded supplier of the year award by Lendlease for Innovation
- ✓ Bayside, Eurobodalla, City of Clarence, Hobart (recycling) and City of Vincent municipal contract wins
- ✓ CDS established as new national “vertical” SBU
 - ✓ NSW CDS extension awarded until late 2026



Note 1: Net revenue excludes landfill levies collected. Note 2: Financial results are presented on an underlying basis. Underlying is a non-IFRS measure that excludes non-recurring items.

Sydney Resource Network

Transaction completed, assets seamlessly integrated and immediately accretive

- ✓ Generated \$127.5 million net revenue, \$57.7 million EBITDA and \$21.1 million PBT for the first 28 weeks of operations.
- ✓ Enhanced operating leverage through expanded footprint and route optimisation.
- ✓ Leveraging network, licences and land to accelerate the progress of organics and C&D blueprints in NSW.



Liquid Waste & Health Services

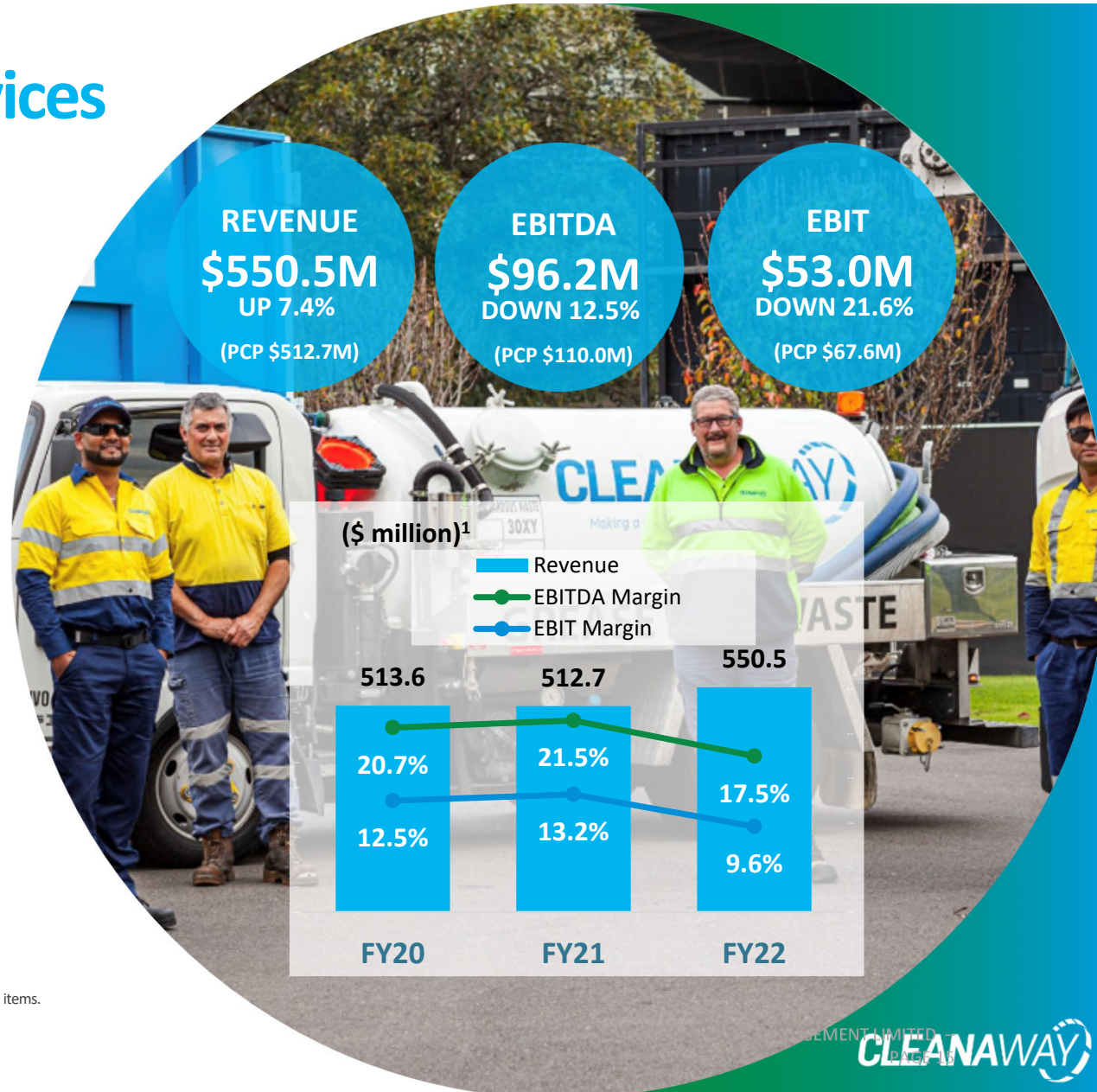
Financial performance

- + LTS benefited from substantial project work, flood related activity and economic recovery
- COVID-related volumes and equipment failure led to significantly compressed Health Services margins
- ≈ Higher market prices were offset by higher input costs in the Hydrocarbons business

