



Transpacific Industries Group Ltd

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8 May 2014

Company Announcements Office
ASX Limited

Dear Sirs,

Please find attached a presentation to be made by Bob Boucher, Chief Executive Officer of Transpacific Industries Group Ltd, to the Macquarie Securities 2014 Australian Conference today.

Yours sincerely
Transpacific Industries Group Ltd

A handwritten signature in black ink that reads "Kellie Smith".

Kellie Smith
Company Secretary

For personal use only

Macquarie Securities 2014 Australia Conference

Presentation by
Robert Boucher, CEO

8 May 2014

Agenda

- 1. Introduction**
- 2. Divisional Overview**
- 3. Growing Transpacific**
- 4. Strategic Vision**

1. Introduction

- ▶ Transpacific is Australia's leading waste management company, operating a national network of unique collection, processing and landfill assets

- ▶ Initial impressions:
 - The Australian waste management market is very similar to the US
 - We have good people, operations and locations across Australia
 - We have not taken best practice across all our businesses
 - We have lost market share in Cleanaway
 - Not enough emphasis on revenue growth

- ▶ The sale of the New Zealand business will increase our financial flexibility

2. Divisional Overview

Australian Waste Management Operations

Cleanaway



A Transpacific Company

Industrials Australia



Activities

C&I Collections

Municipal Collections

Post Collections

Technical Services

Energy, Minerals & Remediation

Hydrocarbons

Operations disposed since 30 June 2013

Commercial Vehicles



Manufacturing



A Transpacific Company

New Zealand ¹



Activities

Importation & Distribution

Dealership

Dealer Network

Metals Manufacturing

Plastics Manufacturing

