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17

ANNUAL GENERAL MEETING

BINGO INDUSTRIES LIMITED

1 November 2017

MICHAEL COLEMAN

*Independent Chairman &
Non-Executive Director*



“ The Company’s core values of integrity, respect, safety, compliance and care for the environment demand the highest standards of corporate governance across Bingo’s entire operations ”



BINGO 

“ 2017 has been a milestone year of growth and transformation for Bingo. We are proud of our journey and look forward to another successful year ahead ”

Your Board is focused on continuing to deliver for shareholders



Michael Coleman, FAICD FCA FCPA

Independent Chairman and Non-Executive Director

- A senior audit partner with KPMG for 30 years with significant experience in risk management. Financial and regulatory reporting and corporate governance
- Currently a Non-Executive Director and Chairman of the Audit Committee at Macquarie Group Ltd, a member of the AICD and a Director and Chair of the Audit Committee of Legal Aid NSW



Maria Atkinson, AM BAppSc GAICD

Independent Non-Executive Director & Chair of the Nomination and Remuneration Committee

- Experienced and internationally recognised sustainability strategist with numerous corporate roles including Global Head of Sustainability and Executive for Lend Lease and Founding CEO of the Green Building for Council Australia
- Holds a number of Non-Executive Director positions including the LfargeHolcim Foundation for Sustainable Construction and the Ethics Centre Board and Foundation



Daniel Tartak

Managing Director and Chief Executive Officer

- Appointed as CEO in July 2015, an inspirational leader who has grown with Bingo and recently led the new strategic direction that has successfully positioned Bingo as an industry leader in the NSW market
- Proven track record in operations management, acquisitions and integrations and organic business growth
- An innovative leader who plays an integral part in Bingo's implementation and continuous improvement of IT systems



Richard England, FCA MAICD

Independent Non-Executive Director and Chairman of the Audit & Risk Committee

- Currently Chairman of QANTM Intellectual Property Limited and Non-Executive Director of Macquarie Atlas Roads Limited, Nanosonics Limited and Japara Healthcare Limited
- 15 years of experience at EY, mostly in the Corporate Recovery and insolvency division, was a partner from 1988 to 1994 and an executive consultant from 1994 to 2003
- Member of the AICD



Daniel Girgis, CFA

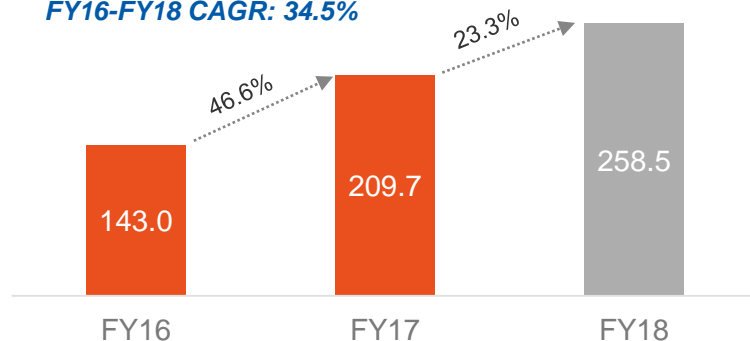
Non-Executive Director

- Managing Director of Kaz Capital, an Australian Investment advisory firm
- An actuary who was previously acting Chief Financial Officer of the Bingo Group
- Instrumental in the restructure of the business and its growth, providing valuable strategic direction as Bingo has expanded organically and through acquisitions