Operational updates

- ✓ COVID care PPE now reclassified from clinical to general waste in multiple jurisdictions leading to a meaningful reduction in volumes
- ✓ Potential introduction of hazardous waste tracker by EPA in NSW
- ✓ Community hazardous waste collection events successfully delivered though lockdown
- Disruption to the Victorian Health Services operations (\$2 - \$3 million per month) expected to be resolved in the first half of FY23

Note 1: Financial results are presented on an underlying basis. Underlying is a non-IFRS measure that excludes non-recurring items.



Industrial & Waste Services

Financial performance

- + Strong performance in WA, SA and NT markets, which were less affected by COVID
- QLD and VIC incurred higher unit labour costs and costs to cover pandemic leave and less project work due to COVID related delays
- Higher fuel costs further compressed margins

Operational updates

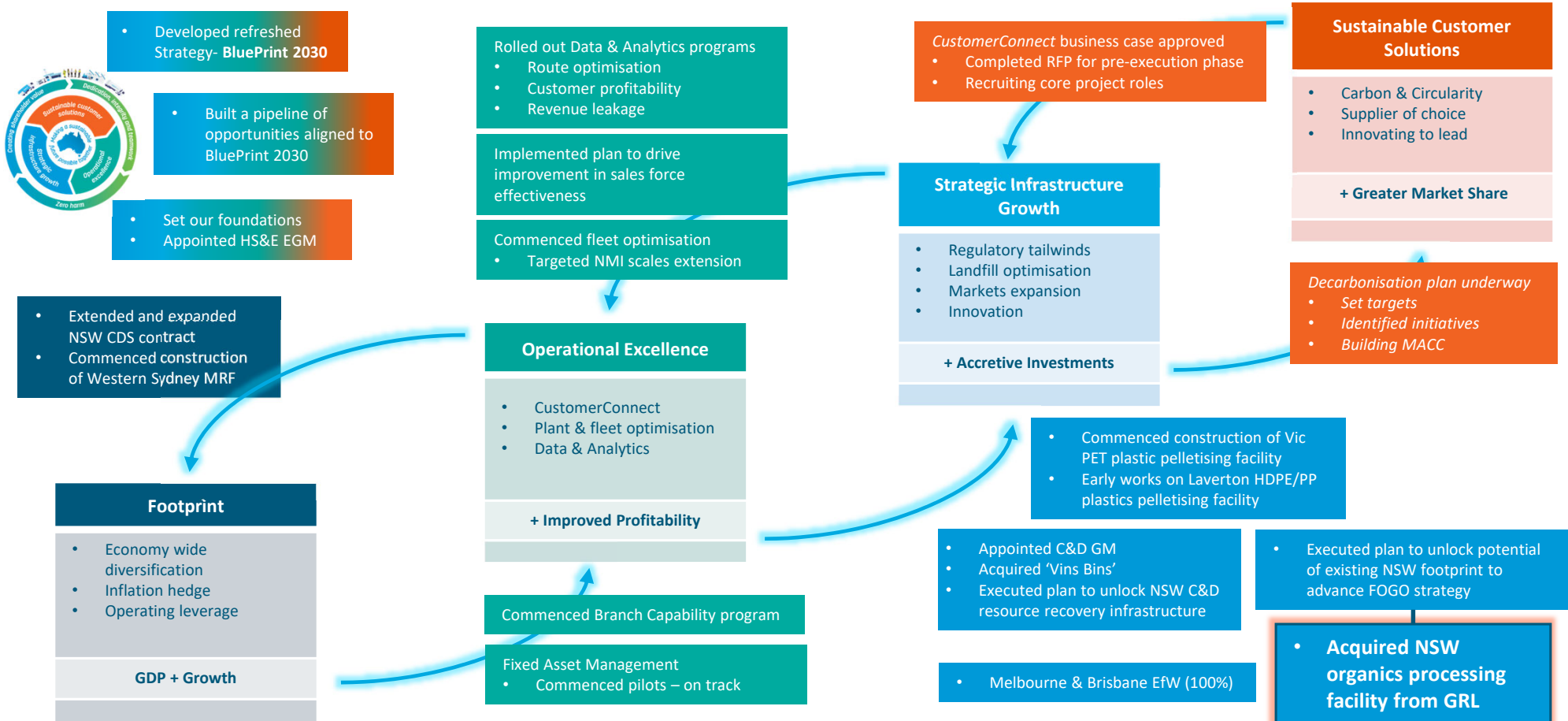
- ✓ Retained all material contracts during FY22
- ✓ Cross-segment collaboration with SWS to win Bechtel awarded contract on Pluto LNG site
- ✓ Successfully tendered for the Altona decommissioning tank cleaning work
- ✓ Pipeline of large contract and project opportunities with oil & gas sector activity increasing

