



WasteCo Group Limited

Annual General Meeting

8 September 2023



Agenda

- Welcome and introductions
- Chairman's Speech
- CEO Speech
- COO Speech
- Shareholder discussion
- Resolutions
- General business

Chairman's Speech

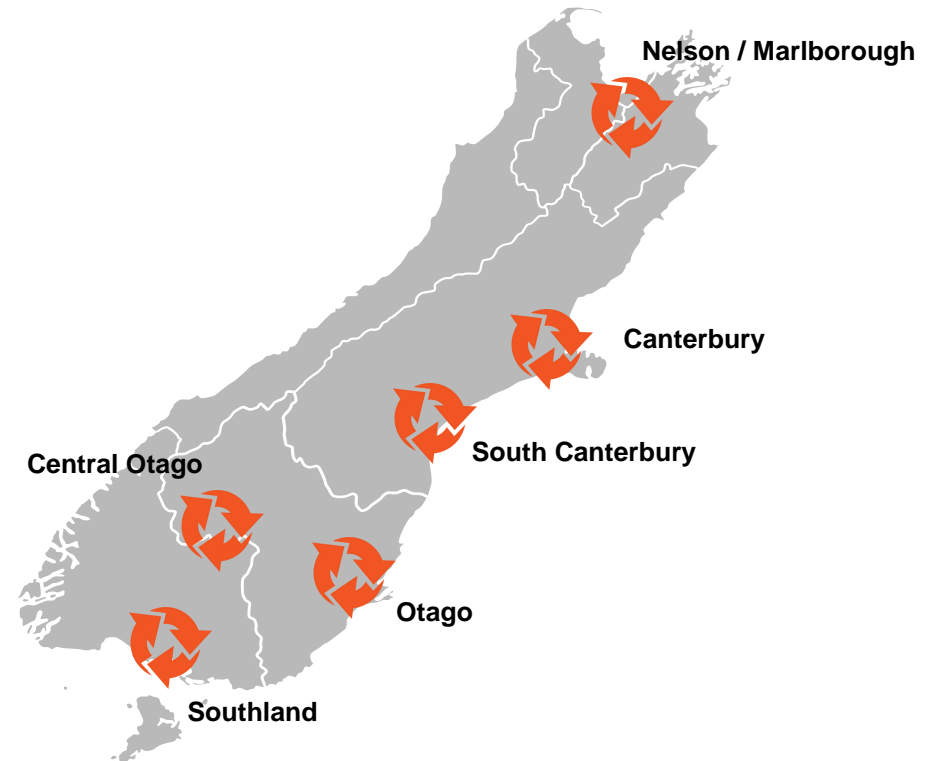
CEO Speech

A Leading Independent Waste Services Provider in the South Island



WasteCo is a leading South Island waste solution company, processing and diverting solid waste from landfill. It provides comprehensive solutions for household, commercial, industrial and local authority customers.

Region	Services
Nelson / Marlborough	<ul style="list-style-type: none"> • Sweeping • Industrial Services
Canterbury	<ul style="list-style-type: none"> • Waste Collection • Bin & Skip Rentals • Sweeping • Industrial Services • Event & General Waste Sorting & Diversion • Medical & Quarantine Services • Waste Audits & Training
South Canterbury	<ul style="list-style-type: none"> • Waste Collection • Bin & Skip Rentals
Otago	<ul style="list-style-type: none"> • Waste Collection • Bin & Skip Rentals • Industrial Services • General Waste Sorting & Diversion • Medical & Quarantine Services • Waste Audits & Training • Landfill Management
Central Otago	<ul style="list-style-type: none"> • Waste Collection • Bin & Skip Rentals • Industrial Services
Southland	<ul style="list-style-type: none"> • Industrial Services



Solid Waste Services



WasteCo provides a full suite of solid waste services from collections for Councils to waste solutions for the commercial and industrial sectors

Hook Bins

Primarily used for large quantities of general and demolition waste and hardfill



Gantry Bins

Open top waste bins for large volumes of waste in various sizes, for building sites, home clearances and various other uses



Event Services

WasteCo serves hundreds of events across the South Island, helping organisations improve their waste diversion by up to 80%+ with our waste collection and diversion process



Front Load Bins

Secure bins which are protected from pests and wind. Easy to use and transport on site



Wheelie Bins

Compact bins for smaller spaces, indoor use and high frequency of emptying



Sort Centre

The purpose-built sorting facility on 15 Kilronan Place operates almost 24/7 in Christchurch and can process up to 170 tonnes per day. This facility undergoes constant development and changes to improve diversion and take advantage of technology and new partners



Liquid Waste Services



Professional, certified and trusted, WasteCo's team of specialists take on the toughest industrial cleaning and environmentally hazardous jobs, whilst ensuring hazardous waste is appropriately treated and disposed.