Strong FY17 results and momentum into FY18

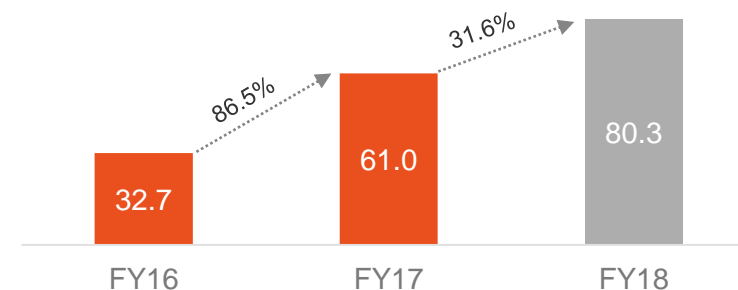
Net revenue \$m

FY16-FY18 CAGR: 34.5%



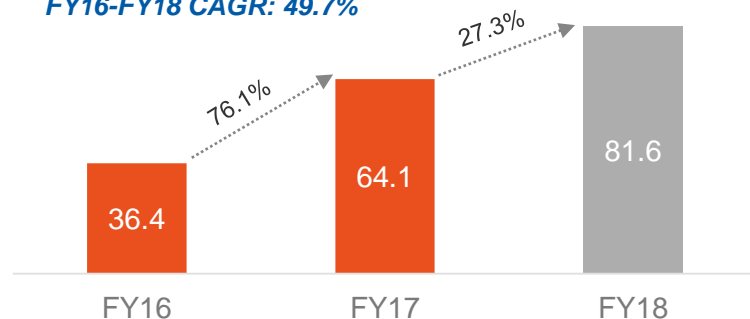
Operating free cash flow \$m

FY16-FY18 CAGR: 56.7%



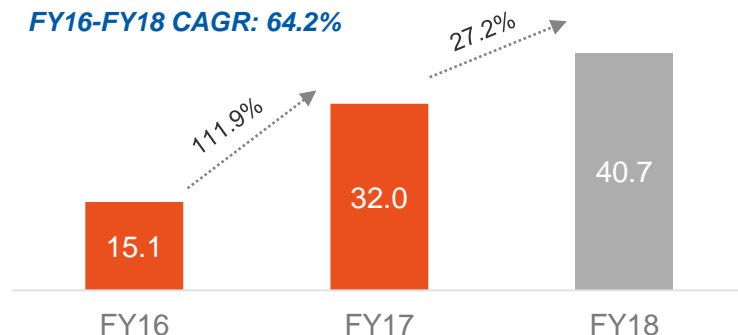
Pro forma EBITDA \$m

FY16-FY18 CAGR: 49.7%



Pro forma NPAT \$m

FY16-FY18 CAGR: 64.2%

