

Business Overview

Caleb McGuire – General Manager,
Sales & Development



Who we are

- Daniels Health is a vertically integrated healthcare service provider offering safety and infection control products, waste treatment, transport services and brand protection solutions to healthcare and related industries. All products and services are supported by Daniels plant and transport infrastructure
- We are the leading national provider of these services, with 30 years experience in supporting Australian healthcare facilities.

TRADITIONAL WASTE MANAGEMENT

The Daniels Difference

WHAT SETS US APART



WASTE CONSOLIDATION

Consolidating waste in one area of the facility



PICKUP

Picking up waste from the back dock of the facility



TRANSPORTATION

Transporting the waste from the hospital dock to a processing facility



PROCESS & DISPOSAL

Processing and disposing of the waste via the required treatment methods



REPORTING

Generating a manifest on the destroyed waste



SOLUTION SCOPING

Daniels Health works with each facility to understand the unique requirements within the four walls of the hospital. This scoping exercise takes into account current staff practices and disposal methodologies, and hospital layout.



PLACEMENT

Daniels Health examines each patient room within the facility to identify the safest placement for medical waste receptacles. We observe staff practices, identify potential obstructions, examine waste disposal markers and ensure that the solution we are putting forward optimizes segregation potential and ensures the safety of healthcare workers.



MOVEMENT & STORAGE

Daniels Health conducts time and motion studies to identify the most efficient logistical solutions for waste movement within your facility. We walk the wards, understand space requirements and identify issues which will potentially impact on waste movement between ward level and dock pickup.



TRACEABILITY

Daniels Health uses state-of-the-art technology to trace waste back to its point of origin; in conjunction with waste audits we can identify the precise locations where waste segregation practices are ineffective and further training is required. Through this exercise we can also re-evaluate the positioning of the waste receptacle, and work with staff to understand segregation-prohibitive factors at each location.



STAFF TRAINING

Daniels Health works within your facility to train staff, provide e-learning courses and educational literature, and empower positive behavioral change. We identify staff training as an integral part of optimizing waste segregation and keeping safety front of mind.



OPTIMIZING STORAGE

Daniels Health understands that hospital real estate is valuable space and optimization is key. Part of our solution offering is the provision of storage transporters to hold multiple containers ready for pickup at the loading dock, and wall mounts, carts and fixtures within the hospital facility to store clean containers and optimize off-floor space.



TRANSPORT, PROCESSING, DISPOSAL

Our difference is that six vital steps are carried out within the four walls of each facility before waste is stored, picked up, transported and disposed of. These six steps are fundamental to effective segregation, cost savings, ensuring staff safety and optimizing the efficiencies within each hospital we work with. Daniels Health is more than a waste company; we are a solution-engineer and relationship partners, we work with you through every step of the waste journey to ensure excellence is attained.



Waste haulers stop here.

Daniels Health services inside the four walls of your facility.



Relationships At Every Level

- IFC
- EVS
- NUM's
- Procurement

Systems not Products

S14 Sharpsmart Collector



Service Code: DS14
280mm (H) x 386mm (W) x 210mm (D)
Capacity 6.5L

Ideal for patient room and lighter sharps volume areas

S22 Sharpsmart Collector



Service Code: DS22
440mm (H) x 396mm (W) x 210mm (D)
Capacity 14.5L
Best suited to moderate volume areas
and drug trolleys

S32 Sharpsmart Collector



Service Code: DS32
610mm (H) x 396mm (W) x 210mm (D)
Capacity 23.5L
Developed for high volume areas and Ideal
for use with Cartsmart and floor stand accessories



Safety.

What we're passionate about: **Protecting People**

As a company, our “why” is to save lives; safety is our highest ethical responsibility and for Daniels, it sits above the bottom line. Empowering safe solutions and averting life-threatening injuries is the cornerstone of why we were founded and the lifeblood of our business today; we exist to serve and protect the healthcare community.

Peer Reviewed Studies of Sharpsmart reveal:

30% Reduction in after-procedure sharps injuries.

57% Reduction in disposal related sharps injuries.

81% Reduction in container associated sharps injuries.



Sustainability.

What we're passionate about: **protecting the environment**

As a company we are passionate about doing business sustainably; empowering the wellbeing of our employees and their communities, driving a spirit of innovation within our culture, and making ecological choices that reduce environmental impact.

Our Sustainability Goal is to:

- Enable **Reusability**
- Optimise **Recycling**
- Facilitate Resource **Recovery**
- **Reduce** Landfill and CO2 emissions



Annual landfill saved would fill the MCG almost to the top of the boundary fence.



MCG BOUNDARY FENCE



Volume of plastic eliminated annually in Australia.



2.1 TONS PER 100 BEDS



Daniels
MAKING HEALTHCARE SAFER

Daniels has more **peer-reviewed studies** on containers than all other competitors put together

“A process by which a scholarly work (such as a paper or a research proposal) is checked by a group of experts in the same field to make sure it meets the necessary standards before it is published or accepted” - Merriam-Webster

Peer Review ensures that research is reliable, scientifically proven, vetted by independent experts, and with results that can be trusted.

