



**Positioned for Tomorrow**

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## **Financial Results**

Full year ended 30 June 2017

25 August 2017



# Agenda

- **Results Overview**  
Alistair Field, Group CEO
- **Financial Results**  
Amit Patel, Acting Group CFO
- **Summary & Outlook**  
Alistair Field, Group CEO



Metal Shredder in Kwinana, Western Australia

# Higher earnings, net cash and dividend distributions

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## Significant improvement in earnings and return on capital

- Underlying EBIT of \$182 million, up 214% over prior year
- Underlying NPAT of \$120 million, up 216% over prior year
- Underlying Return on Capital of 8.0%, including 9.3% achieved in 2H FY17<sup>1</sup>

## Internal initiatives delivering to the bottom line

- Completed internal initiatives added \$40 million to underlying EBIT in FY17
- Sales volume break-even point further reduced to 6.9 million tonnes per annum
- Further capex spending budgeted in FY18 to support value-adding and high-return projects

## Strong balance sheet and capital management

- \$373 million in net cash as at 30 June 2017
- Final dividend of 20 cents, 100% franked
- Plus a full year special dividend of 10 cents, 0% franked

1) Return on Capital = (Underling EBIT – Tax at effective tax rate of 30%) / (Net Assets + Net Debt)

# FY17 financial highlights

**Sales Revenue**  
\$5,079 million



FY16  
\$4,652 million

**+9%**

**Sales Volumes**  
8.70 million tonnes



FY16  
8.55 million

**+2%**

**Underlying<sup>1</sup> EBITDA**  
\$295 million



FY16  
\$184 million

**+60%**

**Net Cash**  
\$373 million (30 June 2017)



(30 June 2016)  
\$242 million

**+54%**

**Underlying<sup>1</sup> EBIT**  
\$182 million



FY16  
\$58 million

**+214%**

**Underlying Return on Capital<sup>1</sup>**  
8.0%



FY16  
2.6%

**+208%**

**Underlying<sup>1</sup> NPAT**  
\$120 million



FY16  
\$38 million

**+216%**

**Final Dividend**  
20 cents (100% franked)

