



Renewi plc

"The leading waste-to-product company in Europe's most advanced circular economies"

Otto de Bont, CEO Annemieke den Otter, CFO

10 November 2022

Agenda



- 1. Introduction and overview
- 2. Group performance
- 3. Divisional performance
- 4. Markets, strategy and outlook

Otto de Bont (CEO)

Annemieke den Otter (CFO)

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Otto de Bont (CEO)





Highlights first half year FY23



Navigating an increasingly volatile environment

- Economic activity impacted by geopolitical tensions and monetary policy change
- Widespread inflation
- Higher competition for waste volumes
- Recyclate prices remain volatile
- EU pushes circular economy agenda
- Advanced waste sorting legislation in Flanders

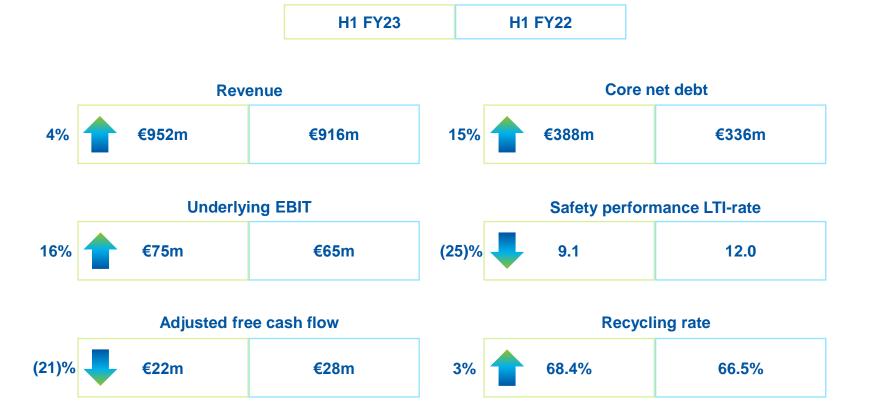
Maintaining focus on margin and strategy execution

- Strong group performance on both top and bottom line
- Lower volumes offset by increased margin
- Inflation largely offset by pricing
- Strategy execution on track:
 - Paro acquisition completed
 - Growth investment plan unchanged
 - Three defined value drivers remain on track

Renewi delivered strong financial performance and good strategic progress

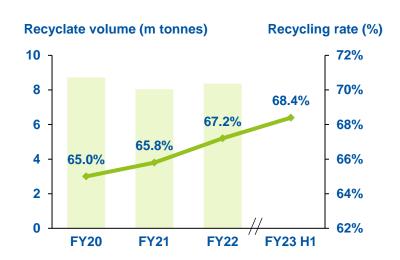
Good performance on key metrics





Our low-carbon secondary materials support a greener world





Focus on low-carbon material production

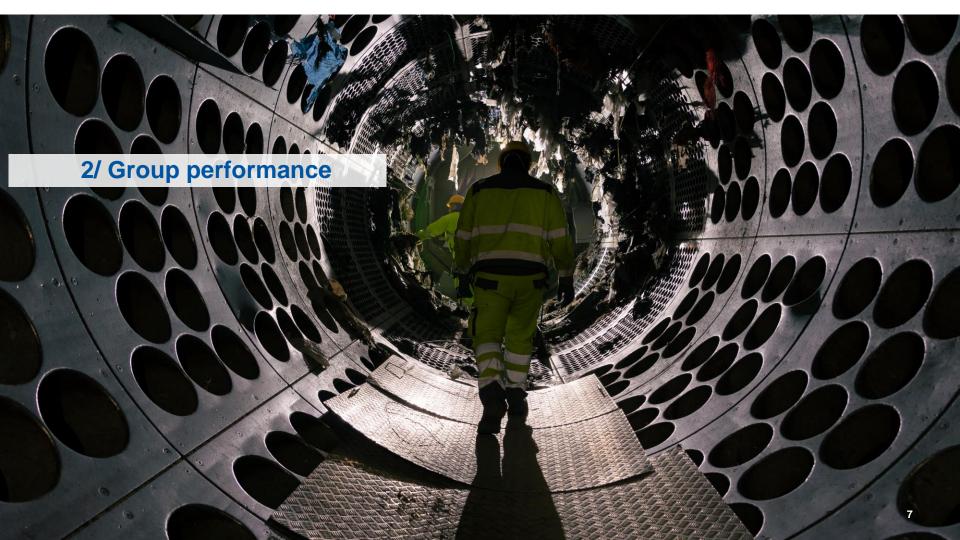
- · We focus on increasing our recyclate output
 - in volume by increasing our recycling rate
 - in quality allowing to compete with primary materials we replace
- This focus is true to our purpose, maximising carbon avoidance and improving the value we add