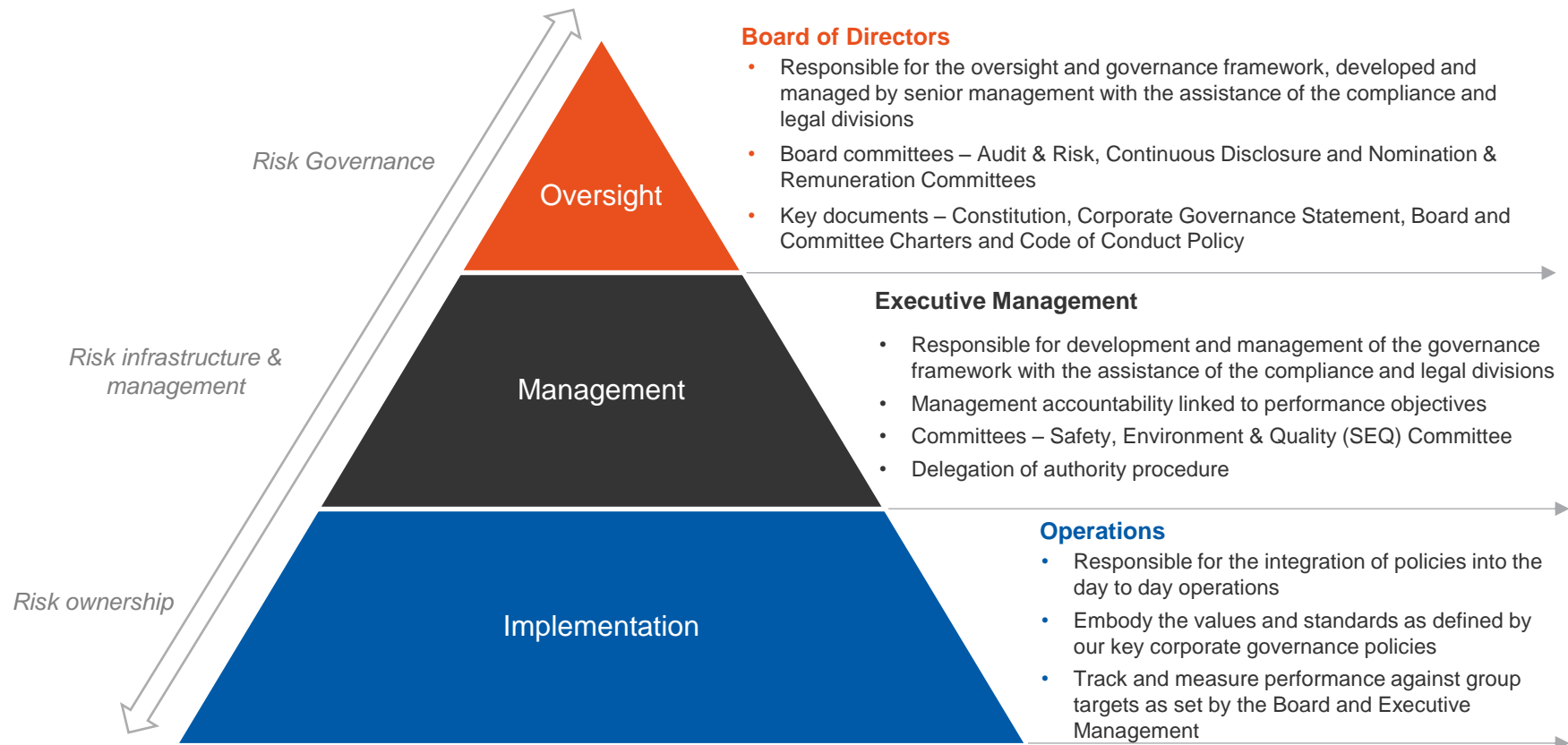


Actual Forecast

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

Strong governance framework

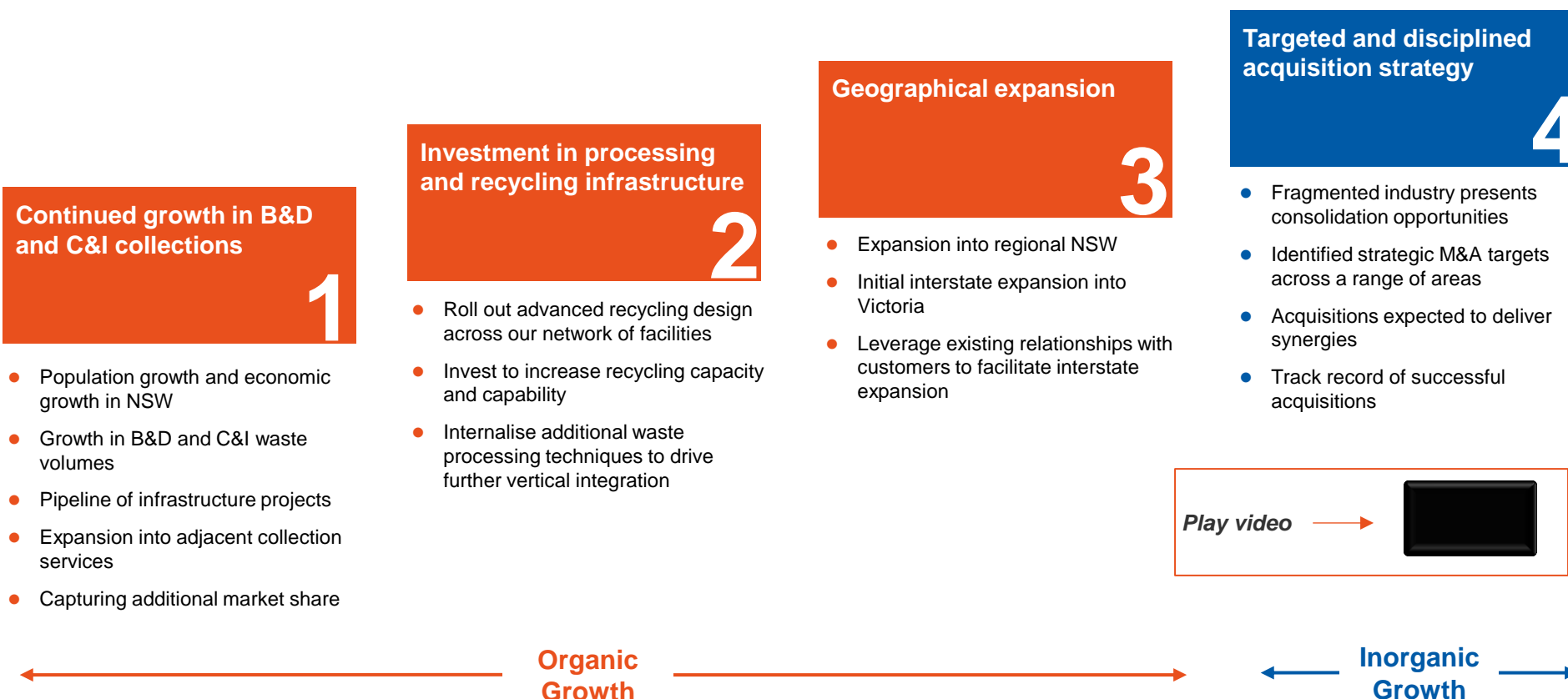
The Company's core values and commitments of – integrity, respect, safety, compliance and the environment underpin our corporate governance principles, processes and procedures