YES

WasteCo prides itself on saying "yes" and finding sustainable solutions for customer challenges which are both commercially viable and good for the environment. A recent example:

- Following the fire at Christchurch City Council's Bromley waste water treatment plant, WasteCo safely removed 25,000m³ of hazardous waste to landfill on time and through innovative solutions developed.

Sweeping, Scrubbing and Spills

- Road Sweeping
- Dust-free Sweeping
- Concrete Floor Scrubbing
- 24hr Spill Response

Jetting, Blasting & Demolition

- Specialist Industrial High Pressure Water Jetting
- Hydro Demolition
- Critical Hygiene High Pressure Water Jetting
- Dry Ice Blasting

Quarantine Biosecurity Waste

- The steam sterilisation autoclave in Christchurch treats medical, clinical & controlled waste for the medical industry
- MPI approved treatment for at-risk quarantine goods
- One of the only two providers in NZ

Suction and Other Cleaning Services

- Hydro-excavation
- Vacuum Loading
- Sump Cleaning
- Air Excavation



CEO Update



- Provided solutions to thousands of customers both inside and outside the box.
 - Successfully cleaned up the Bromley Waste Treatment Plant, delivering environmentally excellent outcomes for the Christchurch City Council (CCC) ahead of schedule.
- Secured two further long-term council contracts in Christchurch, the CCC Northern and Central contracts, through an extension of our partnership with HEB / Vinci.
- Continuing our journey in diverting waste from landfill.
 - The Kilronan Sort Centre is as a leading example in the South Island of what can be done to ensure sustainable outcomes in the waste journey.

CEO Update

- First full year of trading in medical and quarantine waste treatment with a growing customer base.
- Ranked 9th in the Deloitte Fast 50 "Masters of Growth" category in 2022.
 - Experienced 281% revenue growth over a five-year period.
- Turnover topped \$34 million for the year ended 31 March 2023.
- Opened first trading base north of Christchurch, in Nelson, through the acquisition of Central Suction Cleaners in March 2023.

CEO Update

- Acquired the Cleanways Group in Southland and Central Otago in June 2023.
 - Extending reach and coverage in the solid and liquid waste arena.
 - Largest acquisition to date.
- Extended our contract in the Clutha District for waste collection and landfill management until late 2026.

CEO Update

- Secured two significant contracts in the quarantine waste arena, each starting second half of Q3 2024.
- Transitioning, with FY24 the first year WasteCo will have two senior executives who are not the founders.
 - This is a fantastic opportunity for new growth and focus for the company.
- WasteCo business is celebrating its 10th anniversary this year and is well-positioned for future growth.

COO speech



Bond Contracts Limited ("BCL")

WasteCo NZ Limited (WasteCo NZ) has signed a conditional agreement to acquire the waste collection business of Bond Contracts Limited, for a total consideration of \$8,775,000.

BCL holds the kerbside collection, transfer station operation and transport to landfill operation for the Invercargill City Council, Gore District Council and Southland District Council via WasteNet

It also has residential and commercial customers that it services directly.

The acquisition is conditional on approval from the WasteNet Councils to the transfer of the contract to WasteCo NZ and other usual conditions.



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Key benefits of BCL acquisition



WasteCo intends to proactively engage with the WasteNet Councils and participate in subsequent negotiations and tender opportunities for the WasteNet Councils contract beyond 2027.

Contract to mid 2027

60% of the purchase price supported by the value of plant and equipment being acquired.

Servicing a Southland population of 100,000 +

77,000 household bins across Invercargill, Southland and Gore. **Safely lifting 3 million + wheelie bins per year**

Potential for glass collection to be added to the contract



- Opportunities for synergies include:
- Addition of other current WasteCo Services
 - Management
 - Back office consolidation
 - Transport

Defensive Earnings Characteristics



WasteCo is a leading provider of essential waste services in the South Island with a significant portion of the Group's income derived from long-term contracts with Councils and large commercial customers.