Peer Review ensures:

- Bias is removed
- Research design and Statistical tests are appropriate and sound
- Tests are repeatable by others and extrapolatable to other hospitals and medical institutions
- Results are tested for scientific viability, reviewed and signed off by independent experts
- 'Cause and Effect' is demonstrated with reasonable certainty

“

Finally someone has found a way to get unsightly mobile garbage bins out of hospital wards.



Covers all waste streams

OTHER COLLECTORS AVAILABLE IN THE CLINISMAART RANGE



CY64

Cytotoxic Waste



G64

Genetically
modified organisms



P64

Pharmaceutical
Waste



L64

Laparoscopic
Instruments

Understanding Customer Needs + Product + Service = Integrated System

Daniels Health
Theatre Solutions



▶ S22 Access Plus collector mounted on a CartSmart trolley

Sharpsmart Access Plus

L64 Laparoscopic Instruments

◀ L64 mounted on an AccessSmart trolley with an S22 Sharpsmart bracketed on the side.

A sharps solution designed for the surgical environment

Wide Opening

- For safe disposal of long or bulky surgical instruments

Secure Locking Systems

- Temporary front-locking mechanism enhances safety
- Once full, tamper-proof side locks are engaged eliminating spillage risks and preventing unauthorised access to contents

Leakproof Body And Lid Seal

- Securely contains fluids and odours

Foot-Pedal Operation

- The hands-free operating system provides superior infection control benefits

Wheeled Or Static Mounting

- Can be positioned exactly where needed
- Easy, stable and secure operation once positioned

Volume Optimisation

- Segregating short and long sharps via the L64+S22 solution enables maximised volume utilisation







Growth Opportunities



Strong Health Sector Growth

- Growing population
- Increasing ageing population
- New hospital expansion and new hospitals been built in all states
- More medical procedures, quicker turnaround in patients
- More disposable items been used increases clinical waste volumes
- Higher prevalence of sharps safety devices are larger than existing sharps which are driving increasing volumes
- Growing oncology sector, increasing volumes of higher value waste stream

Innovation

The **smarter** way
to manage trace
chemotherapy waste



LABROATORY PRODUCTS





Questions?