Delivering on our growth strategy

We are a growth focused business with a track record of delivering on our targets

Bingo's Identified growth levers



Note: the video will be available on the Bingo website .

DANIEL TARTAK

*Managing Director &
Chief Executive Officer*



“ Sustainability is within the fabric of our business and has been since Bingo was founded. We are passionate about driving positive change across the waste management industry and have a clear way forward to deliver long term growth ”



From humble beginnings

Bingo has evolved from a small family business in Western Sydney to a fully integrated recycling and waste management company across NSW and VIC

Summary of highlights

2005

- Tartak family bought B&D skip business, Bingo in Western Sydney



2015

- Acquired Toro waste equipment
- St Marys, Auburn & Banksmeadow open
- Fleet of 95 in Sydney



2017

- Acquisition of Kembla Grange and Helensburgh
- Listed on the ASX
- Entry to Victoria
- Fleet of over 213 trucks in NSW & VIC



2014

- Bingo expands into C&I market
- Total fleet of 65 in Sydney
- Mortdale centre opens



2016

- Bingo expands into Hunter Valley
- Minto, Tomago and Smithfield centres open
- Fleet of 123 in Sydney

Our operating footprint

Strategic network of recycling facilities



About Bingo

- Bingo is a leading recycling and waste management Company providing end-to-end solutions across the waste management supply chain including: waste collection, processing, separation and recycling
- Our vision is to be the leading waste management and environmental solutions provider in Australia
- Our strategy is to provide a differentiated approach to waste management by focusing on a high level of service and reliability
- Waste collection and processing in the Building and Demolition (B&D) and Commercial and Industrial (C&I) sectors
- The Bingo Way – landfill diversion, recycling, and helping to create a circular economy



1. Includes the Silverwater facility which came online in September 2017 and the Greenacre site which was part of the Has-a-Bin acquisition, the property is owned by the Tartak family and leased to Bingo.