Note 1: Financial results are presented on an underlying basis. Underlying is a non-IFRS measure that excludes non-recurring items.



Delivering Blueprint 2030

Our growing pipeline of opportunities sit firmly within our value creation growth framework...



...with strong progress being made across our blueprints

Greenhouse Gas Emissions

We have set targets that align to COP22 and are supported by the IPCC's 2022 Sixth Assessment Report

Vision: To achieve emissions reductions across the business that support a pathway to limiting global warming to 1.5C above pre-industrial levels

Target details versus FY22 (consistent with Global Methane Pledge)			Target details versus FY22		
CH₄ Methane	% of current total footprint 78%	34% reduction by 2030	CO₂ Carbon dioxide	% of current total footprint 22%	43% reduction by 2030
		57% reduction by 2050			100% reduction by 2050

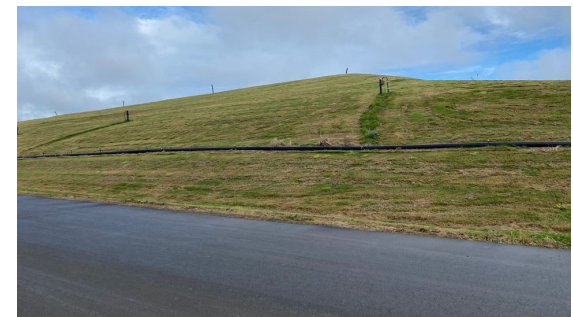
Initiatives identified to date include:

- Improve landfill gas capture efficiency from 61% to >75%
- Apply a final cap to landfills that achieve 95% of gas capture
- Include methane reduction target in FY23 LTI targets
- Align and execute strategy to achieve landfill diversion targets
- Reduce fuel usage through driver education and route optimisation
- Electrify fleet - initially light vehicles
- Apply Large-scale Generation Credits (LGCs) created at our landfills to reduce emissions associated with our electricity use
- Apply high integrity carbon credits created within and outside of our operational control to offset residual emissions

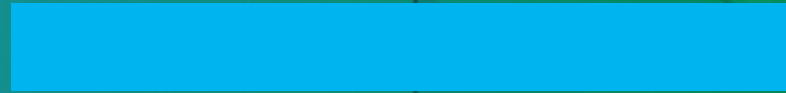
FY23 Outlook

- FY23 earnings are expected to be higher than FY22 due to a full year contribution from SRN, underlying growth and Blueprint 2030 initiatives
- Underlying EBITDA expected to be in the range of \$630 - \$670 million
 - based on current operating conditions and a balanced assessment of the opportunities and risks the business is tracking towards the mid-point of this range
- Excludes ~\$21 million annualised EBITDA contribution from GRL
- Material factors that can influence outcome are volumes into post collections assets and labor availability
- Assumes no material change to prevailing market and economic conditions
- D&A (excluding GRL) is expected to be ~\$360 - \$370 million