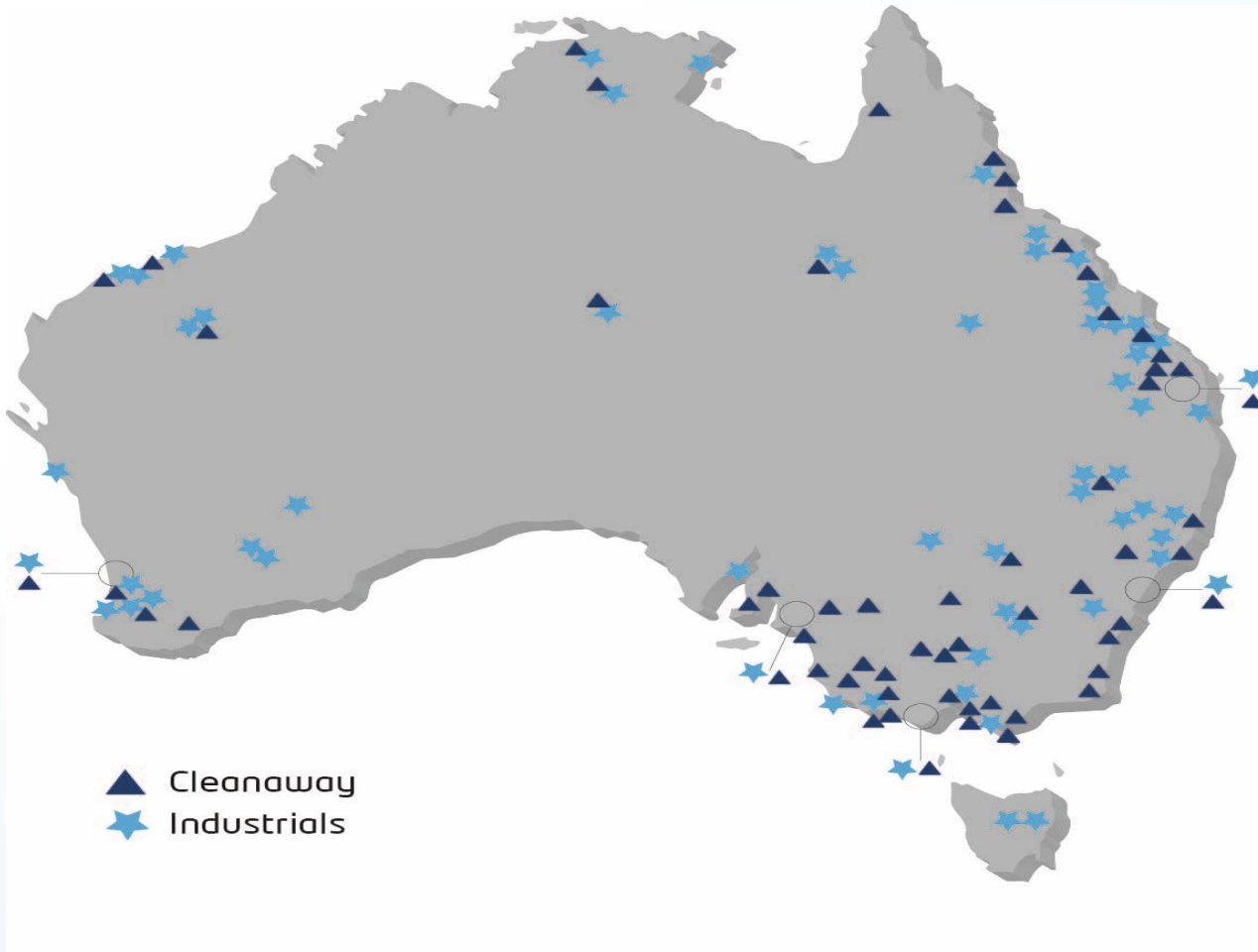
C&I and Municipal Collections

Post Collections

Technical & Industrial Services

Note 1: Sale of New Zealand business announced on 3 March 2014 for NZ\$950 million (approx. A\$880 million) with completion expected by 30 June 2014

2. Divisional Overview: Geographic Spread



- ▶ Leading Australian waste management company
- ▶ Over 200 locations spread across Australia
- ▶ Providing total solutions in waste management, recycling, resource recovery and industrial services

2. Divisional Overview: Cleanaway

C&I Collections

- ▶ Customers range from local small businesses to large national corporate accounts across all industries
- ▶ Contract duration typically ranges from 1-5 years. Route density and close access to competitive disposal costs key to success



Municipal Collections

- ▶ Councils typically award 5-10 year contracts to collect residential waste
- ▶ Disposal options are generally mandated by the council, often ending up in their own landfills



Post Collections

- ▶ Operation of transfer stations, material recycling facilities, advanced resource recovery and landfill for solid waste
- ▶ Gate fees are highly variable reflecting state government levies and local factors



2. Divisional Overview: Industrials

Technical Services

- ▶ Collection, treatment, recycling and safe disposal of liquid and prescribed waste
- ▶ Liquid waste is highly variable from low volume, high value hazardous waste to low value, high volume waste such as grease traps and biosolids



Energy, Minerals & Remediation

- ▶ Provides specialist technical services to the energy, oil & gas, mining and minerals industries including industrial cleaning, vacuum handling and site remediation
- ▶ Major supplier of emergency response services



