



Annual General Meeting

27 November 2013

safe.reliable.sustainable

P 1300 toxfree www.toxfree.com.au

Disclaimer

Summary information

This presentation contains summary information of TOX Solutions Limited (“TOX”) and is dated 27 November 2013. The information in this presentation does not purport to be complete or comprehensive, and does not purport to summarise all information that an investor should consider when making an investment decision. It should be read in conjunction with TOX’s other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange (“ASX”), which are available at www.asx.com.au

Not investment advice

This presentation is not a prospectus or a product disclosure statement under the Corporations Act 2001 (Cth) and has not been lodged with the Australian Securities and Investment Commission (“ASIC”). The information provided in this presentation is not intended to be relied upon as advice to investors or potential investors and has been prepared without taking into account the recipient’s investment objectives, financial circumstances or particular needs. Those individual objectives, circumstances and needs should be considered, with professional advice, when deciding if an investment is appropriate.

Financial data

All dollar values are in Australian dollars (A\$) and financial data is presented within the financial year end of 30 June unless otherwise stated.

Risks of investment

An investment in TOX shares is subject to investment and other known and unknown risks, some of which are beyond the control of TOX. Tox does not guarantee any particular rate of return or the performance of TOX nor does it guarantee the repayment of capital from TOX or any particular tax treatment. You should have regard to (among other things) the risks outlined in this presentation.

Forward looking statements

This presentation contains certain forward – looking statements. The words ‘anticipate’, ‘believe’, ‘expect’, ‘project’, ‘forecast,’ ‘estimate’, ‘likely’, ‘intend’, ‘should’, ‘could’, ‘may’, ‘target’, ‘plan’, and other similar expressions are intended to identify forward-looking statements. Indication of, and guidance on, future earnings and financial position and performance are also forward – looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of TOX, that may cause actual results to differ materially from those expressed or implied in such statement. There can be no assurance that actual outcomes will both differ materially from these statements. You should not place undue reliance on forward-looking statements and neither TOX nor any of its directors, employees, servants, advisers or amend assume any obligation to update such information.

Not for distribution or release in the United States

This presentation has been prepared for publication in Australian and may not be distributed or released on United States. This presentation does not constitute an offer or shares for sale in the United States or in any other jurisdiction in which such an offer would be illegal.

Agenda

Contents	
1	Company Profile
2	Corporate Strategy
3	Our Track Record
4	FY2013 Year in Review
5	Operational update
6	Outlook