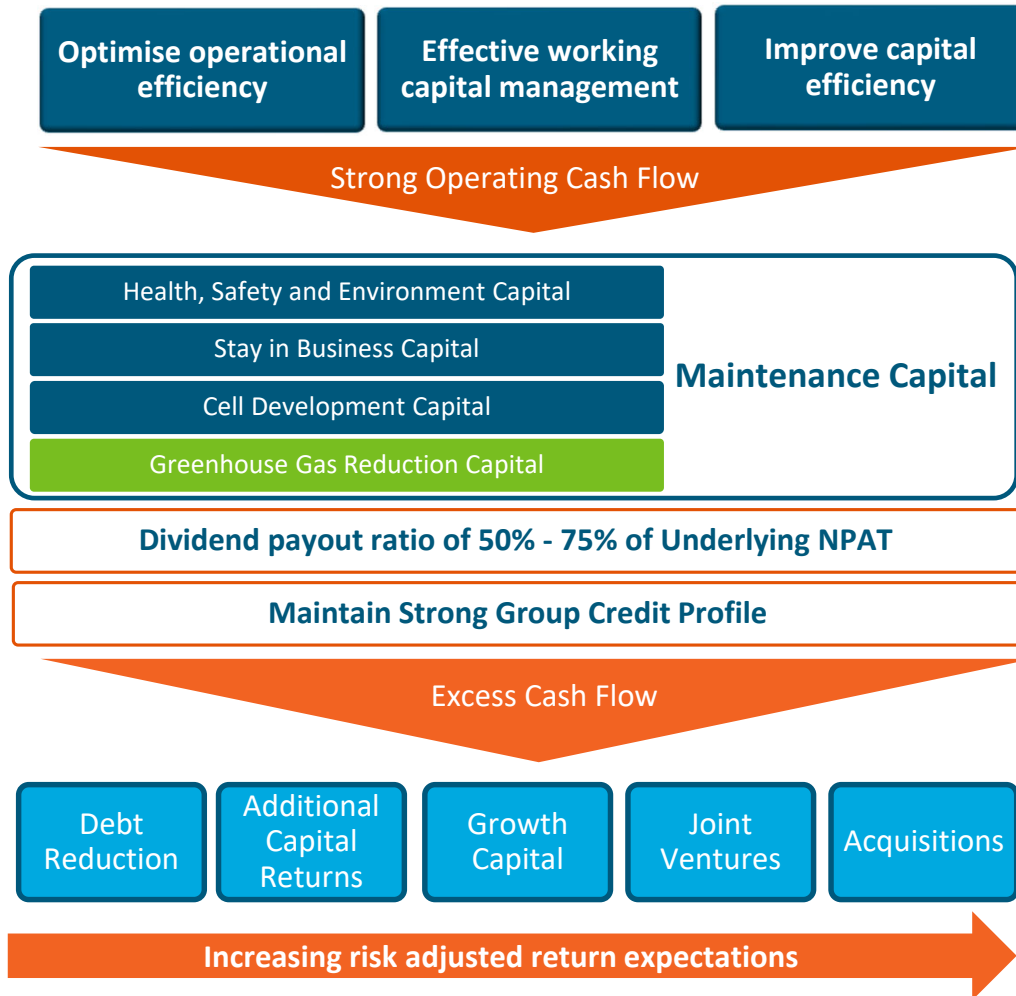
- **Next Strategy deep dive – November 2022**
 - Date, time and venue TBC



Appendices



Disciplined Capital Allocation Framework to Drive Improved Returns



- Commitment to maintaining a strong balance sheet
- Applying a disciplined approach to capital expenditure to drive improved returns
- Improving processes to support capital allocation decision-making
- Greater visibility over our pipeline of Blueprint 2030 opportunities – capital will be allocated to maximise returns

