ASX & Media Release

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CLEANAWAY
Making a sustainable future possible

FOR RELEASE TO MARKET
2017 ANNUAL GENERAL MEETING ADDRESSES

CHAIRMAN'S ADDRESS

It is with pleasure that I once again address shareholders as Chairman of Cleanaway Waste Management Limited.

I am pleased to report that while trading conditions, particularly in the Industrial and Manufacturing markets remained subdued, your Company continued to make positive progress and posted significant improvements in the financial results for the 2017 financial year compared to last year.

Net profit after tax attributable to ordinary shareholders was $72.5 million up 61.8% on the results achieved last year.

Excluding the collection of landfill levies, which are taxes collected on landfill volumes on behalf of various state governments, net revenues increased 2.3% to $1.350 billion. Increases in net revenues were achieved by our Solids Collection and Post Collection businesses however the Liquids and industrial Services business saw a reduction in revenues during the year as softer oil prices and industrial and resources activity remained flat.

Included in our profit results this year was $5 million in significant items after tax. These items comprised of a $22 million profit on the sale of two closed landfills in Melbourne and a write back of $3.5 million in relation to our remediation and rectification provisions.

These credit adjustments were offset by restructuring charges necessary to reduce the cost base, costs associated with the rebranding of the company and costs incurred for business acquisitions. I would like to point out that the restructuring program that has been undertaken over the past two years has delivered in excess of $30 million in permanent costs savings for shareholders.

Excluding these items, the underlying earnings of the Company improved significantly. Net profit after tax increased 22.4% with a commensurate increase in earnings per share of 22.5%.

In line with this increase in profits, we increased the total fully franked dividends paid to shareholders by 23.5% to 2.1 cents per share compared to 1.7 cents per share paid last year.

The full year dividend payout ratio of 43% is slightly below the Board's target range of 50% to 75% of underlying earnings per share. We expect that as our profits and cash flows continue to improve our dividend payments will also improve.

Your Company is in a robust financial position. Our balance sheet remains very strong with net debt at $327 million representing a net debt to EBITDA ratio of 1.09 times. This ratio gives us the capacity to continue to grow the business and positions us well for any further acquisition opportunities that may arise.

Another pleasing aspect of our performance in FY17 was the further reduction we have been able to achieve in our safety statistics. Our business, like most industrial, logistics and infrastructure businesses face daily operational and situational hazards and we have a responsibility to ensure all our employees and contractors go home in the same condition they arrived for work.

While a further 33% decline in our Total Recordable Injury Frequency rate is positive, it is still high and shows we have more work to do to reach our target of Goal Zero. I can assure shareholders that the Board and Management team takes the safety of employees and contractors very seriously and further initiatives are being implemented to achieve our Goal Zero target.

As many shareholders are aware, our mission is to make a sustainable future possible. It goes to the heart of what we do every single day. Vik Bansal will run through in his address later on some of strategies we have implemented and infrastructure we have developed this past year to maintain our mission, but I would like to highlight just some of the many examples of sustainability that utilise the waste streams we collect on a daily basis. Annually, these include:

- Recycling of approximately 227,000 tonnes of paper and cardboard.
- Collecting and processing approximately 130 million litres of used oil.
- Recycling over 10,000 tonnes of plastic packaging and 13,000 tonnes of steel.
- Re-using 77,000 tonnes of organic liquid waste and 46,000 tonnes of biosolids as a nutrient for primary producers.
- Capturing 120 million cubic metres of landfill gas which is used to generate 90 million kilowatt hours of energy. This is enough renewable energy to power 18,000 plus homes.

The Board also realises it is just not about having recycling and processing plants that make a sustainable future possible but the importance of working with all the communities with which we operate to maximise sustainable waste practices.

In FY17, the Company invested over $830,000 in Australian communities, held over 60 community information sessions and undertook over 1,500 education programs across Australia which engaged over 41,000 students.

We also launched our Reflect Reconciliation Action Plan which is built around the importance of understanding Aboriginal and Torres Strait Islander heritage and culture and detailing a range of initiatives targeted at creating a more inclusive environment and promoting opportunities for all employees.

Actions such as these are not just of a one-off nature but will continue to play an important role in the management of waste in all the communities across Australia.

As Australia's largest waste management company, we will continue to work with all stakeholders, including government, to maximise the environmentally responsible handling and disposal of waste.

I would like to thank my fellow Board members for their efforts and commitments over this past year and I look forward to working with them into the future.