Leading ESG rating

- Recognised as ESG leader by well-reputed rating agencies
- Progressing towards a diverse, inclusive and safe company







Income Statement



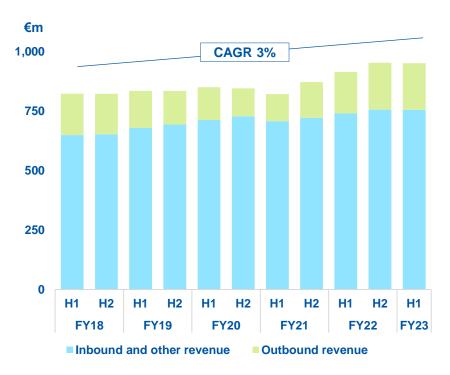
	H1 FY23 €m	H1 FY22 €m	Change €m	Change %
Revenue Underlying EBITDA Underlying EBIT	952.0 131.9 75.2	915.6 126.6 64.7	36.4 5.3 10.5	4% 4% 16%
Net Interest Income from associates and JVs	(13.6)	(13.7) 0.3		
Underlying profit before tax	61.6	51.3	10.3	20%
Non-trading and exceptional items	10.0	(7.4)	17.4	
Profit before tax	71.6	43.9	27.7	
Taxation	(18.2)	(7.4)		
Profit for the period	53.4	36.5	16.9	
Underlying earnings per share (cents)	56	48	8	17%
Basic earnings per share (cents)	66	45	21	
Underlying EBIT margin	7.9%	7.1%		0.8%

- Revenue up 4% to €952m
- Underlying EBIT up 16% to €75m
- Underlying EBIT margin of 7.9%
- Exceptional net credit of €10m largely due to disposals and changes to long term provisions reflecting inflation and discount rate changes
- Tax increased in line with profits, and full year effective tax rate of 26.5% expected

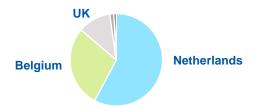
Recyclate revenue increase contributed to H1 FY23 growth of 4%



Inbound (waste producer) & Outbound (product customer) revenue

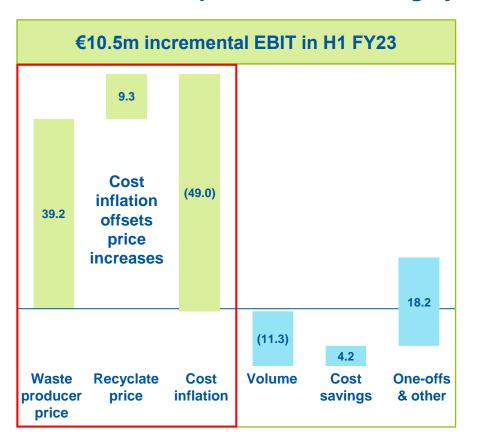


- Inbound (waste producer) revenue +2% with volume erosion being fully offset by increased pricing
- Outbound (product customer) revenue grew +12% driven by higher recyclate pricing and higher recycling rate
- Inbound volume pressure driven by
 - increased competition from incinerators for energy recovery given higher energy prices
 - lower waste production in general
- Revenue mainly generated in the Netherlands and Belgium





