

# ANNUAL GENERAL MEETING

NOVEMBER 2023

## Presenters



**Joe Foster**  
Chief Executive Officer



**Marc Lichtenstein**  
Chief Financial Officer

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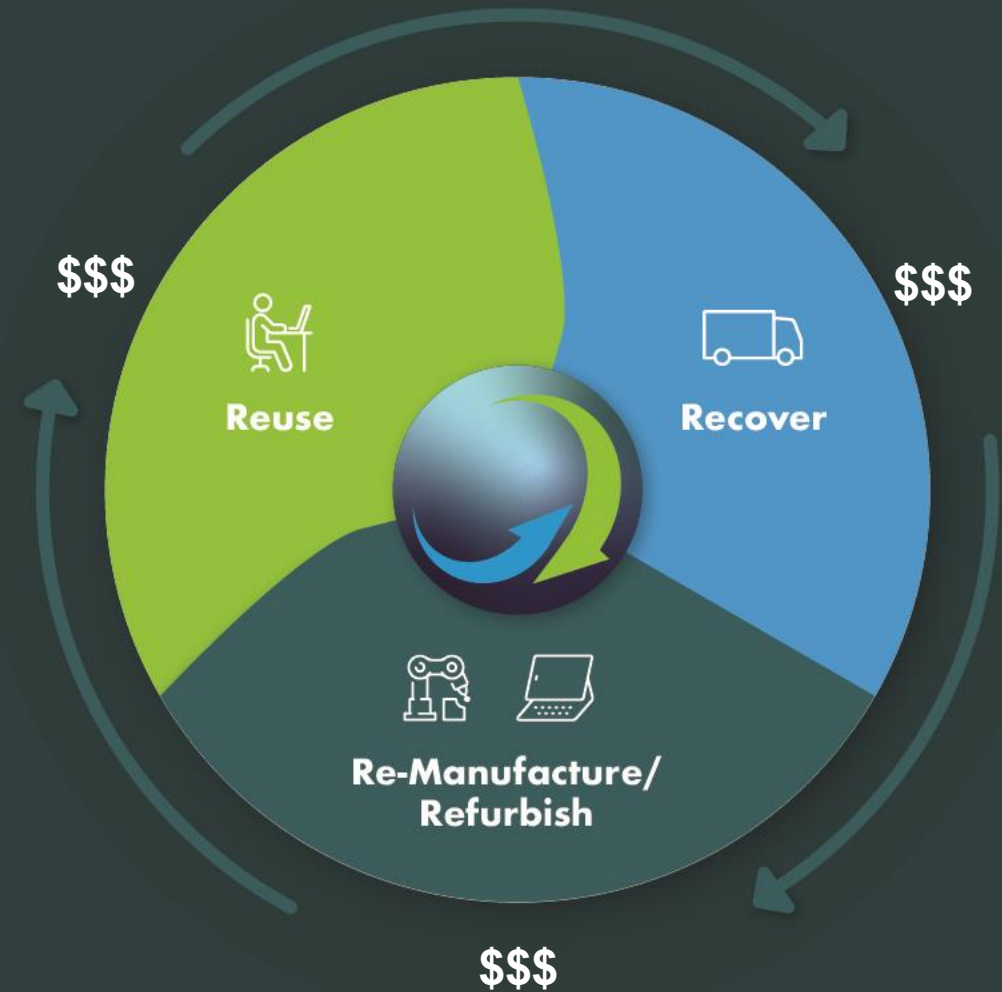
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# THE CLOSE THE LOOP MODEL

We make money by collecting various products and then repurposing it into sought after consumers goods. The more we collect, greater the revenue and the more profit we make. CLG's constantly developing and expanding greater capabilities to take back more product to grow volume across our network. ISP Tek Services is a core part of this strategy going forward.

- Collecting from over 260,000 CLG sites.
- Re-manufacture over 500,000 electronic consumables per year.
- CLG Processes over 25 million print consumables per year.
- What can't be re-manufactured/refurbished is recycled.
- Delivering on our zero waste to landfill promise.

**HIGHER THE VOLUME.  
HIGHER THE REVENUE.**



# ISP TEK SERVICES ENTERS INTO AN EXCLUSIVE MULTI-YEAR CONTRACT WITH HP INC.

- This cements the long-term relationship with HP Inc.
- Conversion of existing contract from a rolling 1 year contract to a 3 year contract
- Exclusivity across a number of product lines
- Revenue share arrangement with HP Inc. across most product lines
- Provides better alignment & opens up new potential opportunities elsewhere

ISP Tek Services entering into a revenue share model with HP Inc. The revenue share model is expected to improve profitability, recovery value and cash generated from this agreement for all parties.

**This contract confirms CLG's preeminent global reverse logistics expertise.**



# SINCE ACQUIRING ISP TEK SERVICES, BUSINESS HAS EXCEEDED EXPECTATIONS

- **Business Operations**

Integration of business going well and performing well against internal forecast at the end of Q1.

- **ISP Founder Alignment**

Principal of ISP Tek Services proposed to join the CLG board. Principal aligned to share price growth with US\$15 million of convertible notes converting at 74 cents per share.