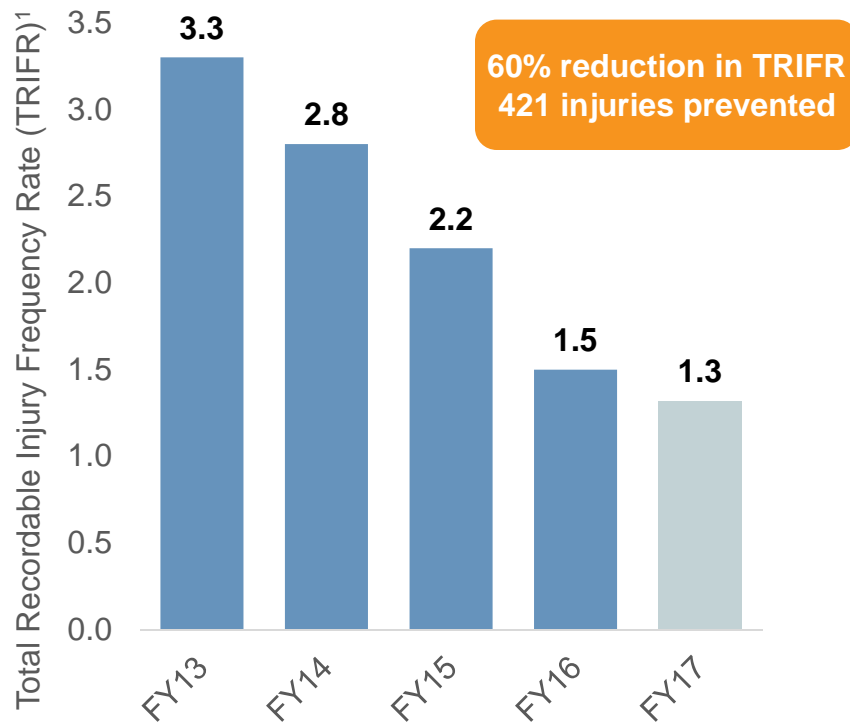


**Full Year Special Dividend**  
10 cents (0% franked)

1) Underlying earnings excludes significant non-recurring items

# Safety remains our first priority

## Safety performance

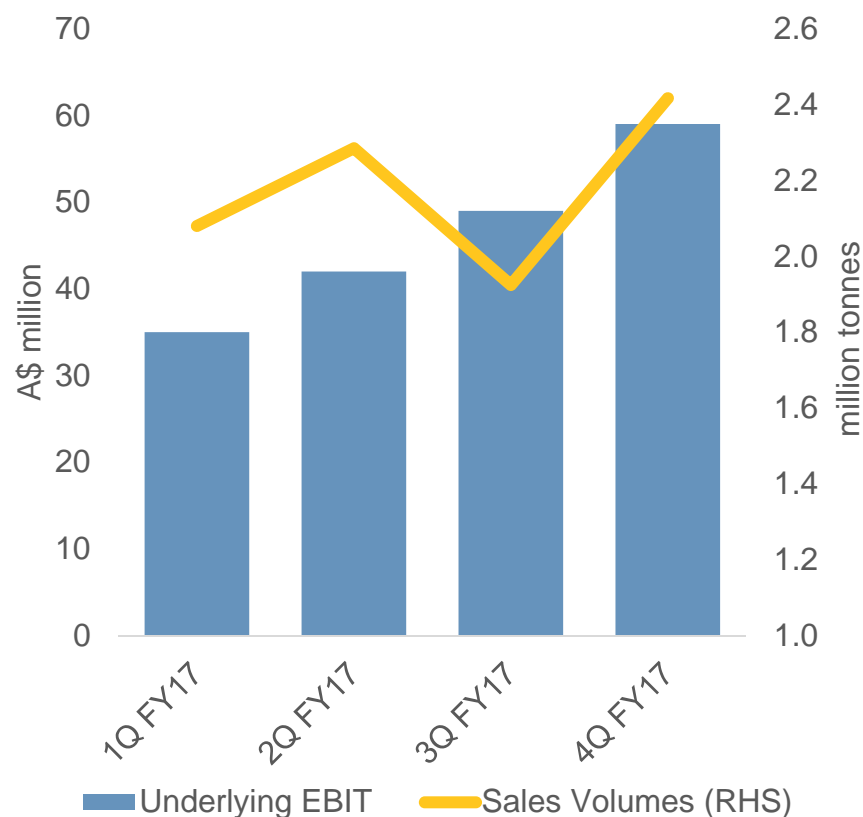


- Safety remains our most important priority
- Since the start of FY13 total recordable injuries are down 60%
- Lower TRIFR has prevented the occurrence of 421 injuries
- By 2020 the Company is targeting a further 30% reduction in TRIFR, with the ultimate goal of creating an incident free workplace

1. Defined as total recordable injuries x 1,000,000 divided by number of hours worked

# Consistent earnings growth through the year

Underlying EBIT by Quarter<sup>1</sup>



- Earnings growth in each sequential quarter notwithstanding variations in sales volumes
- Stable earnings growth was supported by:
  - Steadily rising ferrous & non-ferrous prices supporting wider metal spreads
  - Higher sales volumes with improving availability of intake material
  - Completion of key internal initiative projects
- Higher earnings relative to volume growth highlights increased operational leverage of global metals recycling footprint

1) Underlying earnings excludes significant non-recurring items



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## **Financial Results**

Amit Patel, Acting Group CFO



## Group financial performance

A\$m	FY16	FY17	% Chg
Sales revenue	4,651.7	5,079.4	9.2
Statutory EBITDA	83.0	313.5	277.7
Underlying EBITDA	184.4	294.7	59.8
Statutory EBIT	(215.5)	201.2	NMF
<b>Underlying EBIT</b>	<b>58.0</b>	<b>182.4</b>	<b>214.5</b>
Statutory NPAT	(216.5)	203.6	NMF
Significant items	254.5	(83.5)	NMF
<b>Underlying NPAT</b>	<b>38.0</b>	<b>120.1</b>	<b>216.1</b>
Statutory EPS (dilutive)	(106.8)	101.6	NMF
<b>Underlying EPS (dilutive)</b>	<b>18.6</b>	<b>59.9</b>	<b>222.0</b>
Dividend per share (cents)	22.0	50.0	127.3
Total Invested Capital	1,590.4	1,594.6	NMF
<b>Underlying ROC<sup>1</sup></b>	<b>2.6%</b>	<b>8.0%</b>	<b>207.7</b>