Finally, I would like to thank Vik, his management team and the 4,000 plus employees of Cleanaway for their efforts every day in making a sustainable future possible.

I will now pass over to Vik to address the meeting.

CHIEF EXECUTIVE OFFICER AND MANAGING DIRECTOR’S ADDRESS

Thank you Mark and good morning ladies and gentlemen.

It is again an honour and a privilege to address shareholders on Cleanaway - Australia’s leading total waste management services company.

As you can see on this slide, our reach across the waste industry in Australia is second to none.

- 4,000 plus employees;
- one of the largest truck fleets in Australia;
- a substantial customer base;
- and a recycler of large components of the waste stream we collect every single day of the year.

The Cleanaway brand is strong, our market share is improving, and our footprint of prized assets across the country is growing.

More importantly, we have a team of very good people throughout the Company who are making a sustainable future possible.

Over the past two years I have communicated the numerous initiatives and actions we are taking to improve the financial performance of the Company, while building an enterprise for long term future growth.

Basically, these include:

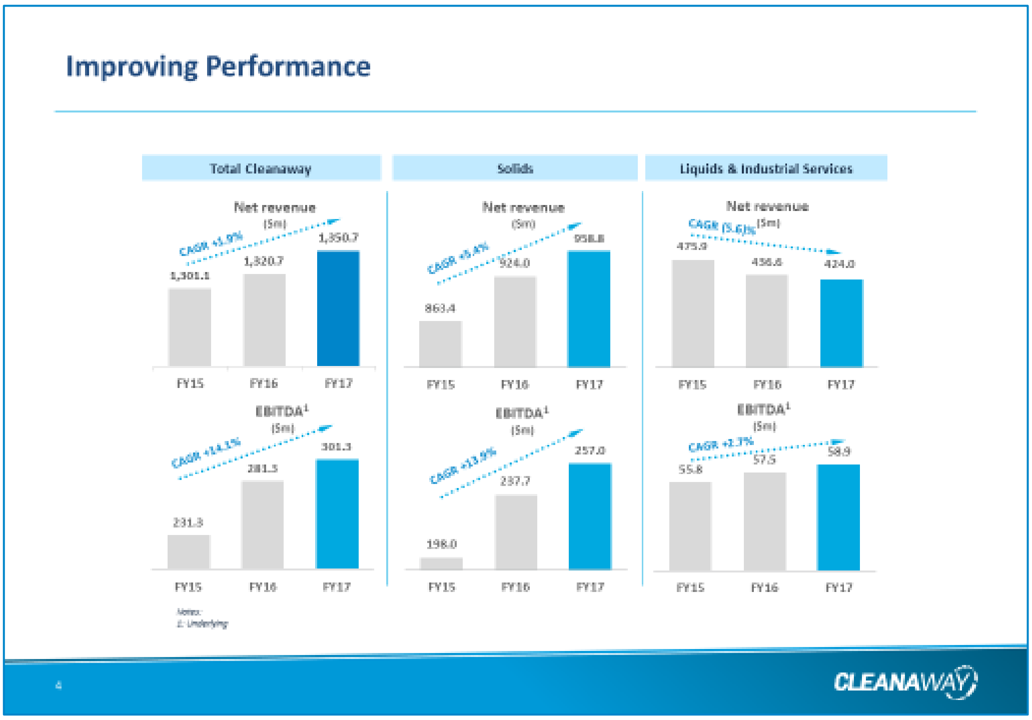
- Going back to basics and agreeing on our purpose for existence or Our Mission. We developed Our Vision, and reinforced that our daily behaviours aligned with Our Values.

- Articulating how and where we create value for our customers and shareholders led to our Value Operating Model. It created urgency to align our systems, processes and organisational structure, to ensure we were competitive and a fighting force in the market place.
- At the same time we addressed the confusion in the market by moving to one brand - CLEANAWAY - and hence aligning our Go to Market position.
- Once the foundation was established, we set our Five Strategic Pillars and ensured we developed clear work plans under each one of them. These pillars are our Five C's and remain as relevant today as they were 2 years ago. They are:
  - Customers for Growth;
  - Continuous Improvement for Cost;
  - Capital for Cash;
  - Clarity for Alignment; and
  - Competitive Advantage for Excellence.

All of these initiatives and tools have been combined into our standard operating way - "The Cleanaway Way" - our toolkit to take your Company from being a good company to a great company.