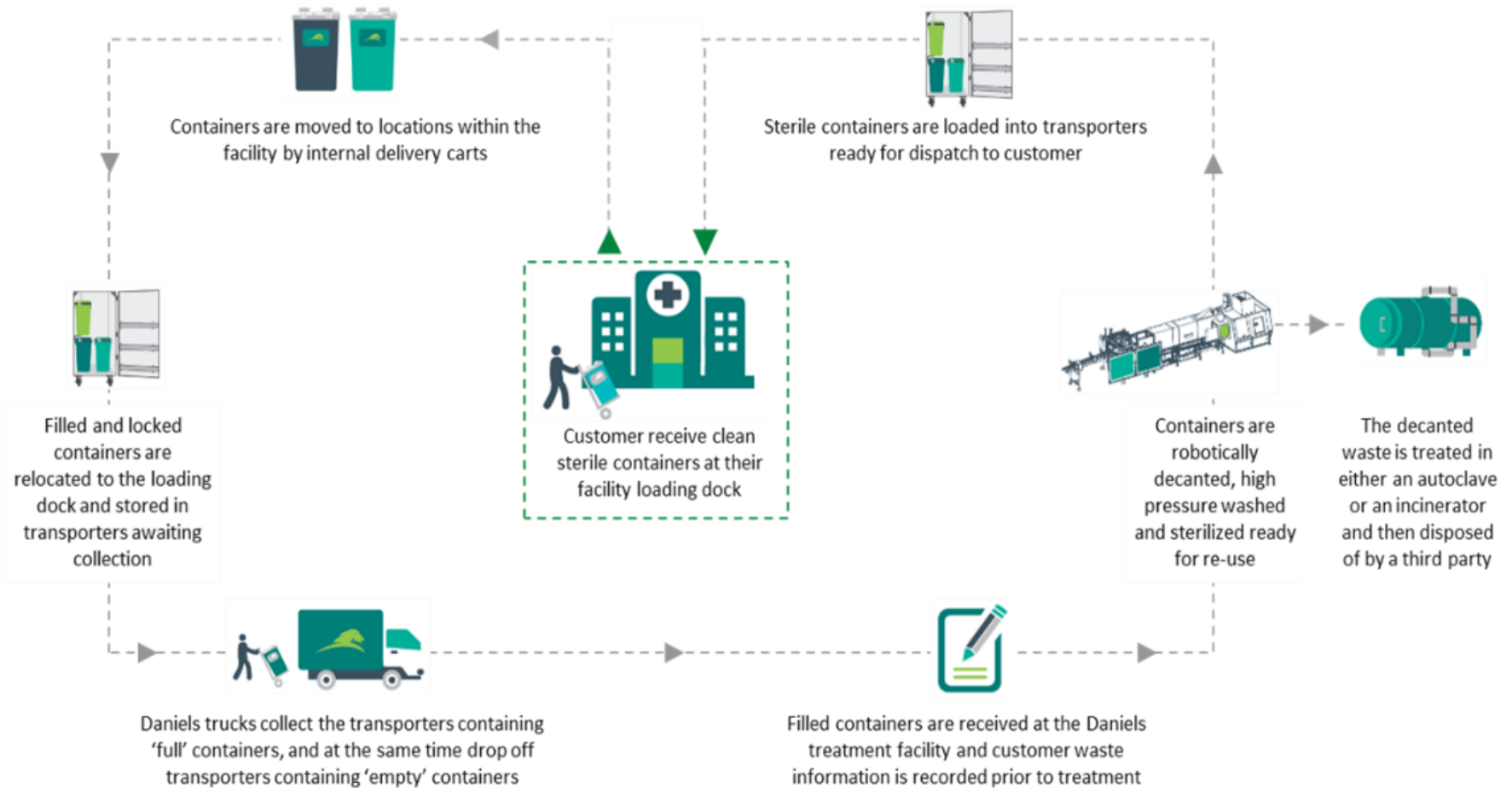


Daniels Health Operations

Christian Kath - General Manager, Operations



The Daniels Sharpsmart System – Process Flow



Step 1

Clean and sterile Daniels containers are delivered to healthcare facilities



Step 2

Daniels products are deployed within healthcare facilities, using Daniels internal delivery accessories



MAKING HEALTHCARE SAFER

Step 3

Filled and locked containers are returned to loading docks and placed in Daniels transporters



Step 4