safe.reliable.sustainable

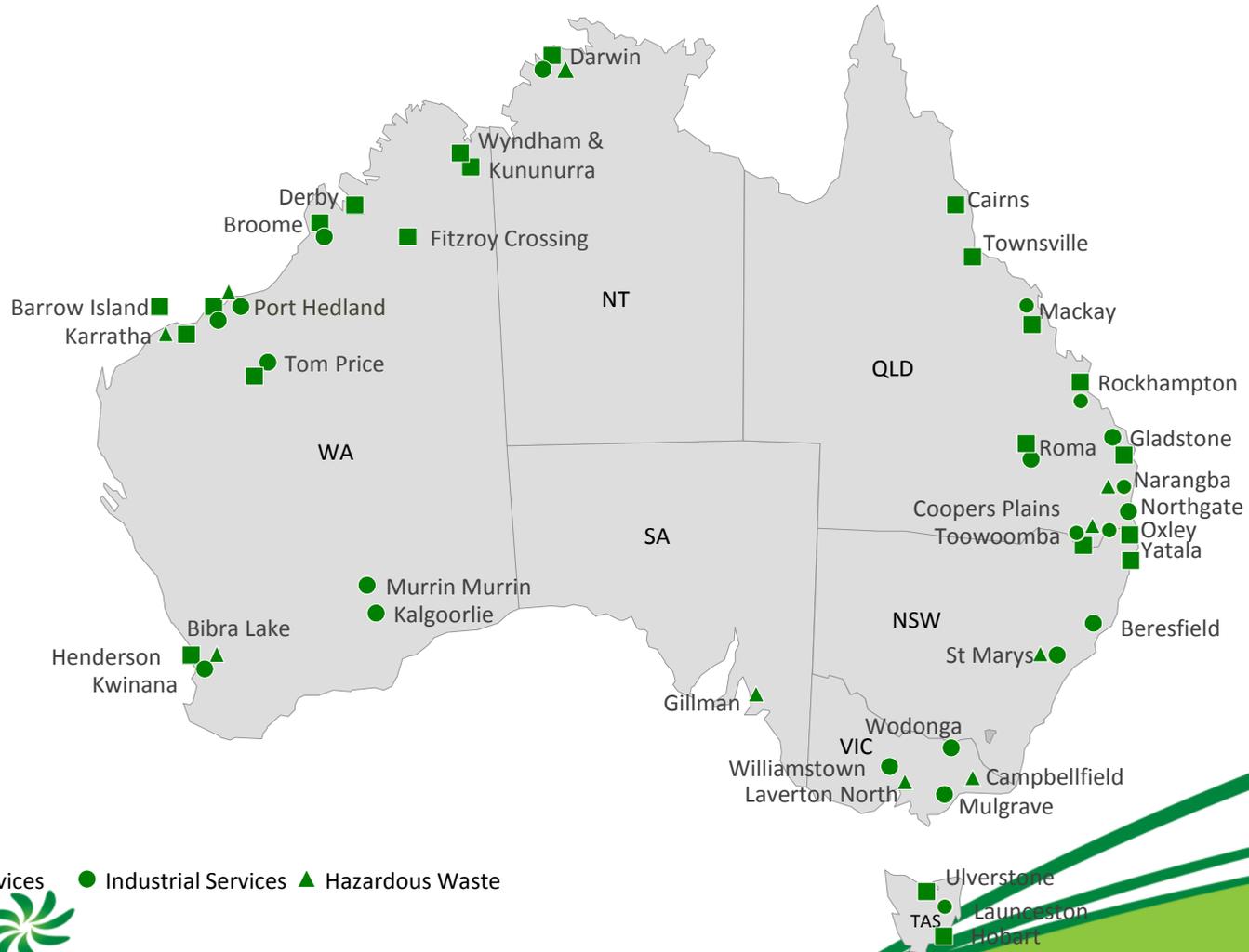
Toxfree

- One of the largest industrial service and waste management businesses in Australia
- 56 strategically located operations throughout Australia
- Employs over 1000 people nationally
- Diverse range of industrial and waste services to all market sectors
- Growth - via strategic acquisition, green field development and organic

A photograph of a male worker in a yellow and blue high-visibility shirt and sunglasses, operating a large, flexible industrial hose. The background shows a rocky, reddish-brown landscape under a clear blue sky.

safe.reliable.sustainable

Vision – Australia's leading waste management and industrial services company



■ Waste Services ● Industrial Services ▲ Hazardous Waste



safe.reliable.sustainable

Corporate Strategy

Hazardous and Industrial Waste
Leader in Hazardous and Industrial Waste Management Nationally

- Innovation, best practice, low operating cost technologies, centres of excellence
- Unique and Strategic Licences throughout Australia
- High barriers to entry
- Servicing all industry sectors and government

Total Waste Management
Provide all waste services in all regional hubs of Australia

- Regional focus - WA, QLD, Tas and NT
- Total waste management services
- Municipal
- Commercial
- Industrial / Construction

Industrial services
Leader in provision of industrial services throughout Australia

- Producing assets
- Regional resource hubs
- Long term contracts
- Blue chip clients
- Mining, Oil and Gas, Infrastructure

