



**Transpacific Industries Group Ltd**

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8 May 2015

Company Announcements Office  
ASX Limited

Dear Sirs,

Please find attached a presentation to be made by Mr Robert Boucher, Chief Executive Officer of Transpacific Industries Group Ltd (ASX: TPI), to the Macquarie Securities Australia 2015 Conference today.

Yours sincerely  
Transpacific Industries Group Ltd

A handwritten signature in blue ink, appearing to read "Dan Last".

Dan Last  
Company Secretary

# Macquarie Securities 2015 Australia Conference

Presentation by  
**Robert Boucher, CEO**

8 May 2015



# Transpacific is the market leader in waste management in Australia with two core businesses

66%

Cleanaway



- **Collections;** Municipal, residential, commercial and industrial collection services
- **Post collections;** waste transfer stations; resource recovery and recycling facilities; quarantine treatment operations; and landfills.
- **Commodities Trading;** sale of recovered paper, cardboard, metals and plastics to market

34%

Industrials



- **Technical services;** Collection, treatment, processing and recycling of liquid and hazardous waste
- **EMR;** Specialised technical services for the energy; oil and gas; mining; and minerals industries
- **Hydrocarbons;** Refining and recycling of used mineral oils to produce fuel oils and base oils

# Disciplined execution to drive value creation



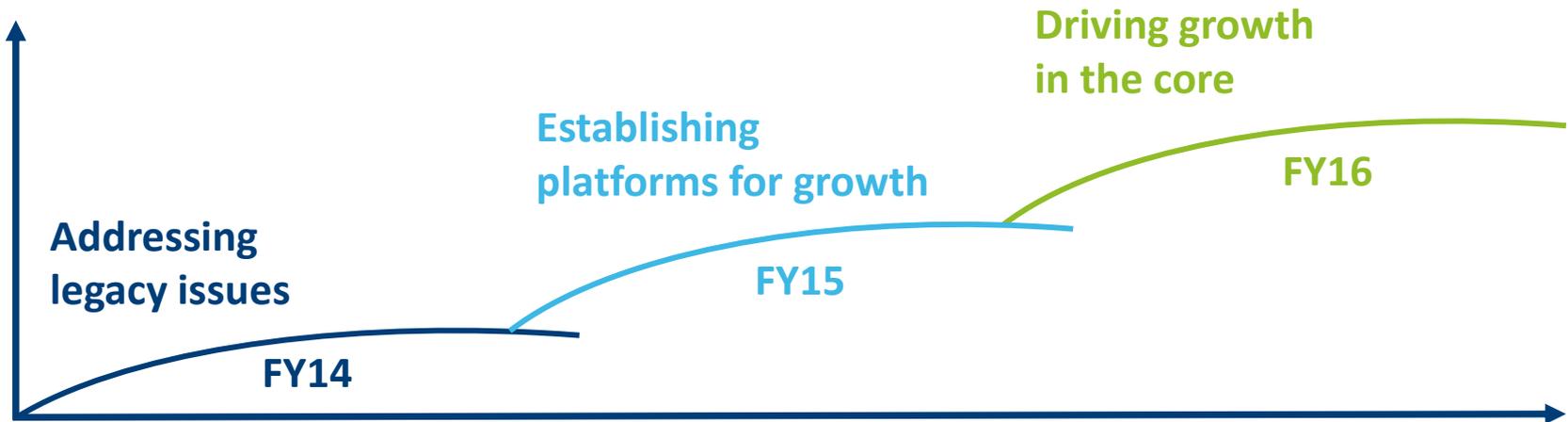
**Leadership position in an attractive industry**

**Past challenges are being aggressively addressed**

**Real progress against four strategic priorities**

**Disciplined execution against strategic priorities  
in 2015**

# We are almost 12 months into a multi-year journey



- Landfill remediation
- Addressing major operational issues
  - Pricing
  - Controls
- Strengthening the management team
- Build sales engine
  - Structure
  - Capabilities
  - Processes
- Vertical integration
- New operational systems/processes
- Growth in C&I units
- Growth in pricing and yield
- Growth in internalisation rates

# We have four strategic priorities



## 1. Growth Transformation

- Increase customer retention, market share and route efficiency through a reinvigorated sales force
- Improved pricing discipline across the company

## 2. Landfill

- Increase landfill capacity and internalisation of waste stream

## 3. Productivity

- Increase operational efficiency
- Drive procurement savings
- Improve systems and processes

## 4. Tuck in acquisitions

- Increase profitability through small targeted acquisitions

# Over the last 12 months, we have made real progress against these priorities

## Key Activities

<b>1. Growth Transformation</b>	<ul style="list-style-type: none"><li>• NSW sales pilot launched</li><li>• Phase 1 of pricing project successfully implemented</li><li>• Sales Transformation program launched</li></ul>
<b>2. Landfill</b>	<ul style="list-style-type: none"><li>• Acquired Melbourne Regional Landfill</li><li>• Landfill remediation underway</li><li>• Integrated and aligned structures</li></ul>
<b>3. Productivity</b>	<ul style="list-style-type: none"><li>• Completed Fleet Reinstatement program</li><li>• Implemented new procurement model</li><li>• Launched “Internationalisation Focus” program</li></ul>
<b>4. Tuck in acquisitions</b>	<ul style="list-style-type: none"><li>• Recent acquisition of a small waste management business</li><li>• Identified a number of further potential small acquisitions</li></ul>

# We recently launched our Sales Transformation program; a lynchpin for future growth



# We will roll out a number of Sales Transformation program initiatives over the next year



# Acquisition of the Melbourne Regional Landfill is integral to our growth strategy in Victoria

The landfill's location 24km west of Melbourne complements our existing footprint



And is an attractive long term asset for Transpacific

## Airspace

- Permitted for 7-10 years
- Available airspace for ~50 years
- Identified by Sustainability Victoria as a key asset in waste planning

## Topography

- Very good buffers
- Good geology (basalt base) above water table

# As we integrate the Melbourne Regional Landfill, we will add significant value to the operations



## Increased volumes

- Redirect majority of Transpacific's Melbourne Post Collection volumes to Regional landfill
- Redirect additional TPI volumes currently sent to other landfills
- Significant organic growth opportunities

## Cost savings

- Operating efficiency improvements
- Volume driven savings

## Internalisation

- Increase internalisation rates from ~25% currently to ~65% in Melbourne by end of FY17

**Incorporating TPI value add and protection of earnings following closure of current Melbourne landfills in FY16, the effective acquisition EBITDA multiple paid falls significantly**

# Recap: disciplined execution to drive value creation



**Leadership position in an attractive industry**

**Past challenges are being aggressively addressed**

**Real progress against four strategic priorities**

**Disciplined execution against strategic priorities  
in 2015**

# Questions



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