- Sales revenue increased 9% due primarily to stronger commodity prices
- Underlying EBITDA increased 60%, based on better metal margins and higher volumes
- Underlying EBIT of \$182 million includes a \$10 million adverse impact from exchange rates
- Effective underlying tax rate of 30%
- Underlying NPAT of \$120 million, up 216%
- Significant items after tax largely attributed to gain on sale of property as well as the reversal of previously unrecognised deferred tax assets
- Underlying EPS of 60 cents, up 222% due to higher earnings and share buyback accretion
- Dividends of 50 cents, including a full year special dividend of 10 cents, the highest since FY08
- 8.0% underlying Return on Capital, including 9.3% in 2H FY17<sup>2</sup>

1) Return on Capital = (Underling EBIT – Tax at effective tax rate of 30%) / (Net Assets + Net Debt)  
 2) Annualised based on half year results



## Business segment financial performance

Underlying EBIT (A\$m)	FY16	FY17	Chg %
North America Metals	2.3	72.4	NMF
ANZ Metals	39.7	62.7	57.9
Europe Metals	18.6	35.4	90.3
Global E-Recycling	7.6	20.0	163.2
Corporate & Unallocated	(10.2)	(8.1)	20.6
<b>Underlying EBIT</b>	<b>58.0</b>	<b>182.4</b>	<b>214.5</b>

Sales volumes ('000 tonnes)	FY16	FY17	Chg %
North America Metals	5,772	5,454	(5.5)
ANZ Metals	1,418	1,656	16.8
Europe Metals	1,361	1,590	16.8
<b>Sales volumes</b>	<b>8,551</b>	<b>8,700</b>	<b>1.7</b>

Intake volumes ('000 tonnes)	FY16	FY17	Chg %
North America Metals	5,760	5,340	(7.3)
ANZ Metals	1,485	1,616	8.8
Europe Metals	1,420	1,570	10.6
<b>Intake volumes</b>	<b>8,665</b>	<b>8,526</b>	<b>(1.6)</b>

- North America Metals underlying EBIT of \$72 million
  - Improved metal spreads due to rising prices and greater metal processing yields
  - Lower sales volumes due to divested facilities and a decline in brokerage volumes
  - Joint ventures contributed \$29 million EBIT
- ANZ Metals underlying EBIT of \$63 million
  - Earnings driven by improved metal spreads due to rising prices and higher sales volumes
- Europe Metals underlying EBIT of \$35 million
  - Earnings adversely impacted by exchange rate, constant currency underlying EBIT of \$43 million
- E-Recycling underlying EBIT of \$20 million
  - Strong performance in Continental Europe
- Sales volumes improved 2% over FY16
  - Driven by significant improvement in ANZ and Europe Metals

# Adjusted underlying volumes meaningfully improved

Sales volumes ('000 tonnes)	FY16	FY17	Chg %
<i>North America Metals</i>	5,772	5,454	(5.5)
<i>less divested operations</i>	(360)	(63)	
<i>less brokerage</i>	(1,255)	(1,110)	(11.6)
North America Metals (adj.) <sup>1</sup>	4,157	4,281	3.0
ANZ Metals	1,418	1,656	16.8
Europe Metals	1,361	1,590	16.8
<b>Sales volumes (adjusted)<sup>1</sup></b>	<b>6,936</b>	<b>7,527</b>	<b>8.5</b>

## Sales Volumes by Region

- Adjusting for operations divested in North America and 3<sup>rd</sup> party brokerage, sales volumes meaningfully improved
- On an adjusted basis total group sales volumes improved 9% over FY16 (2% on a reported basis)

Sales volumes ('000 tonnes)	FY16	FY17	Chg %
<i>Ferrous Trading</i>	6,768	7,009	3.6
<i>less divested operations</i>	(289)	(41)	
Ferrous Trading (adj.) <sup>1</sup>	6,479	6,968	7.5
<i>Non Ferrous Trading</i>	476	454	(4.6)
<i>less divested operations</i>	(71)	(22)	
Non Ferrous Trading (adj.) <sup>1</sup>	405	432	6.7

## Sales Volumes by Product

- Reported non-ferrous sales volumes included the impact of exiting from the stainless steel business in FY17
- Excluding the impact of divestments, non-ferrous sales volumes increased 7% due to improving markets and rising metal prices

1) Adjusted volumes excludes divested operations and 3<sup>rd</sup> party brokerage sales