It is also used to align all our diverse work sites with our purpose and strategic initiatives.

While we still have work to do, I am pleased that shareholders are now starting to see the early benefits of these actions. The improvement in our financial and operational performance over the past two years can be seen on the following slide:



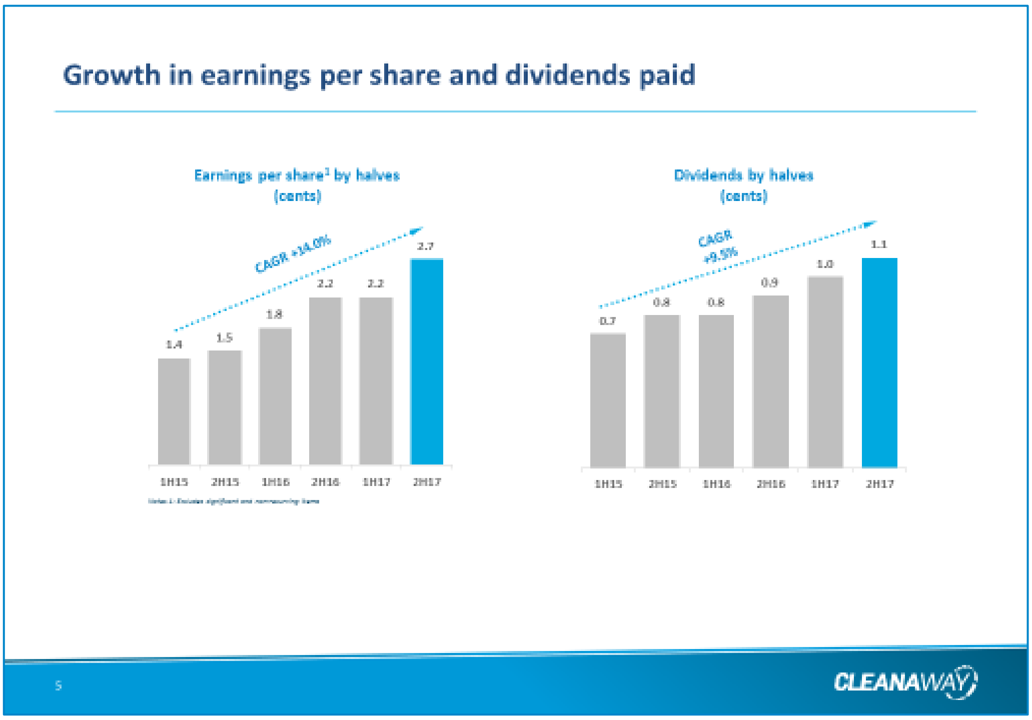
Our performance has improved across most parts of the business over the past two years.

Revenue growth in the last two years is supported by Solids - both in Collections and Post Collections - but was muted by revenue declines in Liquids & Industrial Services.

The EBITDA Compound Annual Growth Rate, or CAGR for short, has been consistent across all segments and is pleasing.

This EBITDA growth has come about through a combination of revenue growth across Solids, cost reductions and operating leverage across the Company.

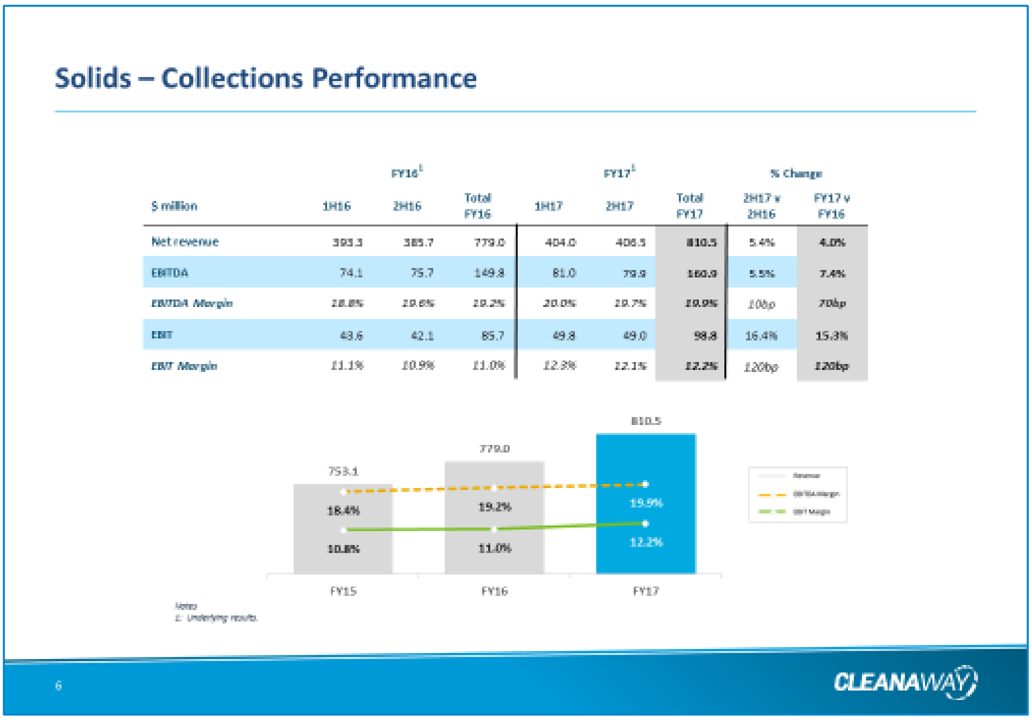
We do believe that cost down has led to a “fit for purpose” organisational structure making us competitive, which should deliver good operating leverage as we grow revenue.