Hydrocarbons

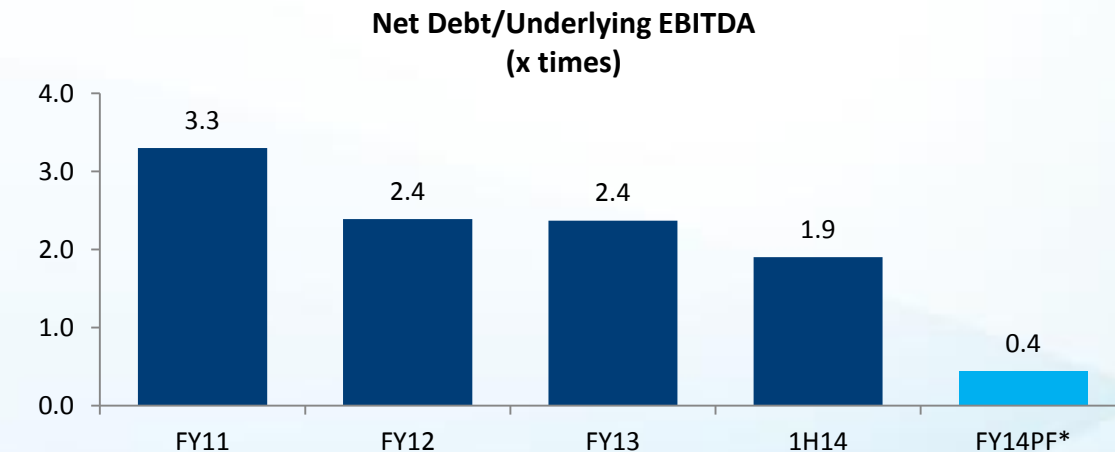
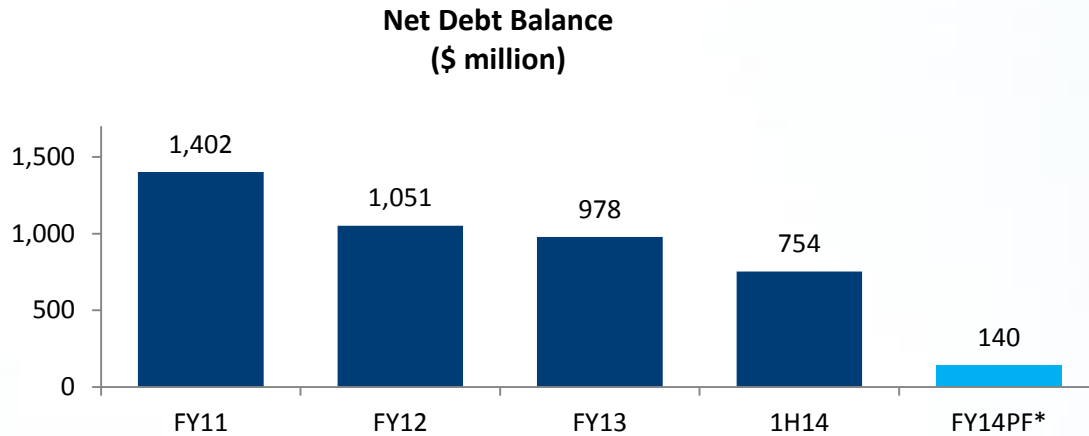
- ▶ Collection, refining and recycling of used mineral oils to produce fuel and base oils
- ▶ The sales price for processed oil products linked to the international market index ICIS LOR, exchange rates and government subsidies (PSO)



3. Growing Transpacific

The sale of the New Zealand business will increase our financial flexibility

- ▶ Redeem the \$250 million in SPS in October 2014
- ▶ Refinance debt facilities at improved terms



*FY14PF indicates impact of sale of New Zealand business and theoretical redemption of Step-up Preference Securities (SPS) as at 30 June 2014

3. Growing Transpacific (cont'd)

We have a renewed focus on:

Growth

- ▶ Build market share and route efficiencies through a reinvigorated sales force

Landfill

- ▶ Increase landfill capacity and internalisation of waste streams
 - Landfill capacity will be either acquired or joint ventured

Acquisitions

- ▶ Target “tuck-in” acquisitions where route infrastructure already in place

Dividends

- ▶ Consider the resumption of dividends

4. Strategic Vision

Over the next few years we want Transpacific to be a Company that:

- ▶ Is considered a valued waste management partner by all our Australian customers
- ▶ Profitably grows unit market share
- ▶ Has increased its internalisation rate by disposing higher levels of solid waste collections in owned landfills
- ▶ Utilises its strong cash flows to:
 - Reinvest in the business
 - Pay regular dividends