- **Facilities Upgrade**

Completed capacity upgrade from being able to process 1,500 units to in excess of 2,000 units per shift to position for future growth

- **Investment**

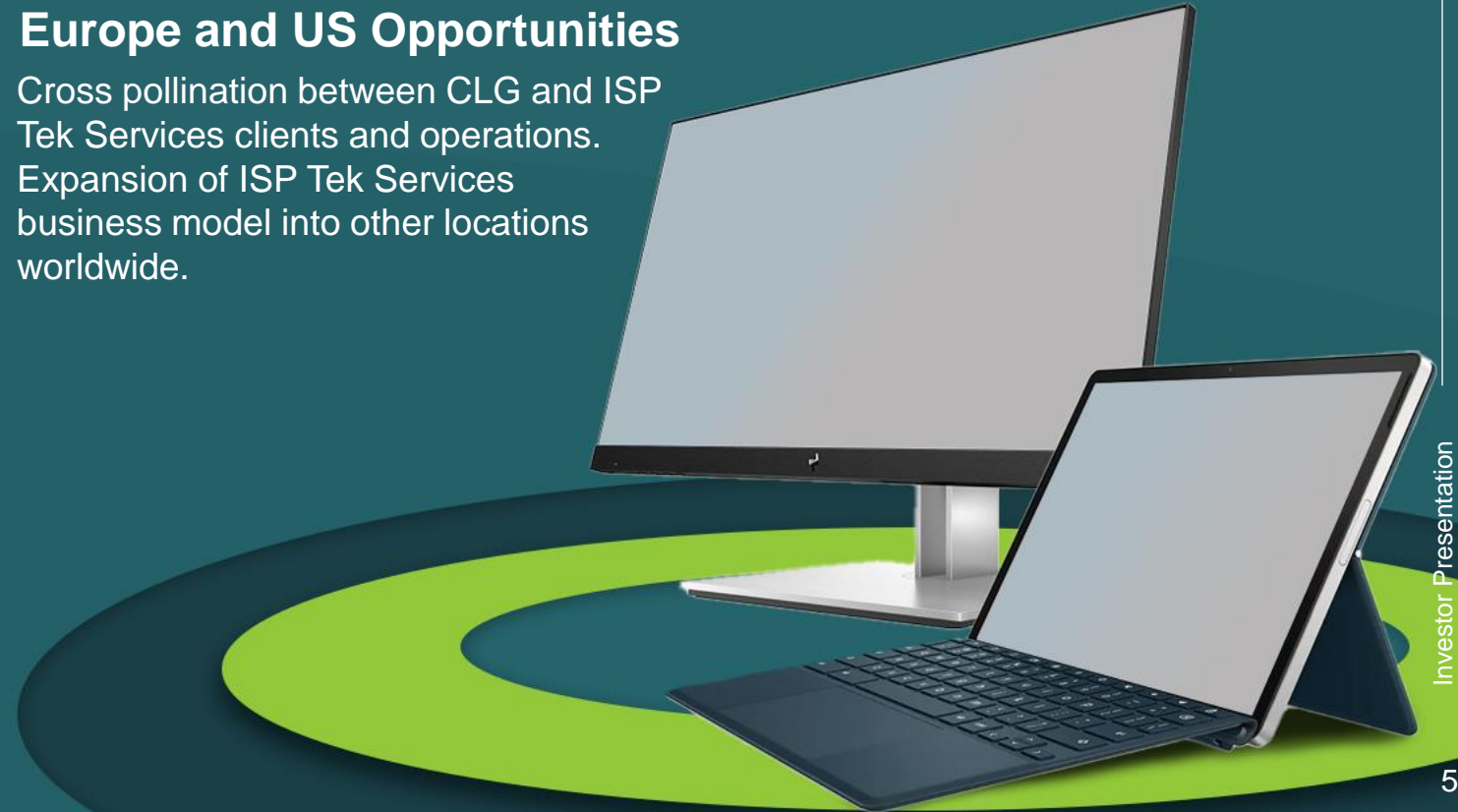
No additional investment incurred during the transition and integration of the new HP Inc. revenue share model.

- **Customer Engagement**

Combined companies have now engaged in worldwide ITAD engagements.

- **Europe and US Opportunities**

Cross pollination between CLG and ISP Tek Services clients and operations. Expansion of ISP Tek Services business model into other locations worldwide.



# CLOSE THE LOOP HAS MADE A STRONG START TO FY24

## STRATEGIC GROWTH TO CONTINUE



- ISP Tek Services have entered into an agreement with HP Inc. on multi-year contract.
- ISP Tek Services performing well with revenue to increase with, Black Friday, Cyber Monday and Xmas uplift.