Achievements post-listing

- ➔ Delivered FY17 financial results in line with prospectus
- ➔ Expansion of our strategic network of facilities and increased network capacity to 1.5 million tonnes per annum
- ➔ Acquisition of Revesby, Kembla Grange and Helensburgh facilities in NSW
- ➔ Acquisition of Has-a-Bin, adding a new facility in Greenacre in Sydney
- ➔ Entry into Victoria – acquisition of three waste management companies and two recycling facilities
- ➔ Sustainability report – major priority, setting the baseline for ongoing reporting

Secured on a number of large infrastructure projects

Strong work-in-hand and C&I collections pipeline of tenders and work to be commenced over the 3-6 months

FY18 contract wins include:

- ➔ Sydney Metro contract awarded for 4 years
- ➔ M5 tunnel (CPB) awarded for 5 years
- ➔ Stage 2 and 3 for the Northern Road upgrade
- ➔ Crown Casino Sydney awarded for 4 years
- ➔ NorthConnex contract extended for a further 2 years
- ➔ Opera House – Laing O'Rourke awarded for 2 years
- ➔ Sydney Trains contract awarded for 5 years
- ➔ Lend Lease Retail Investments (shopping centres) in NSW

What sustainability means to Bingo

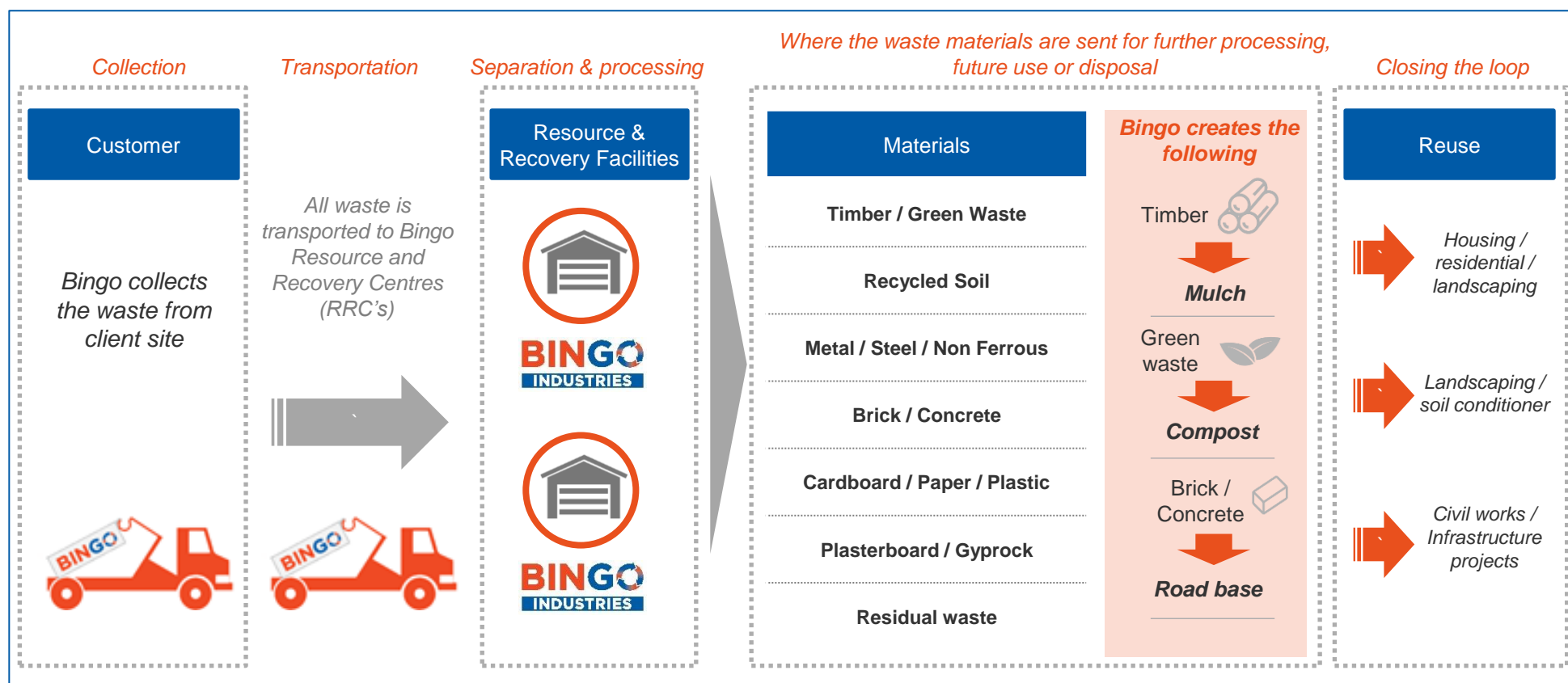
- Sustainability is part of the fabric of our business; it is fundamental to our business strategy and underpins our future growth
- As a leading recycling and waste management company, we believe we have the opportunity to significantly contribute to the development of a circular economy in Australia
- Sustainability is a priority for the Board, management and all Bingo employees
- Our objective is to operate at the highest standards in the industry