Financial Performance Summary

\$ (million)	Underlying			Statutory		
	FY22	FY21	Variance	FY22	FY21	Variance
Gross Revenue	3,006.2	2,406.4	24.9%	3,006.2	2,406.4	24.9%
Net Revenue	2,603.8	2,198.9	18.4%	2,603.8	2,198.9	18.4%
EBITDA	581.6	535.1	8.7%	510.8	528.8	(3.4%)
<i>EBITDA Margin</i>	22.3%	24.3%	(200 bps)	19.6%	24.0%	(440 bps)
EBIT	257.1	258.7	(0.6%)	169.3	242.7	(30.2%)
<i>EBIT Margin</i>	9.9%	11.8%	(190 bps)	6.5%	11.0%	(450 bps)
NPAT	145.0	153.2	(5.4%)	80.6	147.7	(45.4%)
Earnings Per Share ¹	7.0	7.3	(4.1%)	3.8	7.1	(46.5%)

	FY22	FY21	Variance
Final dividend per share (cents)	2.45	2.35	4.25%
Cash from operating activities (\$ million)	466.3	424.4	9.9%
Cash conversion ratio	99.9%	102.4%	(250 bps)
Leverage ratio ³	2.23x	1.61x	+0.62x

Note 1: Underlying EPS attributable to ordinary equity holders based on NPAT attributable to ordinary equity holders of \$143.3 million (FY21: \$150.8 million) and 2,061.4 million (FY21: 2,057.4 million) weighted average ordinary shares.

Note 2: Excludes tax effected amortisation of acquired customer and license intangibles.

Note 3: Ratios presented are for finance agreements covenant testing purposes. Refer to slide 11.

Group Income Statement – Statutory and Underlying Results

\$ (million)	Statutory Result		Adjustments		Underlying Result	
	FY22	FY21	FY22	FY21	FY22	FY21
Sales revenue external and other revenue (Gross Revenue)	3,006.2	2,406.4	-	-	3,006.2	2,406.4
Share of losses in equity accounted investments	(1.1)	(2.0)	-	-	(1.1)	(2.0)
Expenses (net of other income)	(2,494.3)	(1,875.6)	70.8	6.3	(2,423.5)	(1,869.3)
Total EBITDA	510.8	528.8	70.8	6.3	581.6	535.1
Depreciation, amortisation and write-offs	(341.5)	(286.1)	17.0	9.7	(324.5)	(276.4)
Total EBIT	169.3	242.7	87.8	16.0	257.1	258.7
Net cash interest expense	(40.6)	(30.4)	2.5	0.1	(38.1)	(30.3)
Non-cash finance costs	(13.0)	(11.9)	-	-	(13.0)	(11.9)
Debt modification gain and amortisation	(1.9)	6.6	-	(7.9)	(1.9)	(1.3)
Changes in fair value of derivatives and USPP borrowings	2.5	(0.2)	(2.5)	0.2	-	-
Profit before income tax	116.3	206.8	87.8	8.4	204.1	215.2
Income tax expense	(35.7)	(59.1)	(23.4)	(2.9)	(59.1)	(62.0)
Profit after income tax	80.6	147.7	64.4	5.5	145.0	153.2
Non-Controlling Interest	(1.7)	(2.4)	-	-	(1.7)	(2.4)
Attributable Profit after Tax	78.9	145.3	64.4	5.5	143.3	150.8
Weighted average number of shares	2,061.4	2,057.4	-	-	2,061.4	2,057.4
Basic earnings per share (cents)	3.8	7.1	3.2	0.2	7.0	7.3

FY22 Underlying Segment Disclosures

\$ (million)	Solid Waste Services	Industrial & Waste Services	Liquid Waste & Health Services	Equity Accounted Investments	Corporate & Other	Eliminations – Group	Group Result
Revenue							
Sales of goods and services	2,161.6	318.9	488.8	-	-	-	2,969.3
Other revenue	14.8	-	22.1	-	-	-	36.9
Internal sales	44.6	9.7	39.6	-	-	(93.9)	-
Gross Revenue	2,221.0	328.6	550.5	-	-	(93.9)	3,006.2
Net Revenue	1,818.6	328.6	550.5	-	-	(93.9)	2,603.8
Underlying EBITDA	469.4	47.2	96.2	(1.1)	(30.1)	-	581.6
Depreciation and amortisation	(241.6)	(27.3)	(43.2)	-	(12.4)	-	(324.5)
Underlying EBIT	227.8	19.9	53.0	(1.1)	(42.5)	-	257.1