- TonerPlas line is on track to be in production by end of December.
- Contributing revenue in second half of FY24.
- TonerPlas enables collection of 3,500 tonnes of soft plastics in Australia



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- CLG core business showing solid results despite the tough economic environment.
- Performing strongly since prospectus date despite commodity prices having fallen over the past 2 years.
- **CLG has delivered a strong Q1 FY24. As a result, the company is confident of achieving its guidance greater than the \$43 million EBITDA.**

# COMPANY UPDATE

- Group tracking ahead of FY24 EBITDA guidance run-rate at the end of Q1.
- FY24 guidance expected to generate \$200m+ (+47%) revenue and \$43m+ (+77%) EBITDA growth versus FY23.
- The Company will report the results and further confirm guidance or relevant changes at the first half results.
- Company reduced net debt by \$2.5 million to \$35.5 million at end of Q1 and expect to continue to reduce debt levels going forward.
- In addition, the company has invested \$3 million in working capital in Q1- offering credit terms to key customers to support growth for ISP Tek Services.
- Cash conversions (receipts from customers less payments to suppliers and employees) to EBITDA forecast of 75% at end of Q1 in line previous guidance.

# COMPANY UPDATE

- Continue to invest in growth opportunities associated with ISP Tek Services.
- Management remain confident on outlook leading into Black Friday, Cyber Monday, X-mas and not seeing any impact in the US from a weaker consumer sector.
- ISP Tek Services is well positioned to benefit from any future consumer weakness as consumers trade-down to refurbished electronic equipment.

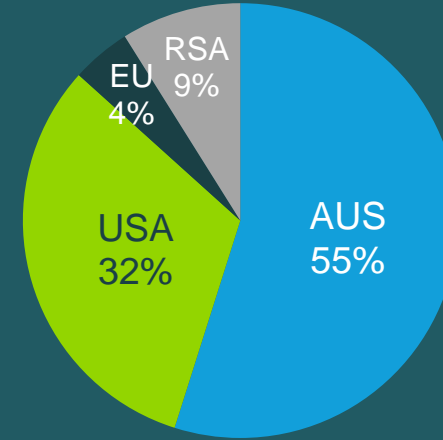


# REVENUE BREAKDOWN

## Revenue Category Breakdown FY23



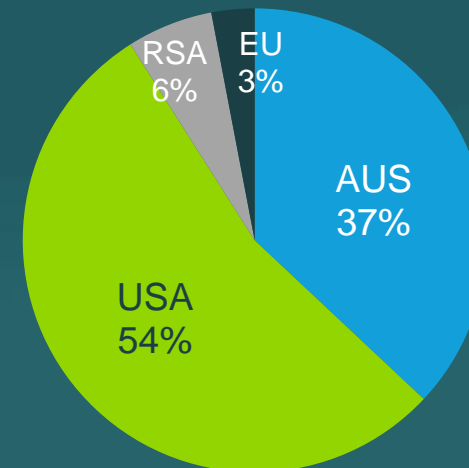
## Revenue Regional Breakdown FY23



## Revenue Category Breakdown FY24



## Revenue Regional Breakdown FY24



# FY23 GROWTH – ANOTHER SUCCESSFUL YEAR FOR CLG

**\$135.9m**

**REVENUE**

+52% growth rate

**\$14.9m**

**NPBT**

+113% growth rate

**\$24.3m**

**EBITDA**

+70% growth rate

**\$49.5m**

**CASH**

**\$38.0m**

**NET DEBT**

**3.2 cents**

**EPS**

+35% growth rate

- Achieved results above guidance across all key metrics including 10% beat on FY23 EBITDA
- Achieved Cash conversion from operating activities to EBITDA of 93% in FY23
- Successfully completed transformational acquisition of ISP Tek Services, solidifying company as a global closed loop ESG market leader
- Secured debt with tier 1 global investment group for further acquisitions

# ESG BUSINESS

How it fits with our circular model

Regulatory  
tailwinds  
improve  
company's  
performance

260,000, sites  
between US and  
Australia that  
keeps products  
from going to  
landfill

CLG listed for 2  
years and  
delivering on its  
numbers.

Revenue to  
collect.  
Revenue to  
refurbish.

Developing the  
people and  
management  
team to reflect  
future plans.

# THE PIPELINE

Advanced discussions with major OEM's on new contracts.

TonerPlas global opportunities

Continuous improvements through cross border opportunities in North America

Multi take back program in the EU (Circular Planet)

Focus on organic growth in the near term

# 4 KEY REASONS TO INVEST

Multiple global opportunities created through the integration of ISP Tek Services.

We are leading the refurbishment market with the world's largest OEM HP

Massive growth opportunities with our new capabilities delivering on the circular economy

ESG tailwinds will deliver strong profit.

# CONTINUED RECOGNITION IN 2023

Following IPO of the year, CLG received further ASX and Industry awards in recognition in 2023



**2023 WINNER**  
Growth Company of the Year Award

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**2023** APCO ANNUAL AWARDS  
SME- Packaging Manufacturer & Supplier

2022 APCO ANNUAL AWARDS  
HIGHEST PERFORMING SME MEMBER-PACKAGING MANUFACTURING & SUPPLIER

AUSTRALIAN GROWTH COMPANY AWARDS  
OVERALL GROWTH COMPANY OF THE YEAR  
NEW ENERGY & SUSTAINABILITY COMPANY OF THE YEAR  
**2023**

AUSTRALIAN GROWTH COMPANY AWARDS  
IPO OF THE YEAR  
**2022**



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*Create - Recover - Reuse*

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