Solid EBIT with price increases largely offsetting cost inflation

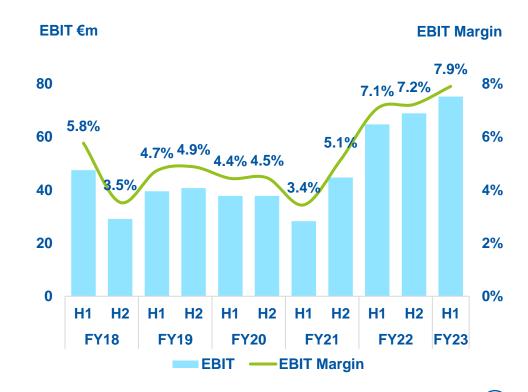


- Underlying EBIT increased from €64.7m to €75.2m
- Disciplined approach to maintain margin over volume
- Cost inflation largely mitigated by pricing discipline
- Favourable one-off and other items in the first half of €10.7m (2021: €7.5m adverse) resulted from amongst others settlements with incinerators, property disposals and IAS 37
- One-offs are non-exceptional per Board policy

Group performance: EBIT

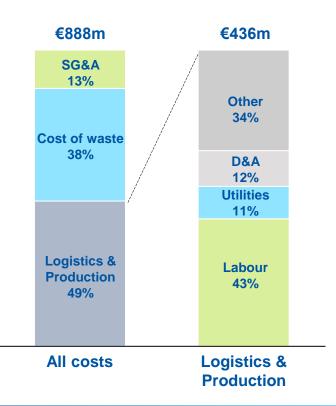


- Good underlying EBIT in H1 FY23 with 16% increase to an EBIT margin of 7.9% (H1 FY22: 7.1%)
- Dynamic pricing mechanisms soften impact of volatile recyclate prices
- Exposure to a range of recyclates provides a form of hedging – with for example wood prices at record high and paper coming down
- We remain focused on profitable volumes, cost control and investments in growth and innovation projects with returns >16% (pretax)



Firm cost control in widespread inflationary environment





- Total underlying cost base of €888m increased by 5%
- More than half of the cost base is variable
- Cost increase during H1 mainly driven by increased use of temporary labour and higher diesel and energy cost
- Utility cost still benefitting from fixed contracts in FY23 and on-site energy generation provides partial hedge (c25%)
- SG&A is a key focus area for Renewi 2.0 and efficiency through digitisation
- Focus on temp labour reduction and digitisation & efficiency drive effective cost control





	H1 FY23 €m	H1 FY22 €m
EBITDA	131.9	126.6
Working capital movement	(26.0)	(36.0)
Movement in provisions and other	(3.9)	(0.2)
Net replacement capital expenditure	(35.0)	(28.0)
Repayments of obligations under lease liabilities	(23.2)	(21.9)
Interest, loan fees and tax	(22.0)	(12.9)
Adjusted free cash flow	21.8	27.6
Deferred Covid taxes	(9.9)	(0.4)
Offtake of ATM soil	(1.1)	(3.4)
UK Municipal contracts	(6.7)	(7.9)
Free cash flow	4.1	15.9
Growth capital expenditure	(16.0)	(7.5)
Renewi 2.0 and other exceptional spend	(2.3)	(7.7)
Acquisitions net of disposals	(60.1)	-
Other	(6.2)	(2.6)
Total cash flow	(80.5)	(1.9)
Free cash flow conversion	5%	25%

Cash generation is being deployed into growth

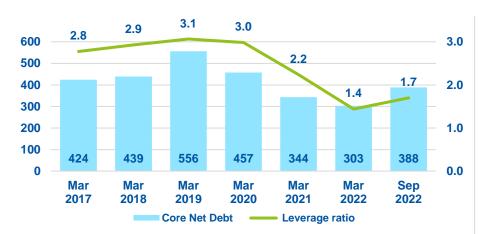
- €66m relating to Paro
- €16m relating to growth capex