This improvement in performance can also be seen on this slide through the increases in earnings per share and dividends that shareholders have benefited from since the first half of FY15.

Earnings per share have seen CAGR growth of 14%, with dividends paid to shareholders increasing 9.5% over the same period.

Turning now to our FY17 operational results. **Starting with Solids – Collections**



$ million	FY16[1] 1H16	2H16	Total FY16	FY17[1] 1H17	2H17	Total FY17	% Change 2H17 v 2H16	FY17 v FY16
Net revenue	393.3	385.7	779.0	404.0	406.5	**810.5**	5.4%	**4.0%**
EBITDA	74.1	75.7	149.8	81.0	79.9	**160.9**	5.5%	**7.4%**
EBITDA Margin	*18.8%*	*19.6%*	*19.2%*	*20.0%*	*19.7%*	***19.9%***	*10bp*	***70bp***
EBIT	43.6	42.1	85.7	49.8	49.0	**98.8**	16.4%	**15.3%**
EBIT Margin	*11.1%*	*10.9%*	*11.0%*	*12.3%*	*12.1%*	***12.2%***	*120bp*	***120bp***

A 4% improvement in net revenue is promising against last year - and we are encouraged by the 5.4% growth in the second half compared to the second half last year.

EBITDA and EBIT margins both improved by 70bps to 19.9% and 120 bps to 12.2% respectively. This is a reflection of both the quality and quantity of earnings improvement.

The growth strategies that we put into place are starting to produce results, with both volume increases and customer churn rates improving.

While we are becoming more effective at what we do, we still have more work to do to become excellent at what we do.

Pricing has seen some patchy improvements, although more disciplined and focussed work is needed to get to both core price and yield improvements.

As a waste management business, we will always have consistent pressure on our pricing, due to a combination of churn and competitive pressure for new business.

Pricing, like cost discipline, needs consistent oversight and granularity.

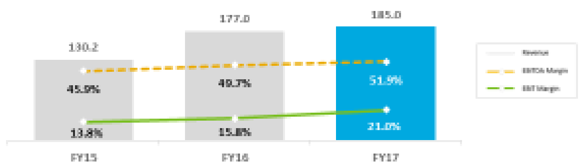
This past year we have also won some major new C&I and Municipal contracts.

The total value of these contracts is over $1 billion over the next ten years, and will underpin revenue growth into FY19 and beyond.

Moving on to Solids – Post Collections

Solids – Post Collections Performance

	FY16[1]			FY17[1]			% Change	
$ million	1H16	2H16	Total FY16	1H17	2H17	Total FY17	2H17 v 2H16	FY17 v FY16
Gross revenue	166.4	145.0	311.4	145.7	143.0	288.7	(1.4)%	(7.3)%
Net revenue[2]	89.3	87.7	177.0	93.6	91.4	185.0	4.2%	4.5%
EBITDA	43.4	44.5	87.9	47.7	48.4	96.1	8.8%	9.3%
EBITDA Margin	*48.6%*	*50.7%*	*49.7%*	*51.0%*	*53.0%*	*51.9%*	*230bp*	*220bp*
EBIT	11.9	16.0	27.9	15.0	23.8	38.8	48.8%	39.1%
EBIT Margin	*13.3%*	*18.2%*	*15.8%*	*16.0%*	*26.0%*	*21.0%*	*780bp*	*520bp*



Notes:
1. Underlying results.
2. Excludes landfill levies collected

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This division was negatively impacted with the planned transition to closure of the Erskine Park landfill located in Sydney. The impacts were reductions to Gross Revenue of $40.3 million, net revenue of $8.8 million and EBITDA of $3.6 million on the previous year.