Market Trends

- Total Australian waste market is estimated at \$12 Bn pa and growing at 5% pa – Toxfree’s immediate target market is estimated at \$5 Bn pa
- Australia is the 2nd highest producer of waste per capita behind USA at 2.1 tonnes per head p.a.
- Increasing government landfill levies and disposal costs will continue to drive recycling and divert waste from landfill
- Government regulation and environmental sustainability is driving the transition from landfill to recycling and recovery
- Large clients are aggregating procurement and increasingly seek a “One Stop Shop” solution
- Resource sector spending for major capital projects has reduced but the market to service producing assets is large and growing post the capex cycle



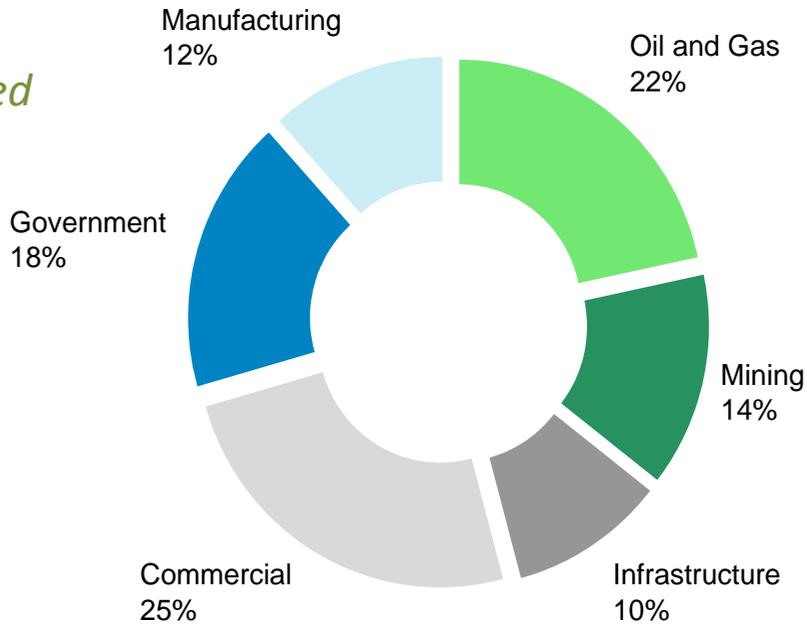
Source: IBIS Waste Report 2012

safe.reliable.sustainable

A Diversified Business – Revenue by Market Sector

Estimated Industry Segmentation of FY2014 revenue

Less than 1% of revenue is generated from mining construction activities



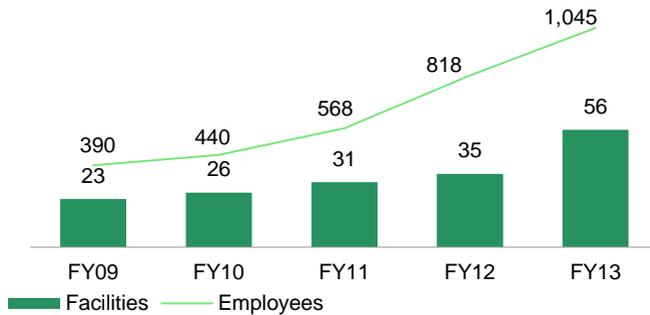
Over 40% of revenue is leveraged to the broader Australian Economy

Note
1. Includes retail, agriculture, hospitality & leisure, hospitals, education, and other waste companies