Waste is collected by one of our 90 dedicated and EPA-approved trucks and transported back to a Daniels treatment facility.

Clean Daniels containers are delivered at the same time.

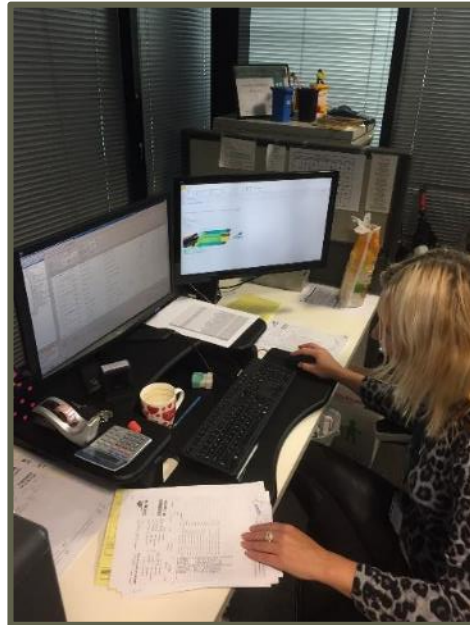


MAKING HEALTHCARE SAFER



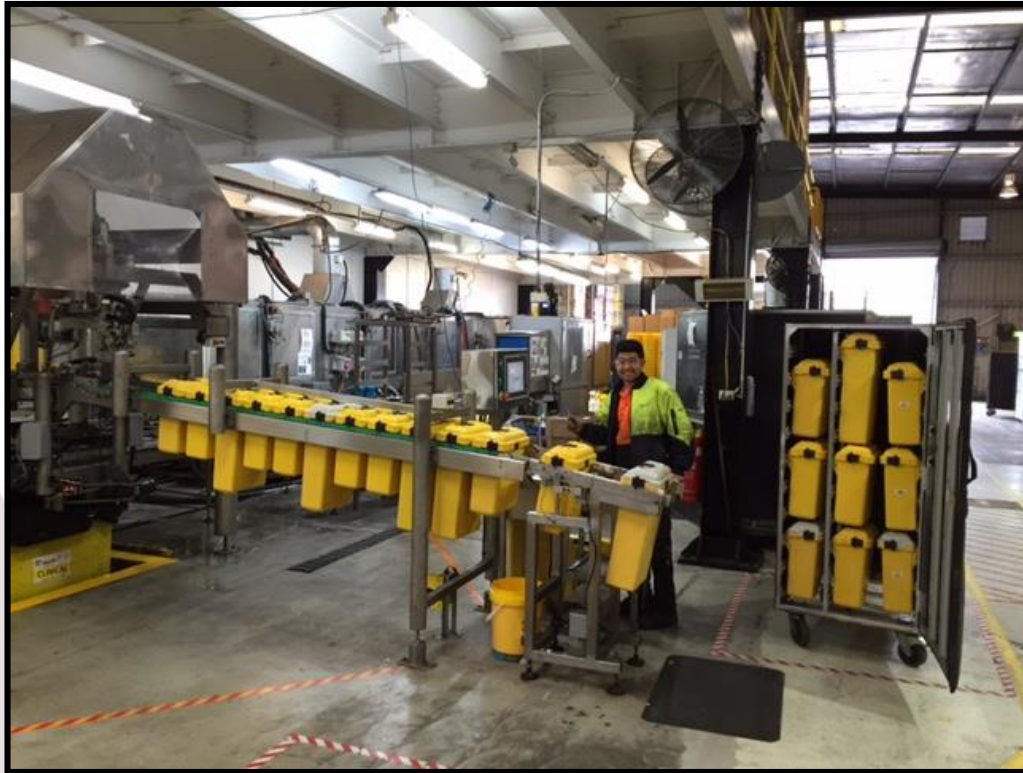
Step 5

Filled containers are received at Daniels facilities.
Wastes are tracked and reported to the EPA and our customers.



Step 6

Daniels containers are robotically decanted, pressure washed and sterilised through our Washsmart system, ready for reuse!