Net Finance Costs

\$ (million)	Underlying		Statutory	
	FY22	FY21	FY22	FY21
Cash interest expense				
Bank interest and leases	27.2	20.2	27.2	20.2
Commitment and Guarantee fees	4.5	3.8	4.5	3.9
USPP Notes	7.1	6.6	7.1	6.6
Transaction costs expensed	-	-	2.5	-
Interest received	(0.7)	(0.3)	(0.7)	(0.3)
Net cash interest expense	38.1	30.3	40.6	30.4
Non-cash finance costs				
Amortisation of capitalised borrowing costs	1.8	2.7	1.8	2.7
Unwinding of discount on provisions	4.9	3.2	4.9	3.2
Unwinding of discount on MRL fixed payments	6.3	6.0	6.3	6.0
Gain on modification of fixed rate borrowings	-	-	-	(7.9)
Amortisation of gain on modification of borrowings	1.9	1.3	1.9	1.3
Total non-cash finance costs	14.9	13.2	14.9	5.3
Changes in fair value				
Fair value gain on USPP Notes	-	-	(15.6)	(60.7)
Fair value loss on cross currency interest rate swaps	-	-	13.1	60.9
Total changes in fair value	-	-	(2.5)	0.2
Total net finance costs	53.0	43.5	53.0	35.9

- Net finance costs were \$9.5 million higher reflecting the increased borrowings to fund the acquisition of the SRN assets
- A change of 100 basis points in interest rates, based on the borrowings at 30 June 2022, would have an estimated \$10.1 million affect on net cash interest expense.
- Higher non-cash finance costs (~\$10 million) forecast in FY23 resulting from the unwinding of higher remediation provision at a higher risk-free interest rate

Cash Flow

\$ (million)	FY22	FY21
Underlying EBITDA	581.6	535.1
Cash flow of underlying adjustments	(49.5)	(26.1)
Other non-cash items	(0.9)	(2.1)
Payments for rectification and remediation of landfills	(19.3)	(21.0)
Other changes in working capital	(0.6)	12.8
Net interest paid	(38.5)	(32.2)
Tax paid	(6.5)	(42.1)
Net Cash from operating activities	466.3	424.4
Capital expenditure	(263.0)	(246.2)
Payments towards purchase of businesses ¹	(516.6)	(46.9)
Net proceeds from sale of PP&E	22.9	17.7
Payments towards equity accounted investments	(17.7)	(17.0)
Dividends received from equity accounted investments	1.0	1.3
Net Cash used in investing activities	(773.4)	(291.1)
Net proceeds from/(repayment of) borrowings	402.7	(59.2)
Payment of debt and equity raising costs	(3.3)	(0.9)
Payment of ordinary dividend	(94.0)	(82.6)
Payment of dividend to non-controlling interests	(1.2)	(1.0)
Net Cash from/(used in) financing activities	304.2	(143.7)
Net decrease in cash and cash equivalents	(2.9)	(10.4)
Opening Cash	69.4	79.8
Closing Cash	66.5	69.4

Note 1: Includes fixed deferred settlement payments associated with the Melbourne Regional Landfill.

Balance Sheet

\$ (million)	30 Jun 22	30 Jun 21
ASSETS		
Cash and cash equivalents	66.5	69.4
Trade and other receivables	532.5	372.2
Inventories	26.7	22.1
Property, plant and equipment	1,434.5	1,241.5
Right-of-use assets	614.7	479.2
Intangible assets	3,074.3	2,320.4
Other assets	113.5	146.7
Total Assets	5,862.7	4,651.5
LIABILITIES		
Trade and other payables	470.1	297.6
Remediation and rectification provisions	581.6	322.7
Interest bearing liabilities	1,683.8	1,073.3
Deferred settlement liability	84.5	83.4
Other liabilities	414.5	238.2
Total Liabilities	3,234.5	2,015.2
Net Assets	2,628.2	2,636.3