Resolving legacy issues

- Covid tax deferral €9.9m
- Legacy soil offtake €1.1m
- UK Municipal contracts €6.7m
- Working capital: mainly payables timing
- Tax & interest: Higher tax due to settlement timings
 - Belgian tax settled in H2 last year, H1 this year
 - · Dutch fiscal unity tax settled in April

Capital deployment and debt increase to fund growth





- €388m core net debt, increased to fund growth
- 1.7x leverage ratio well within covenant of 3.50x
- €247m liquidity headroom
- Additional fixed rate facilities totalling €55m signed so far in H2:
 - €45m 7-year European Private Placement at 4.676%
 - €10m 5-year loan at 4.22%

Capital deployment

- Careful application of capital against strategic initiatives
- Maintain group leverage around 2.0x
- Approved investments:
 - €66m Paro acquisition (completed)
 - >€100m innovation pipeline (40% deployed)
 - €40m Renewi 2.0 (65% deployed)
- Resolving legacy issues
 - Covid tax repayments (€40m remaining of €60m)
 - TGG disposal costs (€15m remaining)
 - Onerous UK contract cash spend continues to reduce



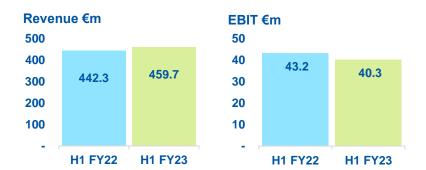




	H1 FY23 €m	H1 FY22 €m	Change €m	Change %
Revenue	459.7	442.3	17.4	4%
Underlying EBITDA	65.7	71.1	(5.4)	-8%
Underlying EBIT	40.3	43.2	(2.9)	-7%
Underlying EBIT Margin	8.8%	9.8%		-100bp
Return on operating assets	25.5%	22.6%		290bp



- Volumes were 7% lower than the prior year, with higher commercial volumes offset by lower volumes in C&D, bulky and green waste
- Pressure on cost partially off set by pricing with further increases expected in the second half
- Acquisition of Paro completed in August and integration on track



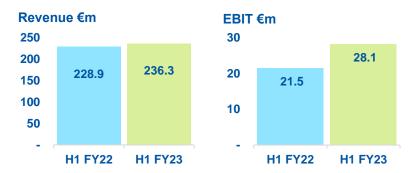




	H1 FY23 €m	H1 FY22 €m	Change €m	Change %
Revenue	236.3	228.9	7.4	3%
Underlying EBITDA	42.8	38.1	4.7	12%
Underlying EBIT	28.1	21.5	6.6	31%
Underlying EBIT Margin	11.9%	9.4%		250bp
Return on operating assets	51.8%	38.5%		1,330bp



- Volumes decreased by 13%
 - High energy prices and overcapacity in regional incinerators meant volumes diverted by customers from recycling to incineration
- Cost increases passed through to customers
- First investment in advanced sorting line in Ghent expected to be commissioned in the second half of the year to meet Vlarema 8 legislation
- Progressing installation of windmill on Ghent location



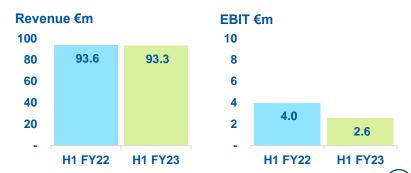
Mineralz & Water



	H1 FY23 €m	H1 FY22 €m	Change €m	Change %
Revenue	93.3	93.6	(0.3)	0%
Underlying EBITDA	11.6	11.0	0.6	5%
Underlying EBIT	2.6	4.0	(1.4)	-35%
Underlying EBIT Margin	2.8%	4.3%		-150bp
Return on operating assets	7.3%	4.6%		270bp



- Volumes at waterside increased 22% with good margins
- Contaminated soil throughput was 35% (2021: 55%) of the kiln capacity, as expected
- TGG inventory of 0.6m tonnes unchanged
- Completed investments in sieve, gravel sorting and dust silos
- ATM now produces only gravel, sand and filler
- Certifications and end of waste status activities progressing
- Establishing asphalt and concrete end markets