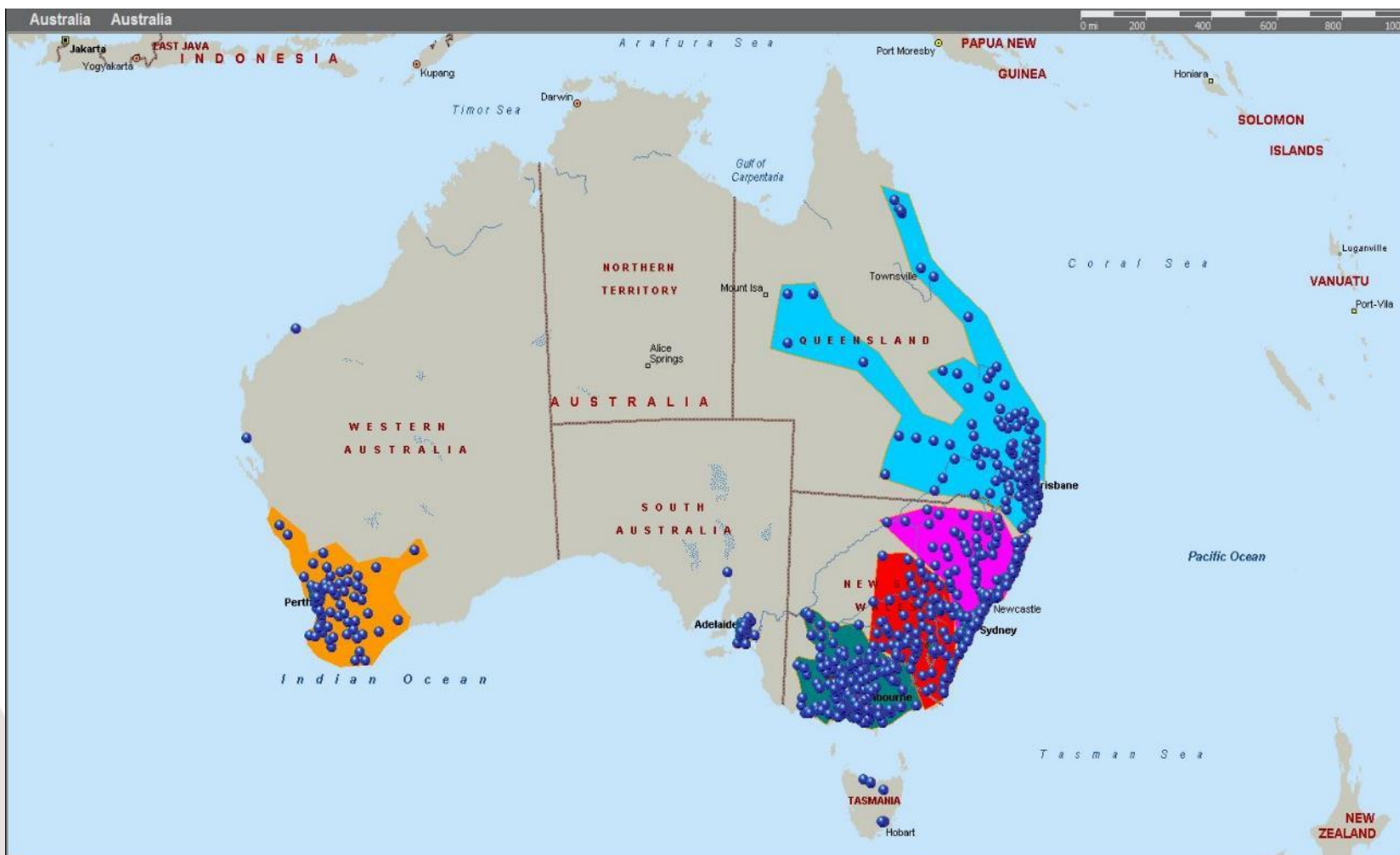


Step 7

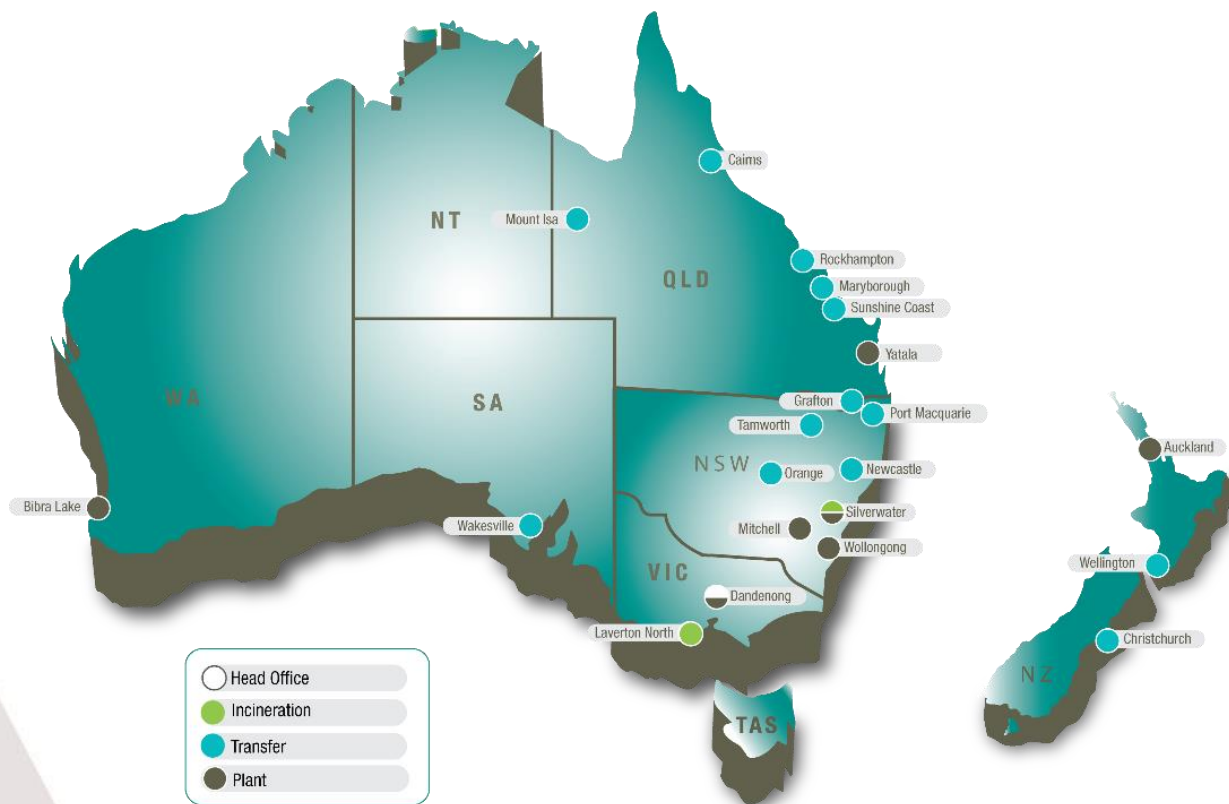
Sterile and quality-checked containers are packed back into transporters, ready for delivery to healthcare facilities.



Service Area – Daniels Fleet



Daniels Health Infrastructure



- **Operating infrastructure:**
 - 8 treatment facilities
 - 10 regional transfer stations
 - 2 high temperature incinerators
 - 6 autoclaves
 - 1 hammermill (chemical treatment)
 - 5 robotic washlines to support the Sharpsmart and Clinismart systems

- Fleet of **90** trucks servicing >140 routes per day

- **New Zealand joint venture:**

- JV partner is **Waste Management** (A Division of the Beijing Capital Group)
- National Reusable Sharps Sale
- Incorporating 3 X Baseline Wash-line machines in their **Auckland / Christchurch & Wellington.**

Making Healthcare Safer

Questions?