## Cash flow from earnings driving strong free cash flow

A\$m	FY16	FY17
Underlying EBITDA	184.4	294.7
Change in working capital	(8.0)	(9.9)
Interest and tax	1.0	(2.4)
Equity result net of dividends received	0.2	(19.1)
Other non-cash items	(46.3)	3.1
<b>Operating cash flow</b>	<b>131.3</b>	<b>266.4</b>
Capital expenditure	(108.9)	(126.5)
Proceeds from asset sales	12.5	63.2
Other cash flow from investing	0.6	0.3
<b>Free cash flow</b>	<b>35.5</b>	<b>203.4</b>
Dividends paid	(46.8)	(63.2)
Share buy-back	(60.3)	(13.4)
Other cash flow from financing	(4.4)	9.1
<b>Cash flow</b>	<b>(76.0)</b>	<b>135.9</b>

- Operating cash flow of \$266 million driven by:
  - Higher underlying EBITDA
  - Offset slightly by working capital
- Capex of \$127 million, up 16% from FY16
  - Key projects included non-ferrous separation plants in Kwinana and New Jersey, rail access in Chicago, and channel dredging at Claremont
- \$63 million in proceeds from asset dispositions, mostly relating to sale of non-core Central Region assets
- Free cash flow of \$203 million
- \$63 million paid out in dividends
- \$13 million distributed through the share buy-back program



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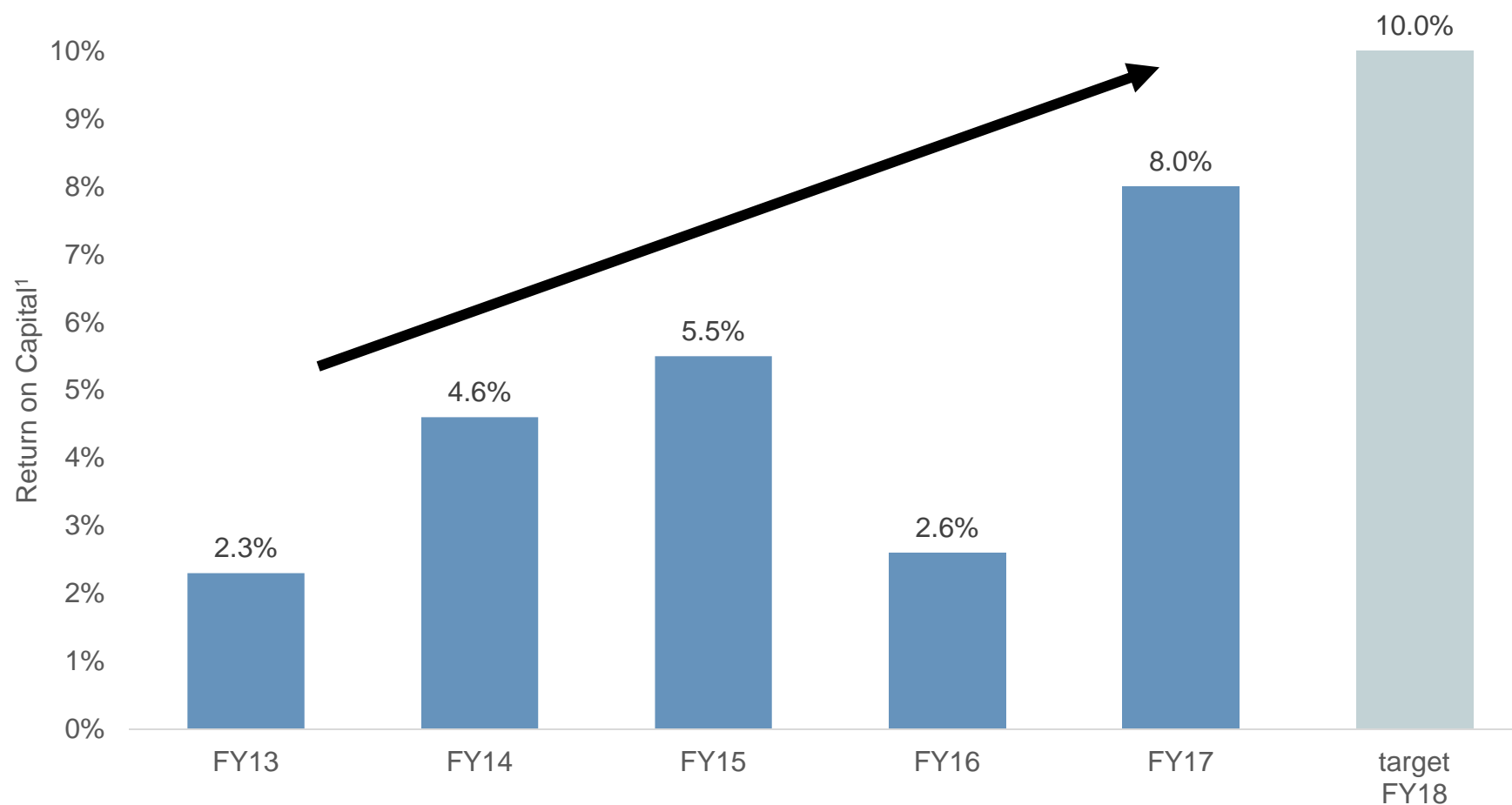
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## **Strategic Progress & Outlook**