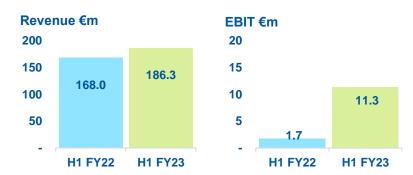




	H1 FY23 €m	H1 FY22 €m	Change €m	Change %
Revenue	186.3	168.0	18.3	11%
Underlying EBITDA	14.3	7.9	6.4	81%
Underlying EBIT	11.3	1.7	9.6	>100%
Underlying EBIT Margin	6.1%	1.0%		510bp
Return on operating assets	35.8%	17.9%		1,790bp



- Underlying EBIT positively impacted by one offs, but still increased by 16% when normalised:
 - €8.7m of the movement relates to one-offs and changes to accounting for onerous contracts
- Both Coolrec and Maltha performance further improved with good margins and increasing revenue
 - Playmobil contract announced
- Municipal EBIT improved due to cost control, one-offs and changes to IAS 37



FY23 guidance and focus points





- Modest volume declines expected driven by recession
- Revenue supported by pricing discipline
- Diversified pricing characteristics and dynamic pricing of our major recyclates



- Energy contracts now locked for 2023 at a higher level & rolling diesel hedging programme
- Belgian payroll costs rise in line with inflation, in the Netherlands slightly below due to collective labour agreements
- Cost reduction and pricing expected to largely mitigate impact



- Replacement capex of circa €70m, and growth capex slower at circa €45m due to planning & supply chain issues
- €40m full year cash out due to legacy issues (deferred tax of €20m, TGG of €5m and UK Municipal of €15m)
- Overall leverage ratio expected to be around 2.0x



- FY23 expected to be in line with expectations
- Three value drivers key focus points to deliver as planned
- Tight cost control and pricing strategy key, next to pursuing opportunities for profitable growth



Circularity required to reach net-zero



Regulation continues to support advanced recycling

-50%	Material footprint
	AMBITION FOR THE EU TAXONOMY ON CIRCULARITY (2022 proposal)
13% → 25%	Share recycled content
2020 → 2030	AMBITION FOR THE EU TAXONOMY ON CIRCULARITY (2022 proposal)
64% → 70%	Packaging recycling
	PACKAGING AND PACKAGING WASTE DIRECTIVE (2018)
48% → 60%	Municipal waste reuse/recycling
	WASTE FRAMEWORK DIRECTIVE (2018 / exp. revision 2023)
By 2027	Digital product passports
MOST SECTORS	ECODESIGN FOR SUSTAINABLE PRODUCTS REGULATION (2022 proposal
2023+	Extended Producer Responsibility Scheme
BEYOND PACKAGING	WASTE FRAMEWORK DIRECTIVE (2023)

Long-term trends remain favourable

- Recycling is stimulated by EU and Benelux regulation
- Demand for recycled materials growing
- Alternatives like incineration face increasing taxation
- Recycling enables EU to be more self sufficient
- Customers target net zero

Recycling supports transition to low-carbon manufacturing



Renewi's Vision:
"the leading waste-to -product
company in Europe's most
advanced circular economies"





Leader in recycling

Increase recycling volumes by diverting volume from incineration and attract third party volumes by offering advanced sorting capacity



Leader in secondary material production

Invest to increase the quality of our recyclates and create consistent high volume product demand

Margin: Increases recyclate volumes and spread



Selectively Gain Market Share

By having a superior customer proposition in terms of quality, sustainability and digitisation and with selected M&A

Top line: Increases market share

On track to deliver significant additional profit growth





Value drivers

Circular Innovations EBIT +€20m

- 016

PlasticsOrganics

- Building materials
- Advanced sorting

M&W Recovery

EBIT +€20m

Recovery of M&W

Growing demand for secondary building products

Investment of €100m+ ongoing at >16% pre tax returns

- Production transitioned to gravel sand and filler
- Focus remains on concrete end markets
- Waterside performance supporting ATM recovery