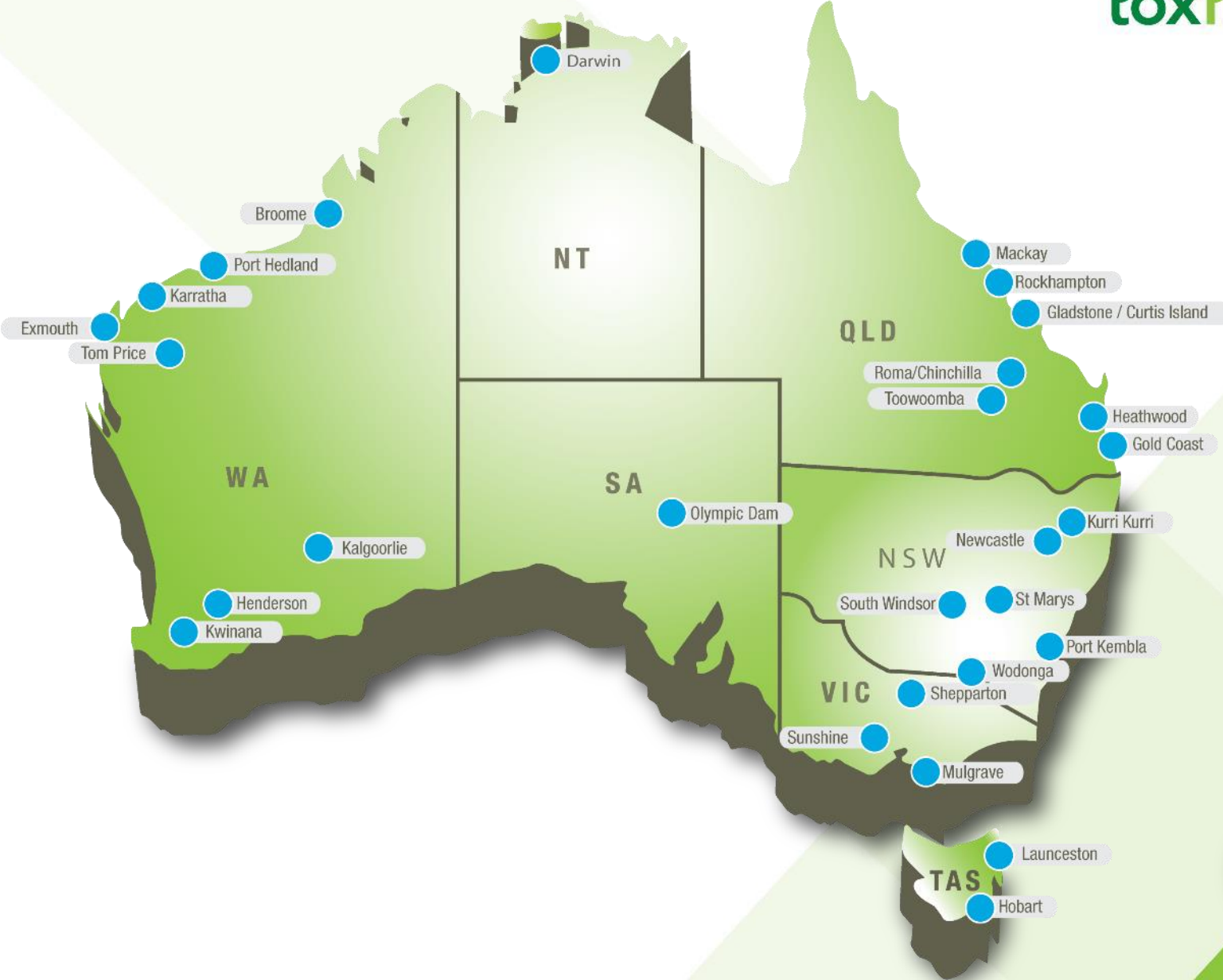


Industrial Services

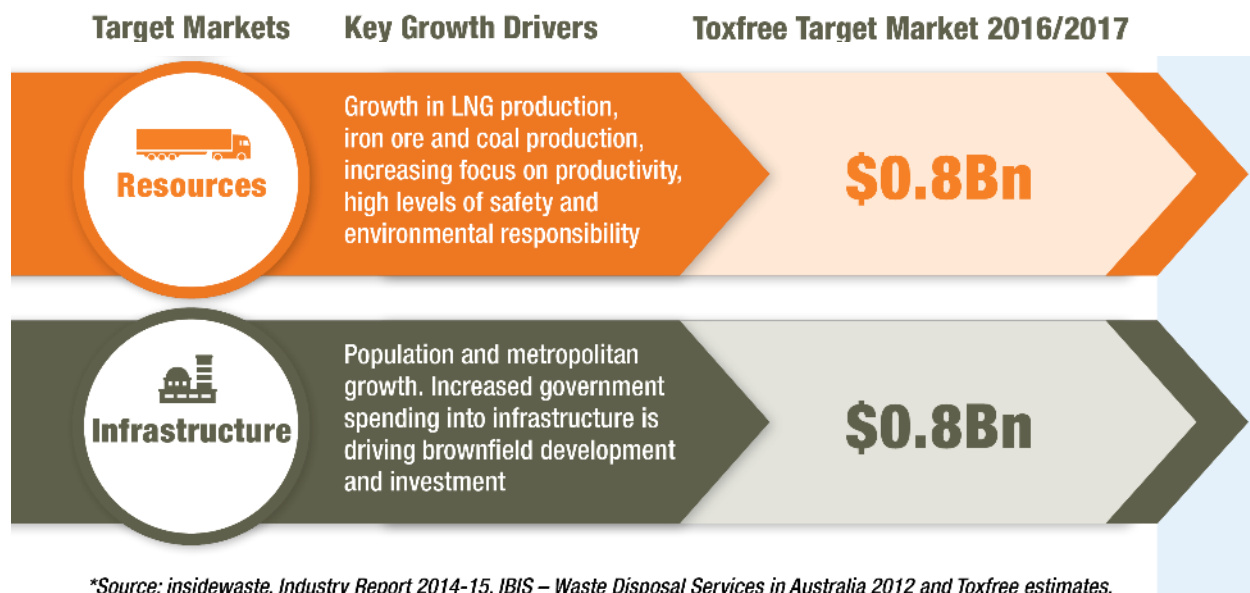
Scott Russell – General Manager



Industrial Services Overview



Markets

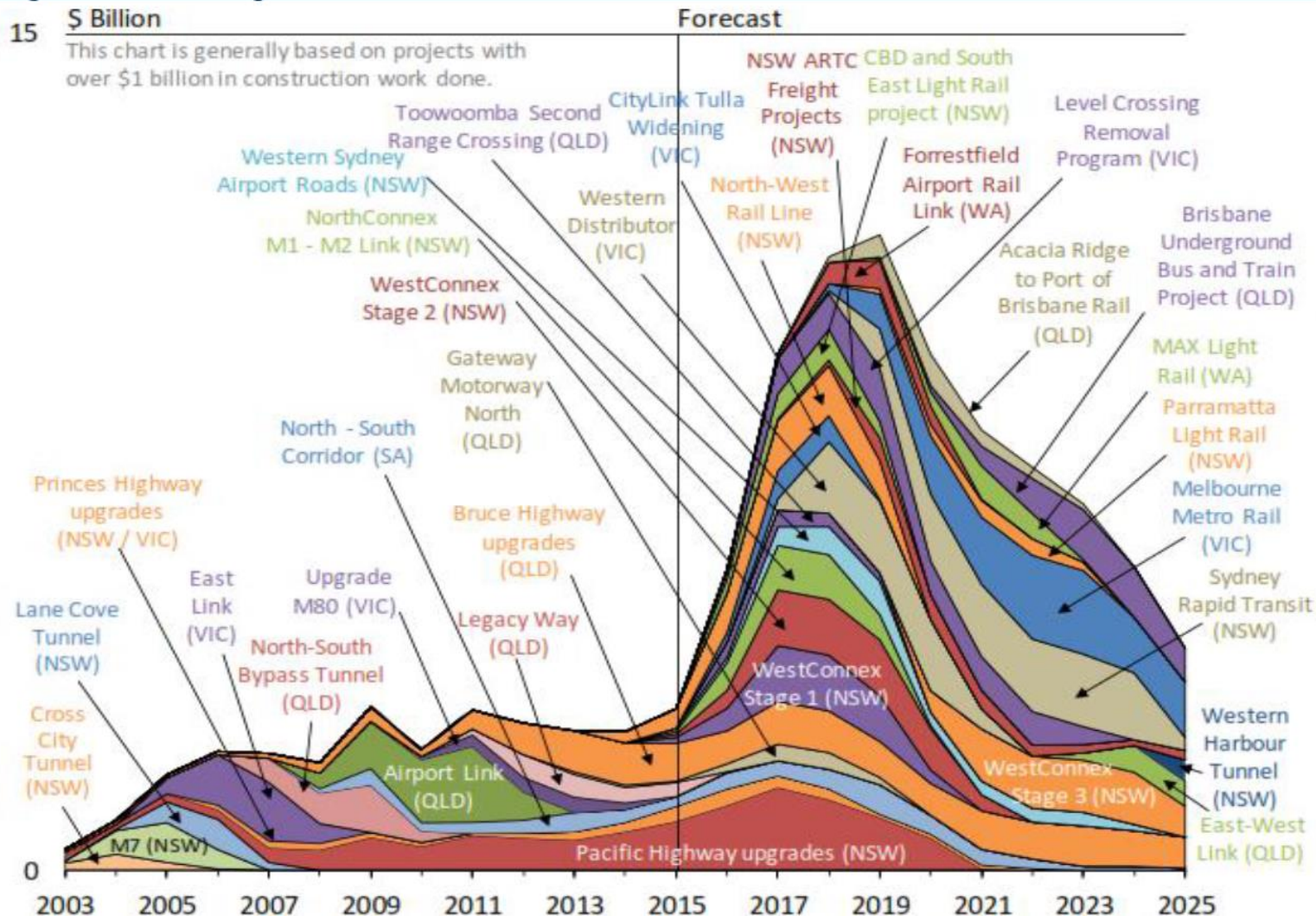


**Source: insidewaste, Industry Report 2014-15, IBIS – Waste Disposal Services in Australia 2012 and Toxfree estimates.*

Infrastructure



Major Projects Road and Rail



Strategy



Market Development

Expand current service offering to regions that currently do not have the capability

- Pilbara Region- Shutdown Projects
- NSW - High Pressure
- South East Qld- Infrastructure (NDD)

Service Capability Expansion

Extend the range of services offered to our current clients

- Chemical Cleaning
- Catalyst Handling
- Scaffold
- Protective Coatings



Strategy cont.

Utilisation of Fleet and Operators

Jobs process

- Utilisation of all equipment
- Non-chargeable hours operators

Asset Maintenance

- Optimal servicing periods
- Reduction of breakdowns
- Compliance



Operations

[Non-Destructive Digging Video](#)



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toxfree

Infrastructure



Markets

- Rail (rail crossings, light rail)
- Freeway upgrades
- Ports
- Asset maintenance

Services

- NDD
- Vacuum loading
- Concrete remediation
- High pressure cleaning
- CCTV
- Pipe cleaning
- Inspections

Customers

- Civil infrastructure
- Water Authorities, Councils



Heavy Industry



Markets

- Refineries
- Petrochem
- Terminals
- Automotive
- Manufacturing plants
- Industrial demolition

[tank clean](#)

Services

- High pressure cleaning
- Vacuum loading
- Chemical cleaning



Resources



Markets

- Iron Ore
- Coal Seam Gas (upstream)
- LNG Plants (downstream)
- Coal
- Base Metals
- Oil

[High Pressure
Blasting Video](#)

Services

- High pressure cleaning
- Vacuum loading
- Water cartage
- Waste Management



Growth Drivers

What differentiates Toxfree

- Customer relationships- organic growth
- Capability
- Productivity

Risks

- Project creep
- Delay of contracted works
- Market labour rates (especially in the infrastructure markets)

Growth markets

- Infrastructure
- Coal Seam Gas
- LNG production plants





Questions

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Technical and Environmental Services