Even taking the impact of Erskine Park into account, the results from this segment were strong. Net revenue was up 4.5%, and taking into account the impact of Erskine Park, the net revenue increase would have been 9.5%.

EBITDA was up by 9.3%, EBIT up 39.1% and quality of earnings improved, with both EBITDA and EBIT margins expanding by 220 and 520 basis points respectively.

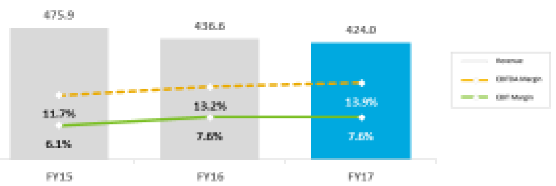
We continue to work on closing our old landfills, which is leading to reductions in the Depreciation & Amortisation expense.

We remain confident that once the closure of all the Clayton landfills in Victoria is complete, we will see a further reduction in amortisation charges going forward.

Moving on to Liquids & Industrial Services

Liquids & Industrial Services Performance

$ million	FY16[1]			FY17[1]			% Change	
	1H16	2H16	Total FY16	1H17	2H17	Total FY17	2H17 v 2H16	FY17 v FY16
Net revenue	224.5	212.1	436.6	208.0	216.0	**424.0**	1.8%	**(2.9)%**
EBITDA	26.8	30.7	57.5	28.8	30.1	**58.9**	(2.0)%	**2.4%**
EBITDA Margin	*11.9%*	*14.5%*	*13.2%*	*13.8%*	*13.9%*	***13.9%***	*(60)bp*	***70bp***
EBIT	14.7	18.3	33.0	15.1	17.0	**32.1**	(7.1)%	**(2.7)%**
EBIT Margin	*6.5%*	*8.6%*	*7.6%*	*7.3%*	*7.9%*	***7.6%***	*(70)bp*	***No change***



Note:
1: Underlying results.

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Revenues declined 2.9% from last year, but we are seeing the revenue stabilising. The performance in the second half of the year is the first half-on-half revenue improvement we have experienced in 7 years.

We see this as a positive sign given the performances of this segment over the past couple of years - but we are also cognisant that market conditions do remain flat.

The improvements we have made to our refining capabilities - and the Category 1 status we have received for our re-refined waste oil from our Sydney facility - will help us to benefit from a sustainable increase in the oil price.

Market conditions in the Liquids market remain flat, and even though we have seen a slight improvement in hazardous volumes, pricing still remains competitive as market volumes stagnate.

We believe that industry structure and capacity may be adding to the market conditions.

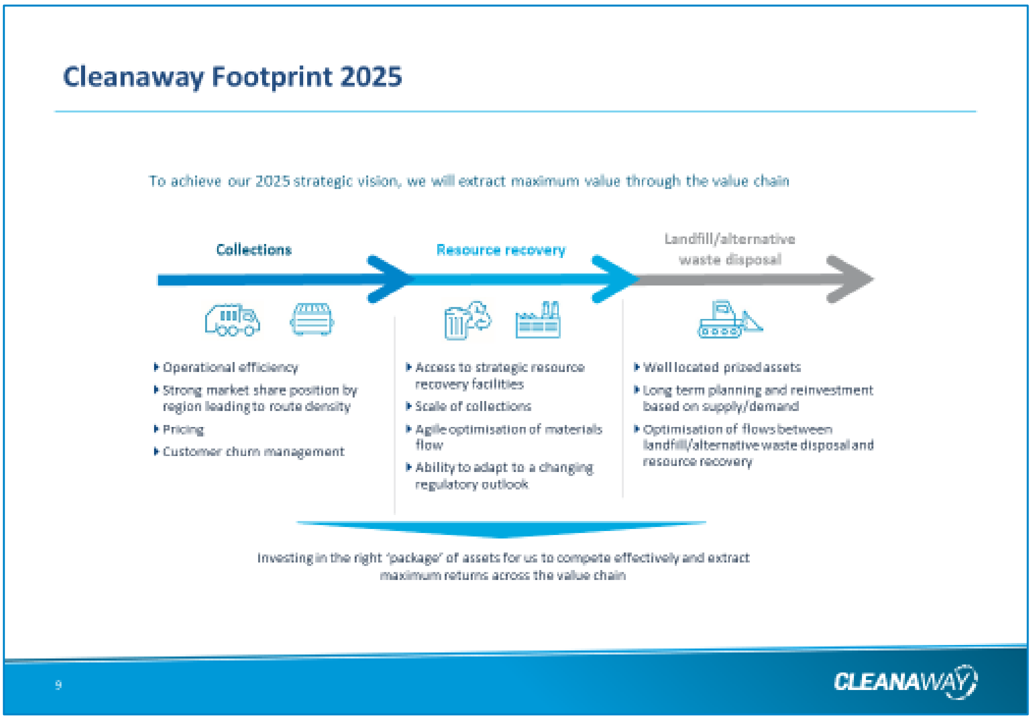
Despite declining revenues and industry headwinds, we did see an improvement in EBITDA of 2.4% on last year, which is the second year in a row that we have improved the profitability of this segment.