Renewi 2.0

EBIT +€20m

Digitisation of customer experience and process simplification

- 2 years into a 3 year programme
- Good customer uptake of new digital portals
- Full €20m benefit in FY24

Investments in circular innovations on track





Capital committed

Status



Organics

Advanced sorting

Plastics

- Investments in Ghent and Waalwijk completed
- Playmobil partnership confirms the quality of our secondary plastics from fridges
- Investment in Acht ongoing: civil works started, Q2 2023 commissioning line

Building materials

- ATM dust silos and gravel sorting investments completed
- Growing demand for secondary building products & contracts signed with several concrete manufacturers for sand and filler

Organics

- Investment in depackaging facility completed
- Bio-LNG facility fully operational with first million kilogrammes produced in May 2022
- Gas to grid project underway

Advanced sorting in Belgium

- **Ghent**: commissioning of first plant in Ghent over next three months
- Puurs: begun development, with civil works starting December 2023
- Limburg: permit in preparation



Renewi well positioned for sustained growth

This year

- Good performance in first half year FY23 despite volatility
- Uncertain macro economy with increasing costs to manage
- Full year outlook in line with expectations

Medium term

- Protect margins especially in times of high inflation
- Counter volume pressure with strong cost focus
- Benefit from our proven resilience
- Deliver the remaining €40m+ of EBIT on our 3 value drivers

Longer term

- Regulators will stimulate usage of secondary materials
- Customers will demand low carbon secondary materials in their journey to get to net-zero
- Renewi is the leading waste-to-product company and offers an essential service to its customers and society



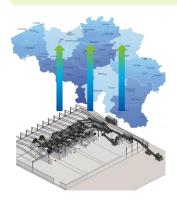


Advanced sorting Belgium progressing well





Project details



- Legislation as of January 2023 requires quality recyclates to be removed before incineration in order to reduce Flanders CO₂ emissions
- Residual waste sorted in 24 streams
- Current infrastructure cannot meet the requirements of Vlarema 8
- Requires scale investment and advanced technology to meet needs

Renewi is investing €60m

- 3 lines with a capacity of almost 375k tonnes
- Recyclate recovery of 50% leading to less incineration and CO2
- Return on operating assets 16%+ pre-tax

Key progress



- Government announced additional taxes for incinerating noncompliant Vlarema streams 1 January 2023
- **Ghent**: Commissioning of first plant for end January 2023 in line with original planning
- Puurs: Permit received and start civil works in December
- Limburg: plan to purchase land by year end. Permit in preparation

Walloon and Dutch governments may adopt similar requirements in future offering potential translation opportunities

High-quality r-Plastics*





Our position



- Leading position in Netherlands and Belgium
- Collecting and processing up to 100k tonnes of rigid plastics annually
- Investing in enhancing sorting and treatment to produce higher quality materials
- Allowing brand owners to realise their ambitions in use of recycled materials and sustainability goals

Coolrec and Playmobil



- Exciting partnership with Playmobil confirming the quality of our plastics
- 2022: 48 tonnes of ABS / month and 48 tonnes of PS (growing to 144 tonnes / month in 2023)
- The Wiltopia collection of Playmobil has won the sustainable toy of the year award in Belgium, Netherlands and Sweden so far

New facility in Acht



Key progress

- · Permit received
- Civil works started August; piling completed
- Detailed engineering of sorting line finished

Outlook

- January 2023: Start construction of technical equipment in the hall
- Q2 2023: Commissioning plant

Continued investment in more and higher quality plastic recycling

Mineralz & Water Recovery







Thermal soil treatment

- Investment in sieve, gravel sorting and dust silos completed, and installation now only produces gravel, sand and filler
- Sales of historic production of TGG ongoing with 0.6mT remaining
- Certifications and end of waste status activities ongoing
- Establishing end markets for secondary building products in asphalt and concrete
- With our partners the quality and utilisation of these secondary building products is optimized to meet their product quality specifications