Dr Karl Baltpurvins – General Manager



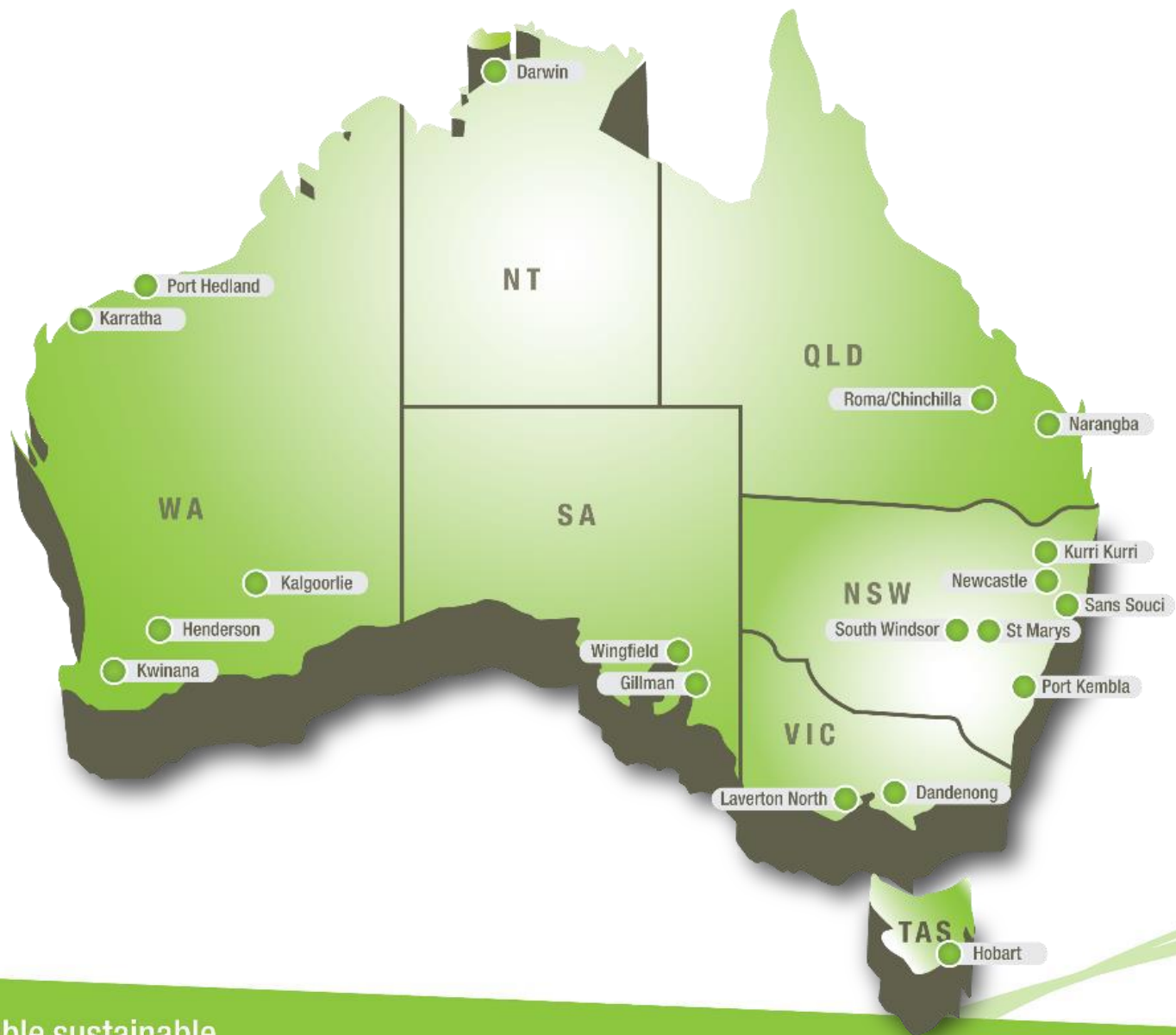
Overview



- 18 Resource Recovery Centres located throughout Australia
- ~300 staff
- ~120 trucks
- Technical and HSE focus
- Key Customers
 - Government
 - Product Stewardship
 - Resources
 - Heavy Industry
 - Electrical utilities
 - Universities and hospitals



Geographical Coverage



Hazardous Chemical Waste

- Minimise risk by considering entire life cycle of the Hazardous Chemicals
- Minimise impacts to Human Health and the Environment
- Adhere to corporate and regulator requirements
- Maintain strong regulator and public relations
- Accurately account for current liabilities



Common Waste Types

- Petroleum hydrocarbons
- Contaminated soils
- Acids and alkalis
- Resins, adhesives and glues
- Thinners and solvents
- Pesticides, fungicides and herbicides
- Heavy metal impacted wastes
- Persistent organic pollutants



Key Services and Markets

- Household hazardous waste
- Refrigerant Gases
- Persistent Organic Pollutants (eg PCB's OCP's)
- Industrial wastewaters
- Electrical component recycling (eg transformers)
- E-waste
- Total Waste Management



Technologies

- Plasma Arc
 - PCB
 - OCP
 - PFOS
 - Refrigerant Gases
- Coldevap
 - Perchloroethylene
- Blubox
 - E-waste
- Ceramic Membrane
 - Oily waters
- Hazpak
 - Paint
 - HHW
 - Aerosols

[Plascon Video Link](#)

[E-Waste Video Link](#)

[Hazpac Video Link](#)



Market Drivers



- International conventions (eg Stockholm)
- Customer standards
- Regulations
- Landfill levies
- Landfill acceptance criteria
- Product stewardship



Emerging Markets

- Product stewardship
 - Paint
 - E-waste
- Mercury
- NORMs
- Polyfluoroalkyl substances (PFAS)
- Energy from hazardous wastes
- Batteries



Innovations

- MicroTox testing in PNG
- Remote site location in PNG Highlands
- Pioneered use of Ecotox testing in remote environments
- Illustrates technical capabilities



Conclusion



- Toxfree remains a market leader in the area of high risk and complex hazardous wastes
- Although the industrial markets are shrinking, Toxfee's target markets are growing
- Toxfree remains focussed on using technology to maintain the lowest cost base in the sector (eg Hazpak)
- Toxfree is highly focussed on emerging markets and to be first to market with reliable cost effective technologies