Contributing to a circular economy

Mixed waste is taken to our recycling centres, from there the waste is sorted and separated into the following material classes for further processing and recycling

Indicative B&D waste material flow



Core focus on diverting waste from landfill

Independent audit of Bingo's resource recovery rates undertaken during FY2017

- As part of our commitment to resource recovery reporting transparency, Bingo commissioned Arcadis to undertake an independent verification of our resource recovery rates
- FY2017 average recovery rates from Auburn and Minto sites are 79% and 75%, respectively
- Auburn achieved a best monthly recovery rate of 85%
- Minto averaged 85% recovery from April to June 2017



Sustainability highlights



ACHIEVED BEST MONTHLY
DIVERSION RATE OF

85%

AT THE MINTO FACILITY

11,867 tCO₂-e/pa

OF ABATED EMISSIONS FROM
RECOVERY OF MATERIALS

\$492,336

DONATED TO COMMUNITY GROUP &
CHARITIES

+225,000

TONNES OF BRICK & CONCRETE
RECOVERED

CONTINUED FOCUS ON SAFETY

57%

IMPROVEMENT OF LTIFR FROM 9.9
TO 4.3

CONTINUED FOCUS ON SAFETY

198 EMPLOYEES

UNDERTOOK CERTIFICATE III LEVEL
TRAINING

2

PINK BINGO TRUCKS

IN SUPPORT OF THE MCGRATH
FOUNDATION & CANCER COUNCIL
NSW

SCHOOL EDUCATION PROGRAM
REACHING

838

STUDENTS IN FY2017

**+1,000
STUDENTS**

Educational programs reaching students through site tours



Achieve independent accreditations and transparency of performance of our facilities rates and promote industry transparency



Promote greater workplace diversity through the implementation of an inclusion strategy

INITIAL SUSTAINABILITY TARGETS

**ZERO
HARM**

Deliver a near term LTIFR of below 4 with a long term zero harm safety target

Double the number of trucks to promote philanthropic partners



Sustain a young and efficient vehicle fleet that is compliant with Euro V emission standards



Generate 100% of our energy from sustainable sources such as solar energy and alternate fleet fuel solutions

Exceed our target of
>75%
Diversion rate

Risk management and quality control imperative

BOARD OF DIRECTORS

Audit & Risk Committee, Continuous Disclosure Committee, Safety, Environment & Quality (SEQ) Committee

EXECUTIVE TEAM

Operations

	EXECUTIVE TEAM		
	ENVIRONMENT	SAFETY	QUALITY
Risk mitigation	<ul style="list-style-type: none"> ✓ Biannual surveillance audits against ISO 14001:2004 Environmental Management Systems requirements ✓ Weekly audits of each resource recovery facility and monthly reports to the Board ✓ Engagement with the EPA at both the Board and executive management level ✓ Regular training for staff on policies and procedures ✓ EPA site visits ✓ Independent audit of recovery rates and emissions 	<ul style="list-style-type: none"> ✓ Biannual surveillance audits against AS4801:2001 OH&S Management System requirements ✓ Bingo Live system to monitor driver fatigue ✓ Reporting on SEQ performance, risks and management actions to management on a monthly basis and SEQ committee on a quarterly basis ✓ Safety training through leadership courses and nationally recognised training programs 	<ul style="list-style-type: none"> ✓ Biannual surveillance audits against ISO9001:2008 Quality Management System requirements ✓ Integrated quality management system ✓ Excellence in customer service – ‘Bingo Live’ provides real time reports on the quantity of waste collected, quantity of recyclables collected and rebate by recycling stream as well as KPI tracking ✓ Standardised level of operational standards for all Bingo sites