Water treatment

- Water treatment business is outperforming with record incoming volumes
- Potential to expand water treatment capacity being considered



Renewi 2.0









- Activated >80,000 accounts
- Average of 13,000 orders/month
- Ongoing campaigns to increase adoption
- New features: view & pay invoices, calendar functionality upgrades



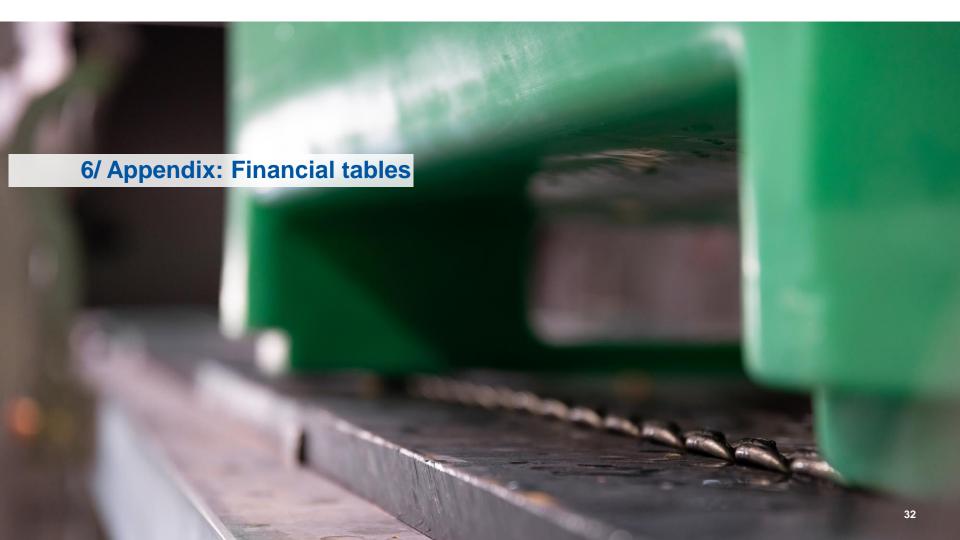
Help Customer Better

- · Joint effort across Divisions
- Goal to reduce complaint volume and to improve customer feedback on complaint handling
- Customer interviews & Employee engagement



Digital Sales Flows

- Configure Price Quote pilot completed
- Time to quote 40% faster... satisfaction 8/10
- Development follows Agile approach...
 Go live H1 2023
- Digital Sales & Services







	H1 FY23 €m	H1 FY22 €m	Change %	H1 FY23 €m	H1 FY22 €m	Change %	H1 FY23 €m	H1 FY22 €m	Change %
		Revenue		Unde	erlying EBI	ΓDA	Un	derlying EE	BIT
Commercial Waste	694.4	670.6	4%	108.5	109.2	-1%	68.4	64.7	6%
Mineralz & Water	93.3	93.6	0%	11.6	11.0	5%	2.6	4.0	-35%
Specialities	186.3	168.0	11%	14.3	7.9	81%	11.3	1.7	>100%
Group central services	-	-		(2.5)	(1.5)	N/A	(7.1)	(5.7)	-25%
Inter-segment revenue	(22.0)	(16.6)		-	-		-	-	
Total	952.0	915.6	4%	131.9	126.6	4%	75.2	64.7	16%





	H1 FY23 €m	H1 FY22 €m	Change €m	%
Revenue				
Netherlands Commercial	459.7	442.3	17.4	4%
Belgium Commercial	236.3	228.9	7.4	3%
Intra-segment revenue	(1.6)	(0.6)	(1.0)	
Total Revenue	694.4	670.6	23.8	4%
Underlying EBITDA				
Netherlands Commercial	65.7	71.1	(5.4)	-8%
Belgium Commercial	42.8	38.1	4.7	12%
Total Underlying EBITDA	108.5	109.2	(0.7)	-1%
Underlying EBIT				
Netherlands Commercial	40.3	43.2	(2.9)	-7%
Belgium Commercial	28.1	21.5	6.6	31%
Total Underlying EBIT	68.4	64.7	3.7	6%
Underlying EBIT Margin				
Netherlands Commercial	9%	10%		
Belgium Commercial	12%	9%		
Total Underlying EBIT Margin	10%	10%		
Return on operating assets				
Netherlands Commercial	26%	23%		
Belgium Commercial	52%	39%		
Total Return on operating assets	31%	26%		