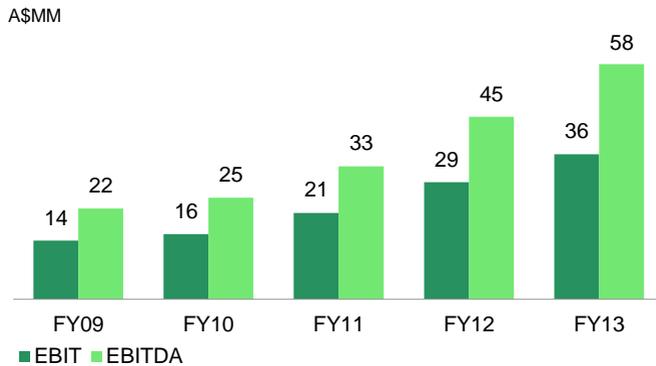


Our Track Record

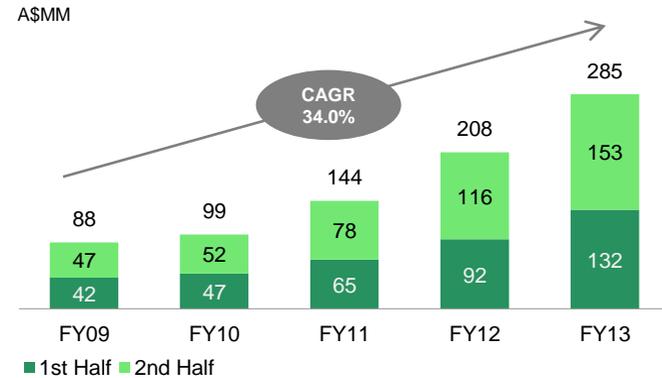
Facilities and Employees



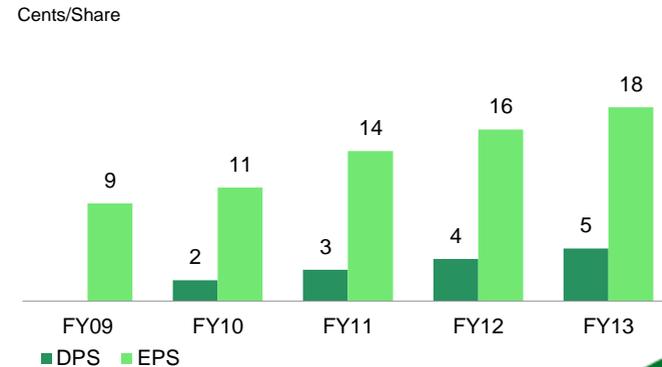
Underlying EBITDA* and EBIT*



Revenue



Underlying EPS* and DPS*



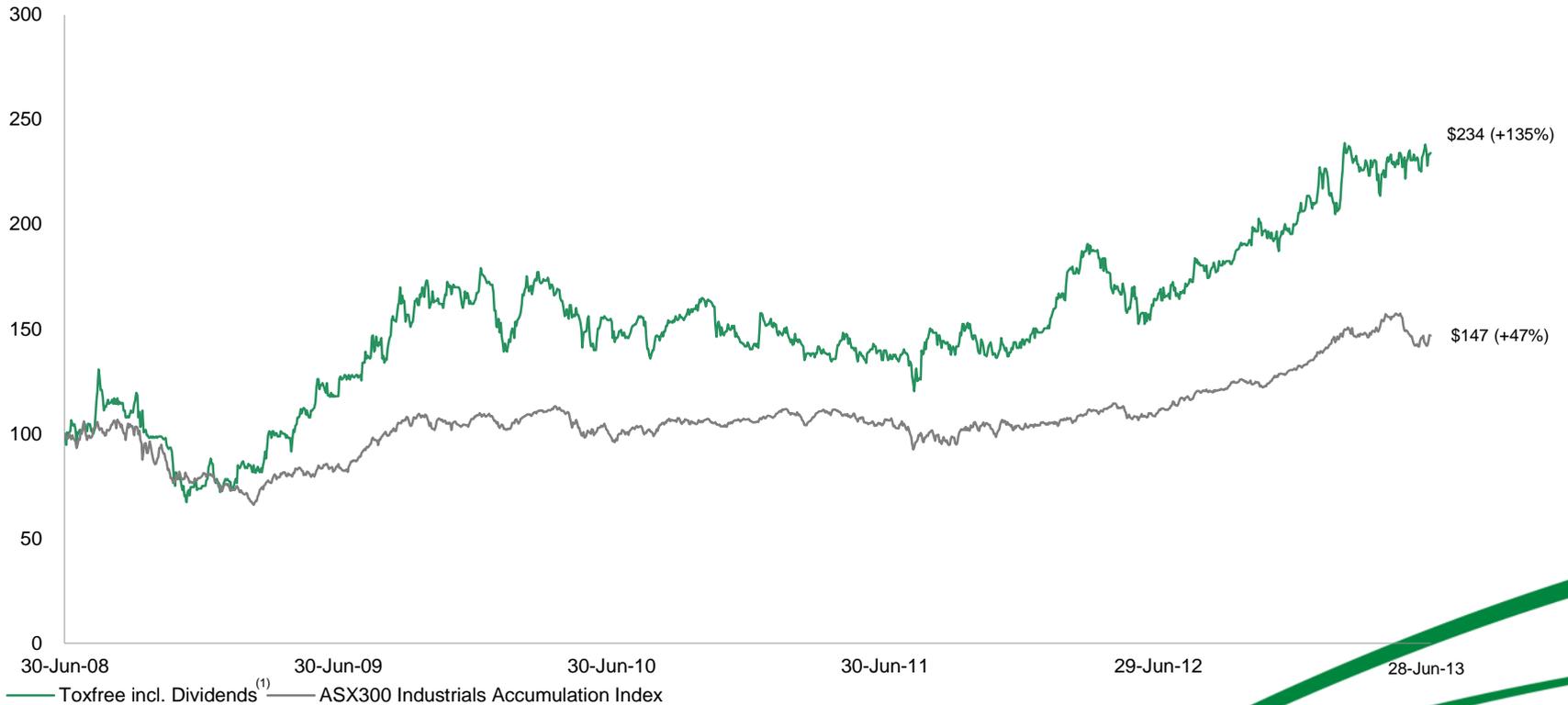
*Non-IFRS Financial Information including Wanless Acquisition costs

safe.reliable.sustainable

Total Shareholder Return

Toxfree vs. ASX300 Industrials Accumulation Index – Last 5 Years

A\$100 invested as at 30 June 2008



Note
1. Assumes all dividends are reinvested when received

FY2013

Year in review



safe.reliable.sustainable

P 1300 toxfree www.toxfree.com.au

FY13 – Safety, the environment and our people

- Our safety mantra is Harmfree – We have a zero tolerance to injuries and believe all injuries can be prevented
- Reduction in the All Injury Frequency Rate of 35% from prior year
- Toxfree supports diversity – 16.7% of our employees are female and growing
- Toxfree have an endorsed Reconciliation Action Plan
- Significant increase in Indigenous employment – 5.2% of our Western Australian employees are Indigenous Australians