Key focus areas for FY18

-  Industry-wide issues provide important learnings for evolving sustainable business practices
-  Ensure all of our facilities are fully compliant with ISO accredited management systems across environment, quality and safety
-  Integrating recent acquisitions
-  Developing strong community presence in new operating regions – Wollongong and Metro Melbourne
-  Continue to build strong working relationships with state regulators to drive change
-  Continue to execute on our growth strategy through a combination of organic and inorganic growth

Favourable market thematic supports growth



ATTRACTIVE INFRASTRUCTURE PIPELINE

- Federal Government commitment of \$70bn over the next 10 years
- \$74bn VIC state capital projects underway in 2017-18
- NSW Government infrastructure commitment of \$73bn over the next four years
- Infrastructure programs include road, rail, schools and hospitals



SUSTAINED CONSTRUCTION ACTIVITY

- Diversified exposure
- Strong pipeline of residential and non-residential approvals
- 2 million sqm of new office space to be built across Sydney

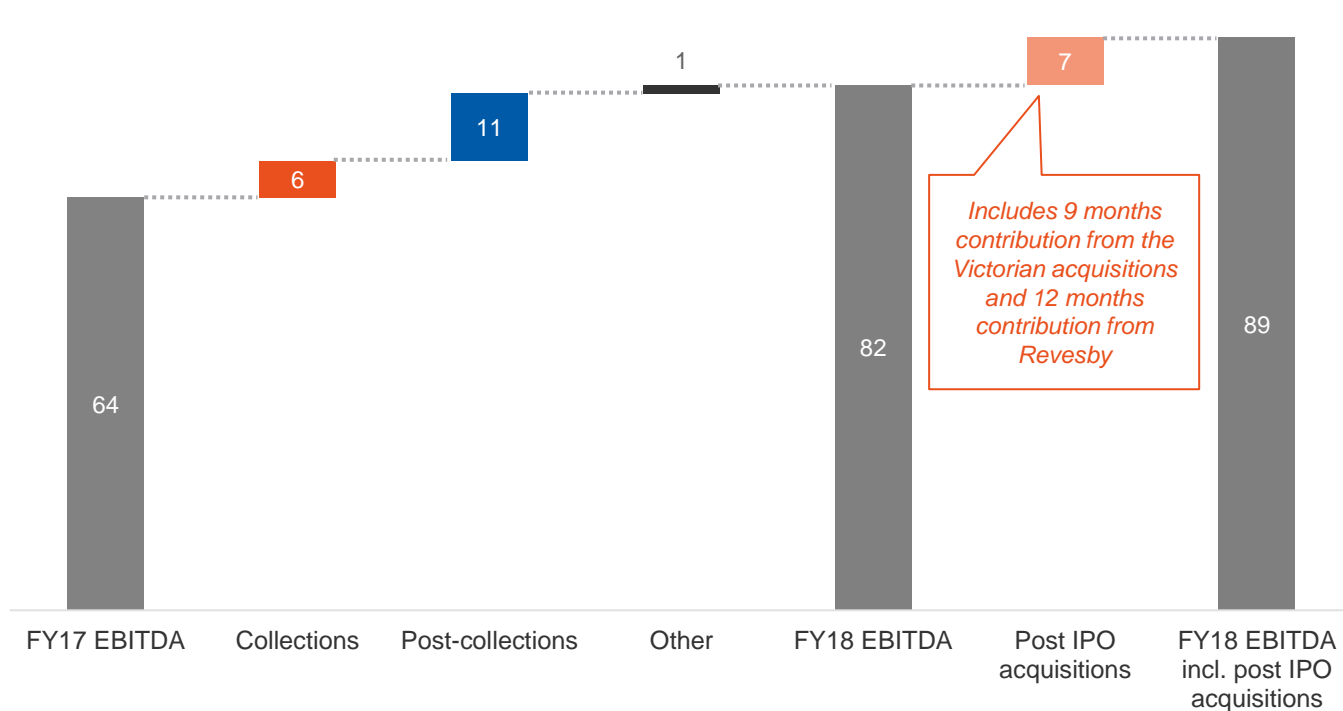


URBANISATION IN CITY AREAS

- Three quarters of Australians live in urban cities
- Sydney population estimated to increase by 1.6m people by 2031
- Victoria is the fastest growing state – population growth of 2.1% p.a.
- Infrastructure investment to boost NSW economic growth by 0.5% p.a. over the next two years

Trading update

FY17-FY18 Pro forma EBITDA bridge \$m



- ➔ The underlying business is performing in line with forecast
- ➔ Three Victorian acquisitions completed and integration underway
- ➔ Recent contract wins underpin earnings visibility into FY18
- ➔ Management committed to driving value from recent acquisitions and delivering growth in FY18

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



Formal Business

Formal business – item A

Item A: Receive financial statements and reports

- The financial statements and reports relate to the period from 1 July 2016 to 30 June 2017

Formal business – item B

Item B: Re-election of existing Director

- **RESOLUTION 1:** To re-elect Daniel Girgis as a Director who retires by rotation in accordance with the Company's constitution and being eligible, offers himself for re-election

Results:

Total number of valid securities voted	324,013,380	
Disregarded votes	28,782,760	
Total available votes	295,230,620	
Total valid available proxies	295,235,620	
In favour:	293,501,307	99.41%
Open:	61,277	0.02%
Against:	1,668,036	0.56%