Over 40% of FY23 revenue was contracted and recurring.



A combined weighted average contract term of 5+ years.



Many of WasteCo's customers are considered essential and include local authorities and large corporate customers which have consistent waste solution requirements.



WasteCo operates as one of only two medical and quarantine waste treatment, remediation and disposal providers in New Zealand.

Some of our trusted clients include:



Shareholder discussion

Resolutions

Resolution 1



Resolution 1: That Angus Cooper, who retires by rotation and is eligible for re- election, be re-elected as a Director of the Company.

Resolution 2



Resolution 2: That Roger Gower, who retires by rotation and is eligible for re-election, be re-elected as a Director of the Company.

Resolution 3



Resolution 3: To record the re-appointment of Baker Tilly Staples Rodway as auditor of the Company and to authorise the Directors to fix the auditors' remuneration for the ensuing year.

Resolution 4










Resolution 4: That the Directors of the Company are authorised to issue up to 118,025,000 new ordinary fully paid shares in the Company to wholesale investors (New Shares) at an issue price of not less than 6.5 cents per New Share, at any time during the course of the 12 month period following the date of the Annual Meeting, such New Shares when issued, shall rank pari passu (equally) with all existing ordinary shares of the Company.

General business

Board and Senior Management



Senior management team with considerable sector expertise supported by Board comprising directors with significant capital markets, governance and acquisition expertise.

	Shane Edmond Chairman & Executive Director	Shane became a shareholder of WasteCo in December 2020. Shane has had extensive experience in the financial markets having worked in London and New Zealand for over 30 years. Shane is currently an executive director of Forsyth Barr Limited. He was previously a member of the Financial Market Authority's Code Committee for Financial Advisers for seven years.
	Angus Cooper Independent Director	Angus has 30 years of commercial experience in the public company arena — the majority of which being in strategic General Management roles within EBOS Group Limited. He was also GM of Mergers and Acquisitions for over 10 years, completing 25 acquisitions and five divestments for the group. Complementing his executive and management experience, Angus was a director of Animates Pet Stores for over seven years and has broad governance experience across a range of sectors.
	Roger Gower Independent Director	Roger Gower, has wide experience as a company executive, director and Chairman in both public and private companies. He is currently also Chairman of PrimePort Timaru Limited and New Zealand Food Innovation Auckland Limited (the Food Bowl). Roger is also an independent director of NZX-listed Me Today Limited and the Chief Executive of New Zealand's Best Food & Beverage Limited. Roger has a BCom from the University of Auckland, an MBA from Massey University and an MPhil from the University of Cambridge
	James Redmayne Chief Executive Officer	James had 18 years of financial leadership and general management experience under his belt before embarking on the WasteCo journey, working in industries as diverse as banking, foreign exchange, broadcasting and pharmaceuticals as well as manufacturing entities involved in carpets, food and engineering. James prides himself on being a highly effective people leader, fostering a culture of trust and empowering individuals to reach their full potential by leveraging their unique strengths and cultivating a supportive and inclusive environment.
	Carl Storm Chief Operating Officer	Carl is an extremely motivated, highly energised, and focused leader who thrives on finding solutions to challenges. Carl has a lifetime of experience in the waste and recycling sector starting his first company at 16 while still at school. Carl is an inspirational leader of people and highly skilled in crisis management. He is an experienced Company Director and a valuable part of the WasteCo Senior Leadership Team.
	Sam Vanderpyl Chief Financial Officer	Sam has worked in finance over the past 8 years gaining experience across a range of industries. Currently the CFO, Sam is responsible for overseeing the finance and accounting function of the WasteCo Group. The role includes forecasting, risk management, acquisitions, analytical review, group financial statement reporting, as well as looking to the future in updating and implementing systems and processes to continue to enable WasteCo's growth.
	Nigel Franklin Director-Finance	A highly experienced CFO/CEO and qualified CA with extensive financial and people management exposure. With a proven ability to effectively manage a multi-national, multi-million-dollar group of companies that encompasses a variety of business operations. Expertise includes governance, strategy planning and implementation, financial reporting and project management.

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