- Winner in the prestigious Environmental Sustainability category of “The Australian Business Awards 2013”
- Finalists in the 2013 APPEA Health & Safety Awards for safety innovation for the development of Confined Space i-Watch-Surveillance



safe.reliable.sustainable

FY13 - Financial Highlights

- Revenue up 37% to \$284.7M (FY12 = \$207.9M)
- Underlying EBITDA up 29% to \$58.0M* (FY12 = \$45.0M)
- Underlying EBIT up 24% to \$35.7M* (FY12 = \$28.9M)
- Underlying NPAT up 26% to \$21.7M* (FY12 = \$17.2M)
- Statutory NPAT of \$13.6 (FY12 = 15.7M)
- Underlying EPS up 13% to 18.41* cents (FY12 = 16.3cents)
- Dividend increased by 25% to 5 cents per share

**Non-IFRS Financial Information including Wanless Acquisition costs*



safe.reliable.sustainable

FY13 - Highlights

Waste Services

- Significant expansion of services within Queensland and Western Australia
- Major contracts and operations linked to the resource sector performed well
- Acquisition of Wanless Enviro Services and Racelog in Queensland - complementing Toxfree's Total Waste Management Strategy
- Expansion of services with acquisition of Jones Enviro Services in Tasmania and Smart Skip in Queensland