Formal business – item C

Item C: Appointment of Auditor

- **RESOLUTION 2:** In accordance with section 327B(1)(a) of the Corporations Act 2001 (Cth) and for all other purposes, that Deloitte Touche Tohmatsu having been consented in writing to act in the capacity of Auditor, be appointed as the Auditor of the Company

Results:

Total number of valid securities voted	324,013,380	
Disregarded votes	28,783,866	
Total available votes	295,229,514	
Total valid available proxies	295,234,514	
In favour:	294,614,641	99.79%
Open:	63,219	0.02%
Against:	551,654	0.19%

Formal business – item D

Item D: Remuneration Report

- **RESOLUTION 3:** That the remuneration report for the year ended 30 June 2017 be adopted.

Results:

Total number of valid securities voted	324,013,380	
Disregarded votes	133,529,482	
Total available votes	190,483,898	
Total valid available proxies	190,488,898	
In favour:	188,236,246	98.82%
Open:	73,219	0.04%
Against:	2,174,433	1.14%



BINGO

BINGO
RECYCLING
AUBURN
PROUD PARTNER OF
PLANET ARK
1300 424 646
bingorecycling.com.au



BINGO
INDUSTRIES
bingoindustries.com.au
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PLANET ARK

PROUD PARTNER OF
PLANET ARK

Thank You

Important notice and disclaimer

This presentation is for information purposes only and is a summary only. It should be read in conjunction with the most recent financial report and the Operating and Financial Review document. The content of this presentation is provided as at the date of this presentation (unless otherwise stated). Reliance should not be placed on information or opinions contained in this presentation and, subject only to any legal obligation to do so Bingo Industries Limited ('Bingo') does not have any obligation to correct or update content.

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All amounts are in Australian Dollars, unless otherwise stated. Certain statements in this presentation relate to the future, including forward looking statements relating to Bingo's financial position and strategy. These forward looking statements involve known and unknown risks, uncertainties, assumptions and other important factors that could cause the actual results, performance or achievements of Bingo to be materially different from the future results, performance or achievements expressed or implied by such statements.

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

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

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

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