	H1 FY23 €m	H1 FY22 €m
Goodwill & other intangibles	635.3	595.1
Tangible fixed assets	580.1	546.9
Right-of-use assets	232.9	227.0
Non-current PPP financial assets	127.2	137.3
Non-current other receivables	4.3	4.0
Investments	15.7	14.7
Non-current assets	1,595.5	1,525.0
Investments	11.3	12.4
Working capital	(190.6)	(233.9)
Current PPP financial assets	7.7	7.1
Asset held for sale	1.5	-
Provisions	(322.5)	(289.3)
Other non-current liabilities	(25.3)	(44.4)
Core net debt	(387.7)	(336.0)
IFRS 16 lease liabilities	(237.1)	(232.8)
PPP non-recourse net debt	(71.6)	(79.6)
Derivative financial assets (liabilities)	7.8	(18.7)
Pension deficit	(0.1)	(1.5)
Taxation	(42.0)	(21.0)
Net Assets	346.9	287.3





	H1 FY23 €m	H1 FY22 €m
Renewi 2.0 improvement programme	(2.0)	(4.0)
Portfolio management activity	5.5	-
UK Municipal provision change	(8.9)	-
Discount rate changes in long-term provisions	15.3	-
Configuration costs in cloud computing	-	(1.7)
Amortisation of acquisition intangibles	(1.5)	(1.6)
Exceptional finance income (costs)	1.6	(0.1)
Non-trading & exceptional items in profit before tax	10.0	(7.4)
Tax on non-trading & exceptional items	(1.9)	1.7
Exceptional tax credit	-	3.7
Total	8.1	(2.0)

- Total non-trading and exceptional items excluding tax was a €10m credit
- €2.0m of Renewi 2.0 costs. Programme will deliver cost benefits at an annualised run rate of €20m in FY24
- Portfolio management credit of €5.5m includes €1.7m for insurance claims in relation to prior disposals and €3.8m profit on disposal of certain business assets in the Mineralz & Water division
- Changes to inflation assumptions have increased the UK Municipal provisions by €8.9m
- €15.3m credit for changes in long-term provisions due to an increase in discount rates as a result of increased Government bond yields
- €1.6m exceptional finance income relates to ineffectiveness of interest rate swaps

Market Drivers – Recyclate Prices













Introducing Renewi: The Leading Waste to Product Company



Company background

Background

- Created 2017 from the merger of Shanks plc and van Gansewinkel
- ~6500 FTFs across 162 sites

Publicly listed

London Stock Exchange since 1988 and Amsterdam Euronext 2020

Executive Directors

Otto de Bont (CEO) and Annemieke den Otter (CFO)

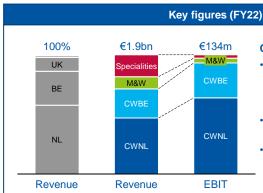
Purpose, vision and strategy

Purpose: to protect the world by giving new life to used materials

Vision: to be the leading waste to product company in the world's most advanced circular economies

Strategy: Renewi is focused on extracting value from waste and used materials rather than disposal through incineration or landfill





Customers:

- Majority commercial, industrial and construction & demolition (limited exposure household waste)
- Total 150k+ customers across all sectors
- Government institutions. large national accounts, regional accounts and SMEs

Low-carbon materials

- We focus on increasing our recyclate output:
 - · in volume by increasing our recycling rate
 - · in quality allowing to compete with primary materials we replace
- This focus is true to our purpose. maximising carbon avoidance and improving the value we add



Introducing Renewi: Progress last three years