Industrial Services

- Rapid Growth of Industrial Services in the Surat Basin and Gladstone, Qld
- Acquisition of Absolute Liquid Waste in Toowoomba – servicing Coal Seam Gas (CSG)
- Award of an industrial services contract with Queensland Alumina approximate revenue of \$30 million over three years
- Expansion of services in Western Australia to the oil and gas, mining and commercial sector

Technical and Environmental Services

- Integration of DMX assets - Creating Toxfree “Centres of Excellence” – low cost treatment solutions
- Retention of household hazardous waste contracts with Sustainability Victoria and NSW Department of Environment and Conservation.



safe.reliable.sustainable

Wanless update - background

- Acquisition of Wanless, a leading Queensland and Tasmanian waste services business in May 2013 for \$85 M
- Specialist provider of waste services to customers within the commercial and industrial sector
- Pro forma revenue for FY13 of \$62 M and EBITDA of \$14.6M**
- Strong market share in South East Queensland industrial growth corridor and key regional hubs
- Platform to enable Toxfree to expand its total waste services offering
- Highly complementary to Toxfree's strategy and existing Queensland operations and its regional growth strategy
- Diversification of Toxfree earnings and significant increase in addressable market opportunity
- Highly experienced management team and an excellent cultural fit



**Adjusted for non recurring and private group items. Excludes rebranding costs

safe.reliable.sustainable

Wanless – Integration update

- Meeting financial expectations
- Operational integration with Toxfree Waste Services complete
- Employee morale is very positive
- Rebranding to Toxfree has commenced
- Systems integration to continue over the next 12 months
- Specialist provider of waste services to customers within the commercial and industrial sector
- Cross selling of services being realised
- Expansion plans being developed



FY14 – New contract awards

- Award of Total Waste Management contract with Chevron Australia – 5 year contract + 5 year option, estimated at \$170 m over the initial 5 year term
- Award of waste and industrial services contract with Cement Australia for Tasmanian, Brisbane and Gladstone operations - demonstrates Total Waste Management strategy through Wanless acquisition is working
- QAL contract awarded in June 2013 is performing well meeting company and client expectations
- Over 50% of group revenue secured by long term contracts
- High tender activity - A number of contracts pending award / renewal

Q1 FY14 - Operational update

- First quarter trading is meeting budget expectations across all service lines
- Central Queensland, Kimberley and Pilbara regions performing solidly
- Waste volumes in our Technical and Environmental Services division are improving
- All injury frequency rate continues to trend down
- Wanless trading in line with expectations
- New Executive appointments
 - Nick Badyk, General Manager Business Development – Nick is a very experienced Executive having held the previous positions of COO of Cleanaway and Transpacific Industrial Solutions for the last 11 years
 - Josh Bovell (ex BHPB), Chief Information Officer to focus on Enterprise Resource Planning efficiencies and technology development

Outlook

- Organic growth and revenue synergies being developed as Wanless and Toxfree services align in Queensland and Tasmania – full year addition of earnings in FY14
- Queensland - Surat basin expected to continue to perform strongly – CSG drilling activity expected to peak in 2020
- Gladstone – commenced services at QAL, approximate \$30 m revenue over 3 years, outlook very positive
- Hazardous waste volumes are improving.
- New waste to energy incinerator progressing for the Pilbara – ceased operating old incinerator in June 2013. Waste diverted to other Toxfree facilities in the interim
- Available waste market is large and Toxfree is confident on continuing to build its market share through organic growth, contract award and strategic acquisition
- Contracted Waste Services to the mining sector is expected to be approximately 8-10% of group revenue in FY14, all from Tier 1 producing assets.



safe.reliable.sustainable

Questions

Steve Gostlow

Managing Director

Email: s.gostlow@toxfree.com.au

Tel: +61 8 6216 7000



safe.reliable.sustainable