We also saw EBITDA margin expanding by 70bps to 13.9% from the margin last year.

Revenue in this business remains our key focus and challenge. We are working to get predictable and repeatable good results from this segment, and this remains one of our absolute key strategic priorities.

Whenever companies undertake major change it is important that all employees are aligned with the direction you are intending to go. To ensure alignment, and highlight areas that may require further action, the Company undertakes an employee engagement survey every year.

I am pleased to report that the survey we conducted this year has again shown good results. While we remain in the right direction, further work is always needed to ensure alignment across all our employees on values, strategy and direction.



Last year I also highlighted the importance of our Footprint 2025 strategy. A strategy that is aimed at extracting value from the large quantities of waste we collect.

In a world potentially changing from lift and dump to lift, sort and recycle, our ability to manage an efficient material flow and extract maximum value through that value chain will be key to our future success.

This is done by investing in prized infrastructure assets across the value chain.

In support of this strategy, over the past year we have either completed or started construction on the following:

- a new paper recycling facility in Brisbane;
- a new transfer station in Melbourne;
- a new state of the art Material Recycling Facility in Perth;
- doubled the electricity capacity generation at Melbourne Regional Landfill;
- obtained the planning permit for Melbourne Regional Landfill until 2046;
- starting construction of a new Transfer Station and Material Recycling Facility in Sydney;
- acquired SA Waste in South Australia on 1st July, which has given us 3 Transfer Stations and Resource Recovery Facilities in Adelaide;
- upgraded both our waste oil refineries;
- and acquired the minority interest in the Rutherford oil refinery.

It has obviously been a busy year with further projects currently in the planning phase for future development.

Further to our Footprint 2025 strategy, we are also investing in technologies and services to enhance value for our customers.

An example of this is the development of Cleanaview, which shareholders present at the meeting today had a chance to see on the screen earlier.

This development helps our municipal customers better manage missed pick-ups, broken bins and bin contaminations via the near real time information and visibility of truck locations.

This in turn helps councils answer resident queries on the status of their bin pick-up and when a scheduled job has been performed.

Cleanaview was launched in September this year for the Noosa Council in Queensland and in October for The Hills Shire in New South Wales. Further roll-outs of this exciting new technology are planned across the rest of our fleet.

I would now like to take the opportunity to advise shareholders of how trading is progressing in the current financial year.

We remain confident that our full year performance in FY18 will remain as stated previously and earnings are expected to be in line with current market expectations. We expect all our segments to improve their results over the previous first half and full year results.

We expect our phasing of the results in the two halves of FY18 to be more favourable in the second half.

The first half results will be higher than those reported in FY17, but will include mobilisation costs relating to the major new contracts we were awarded this year. The partial benefits of these new contracts will then be seen in the second half of the year.

In closing, there are a couple of thank you's needed.

Firstly, I would like to thank our Chairman Mark Chellew and the Board for the support and counsel to myself and our management team over the past year.

And secondly, I need to thank all the employees of Cleanaway for their tireless efforts. Their commitment and passion to Cleanaway is an inspiration to all of us.

Ladies and gentlemen, and I will now pass back to Mark for the formal resolutions.

Investor and Media Relations

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