Alistair Field, Group CEO



# Tracking towards FY18 return on capital target



1) Return on Capital = (Underlying EBIT – Tax at effective tax rate of 30%) / (Net Assets + Net Debt)

## FY18 roadmap of priorities

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### Accelerate Capital Projects

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- Need for timely delivery on project deadlines
- Near-term capital prioritisation on yield enhancing & customer focused product developments
  - Optimise non-ferrous separation plant yields
  - Upgrade non-ferrous bi-product quality

### Establish Continuous Improvement Culture

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- Develop Continuous Improvement methodology & discipline across all functions and operations
- Enhance key internal systems & practices that will support the Company's ability to grow

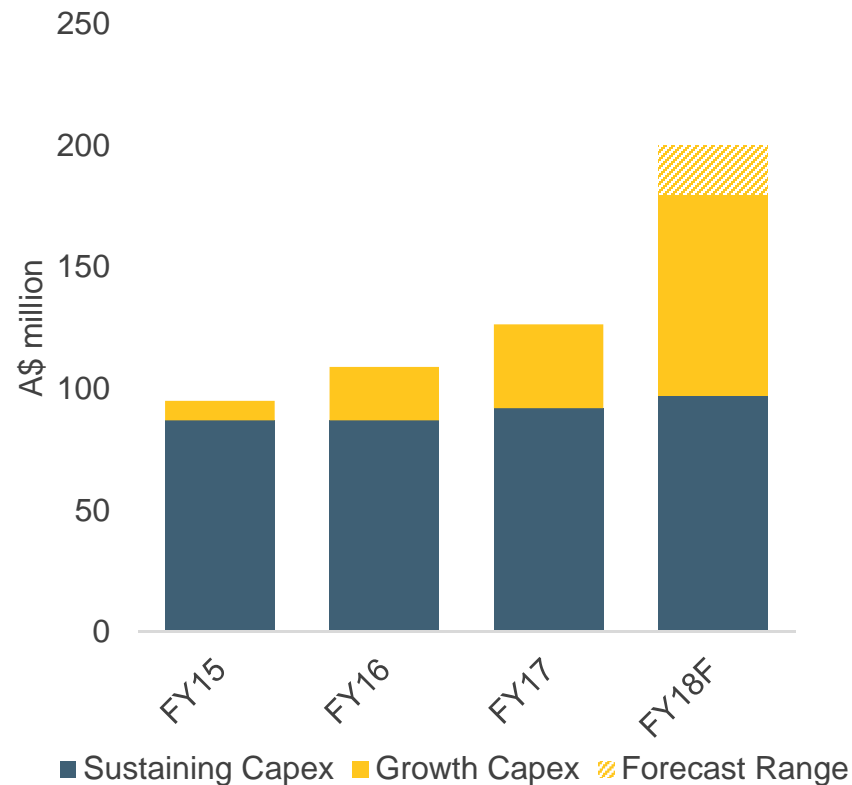
### Growth Objectives

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- Significant room to improve & grow the primary business of metals recycling (in current markets)
- Opportunities to expand the secondary businesses of renewable energy & municipal recycling
- External expansion, where attractive, will be gradual and disciplined
- Growth will be managed to ensure strong balance sheet & return on capital objectives are not placed at risk
- Further details will be presented during 2H FY18

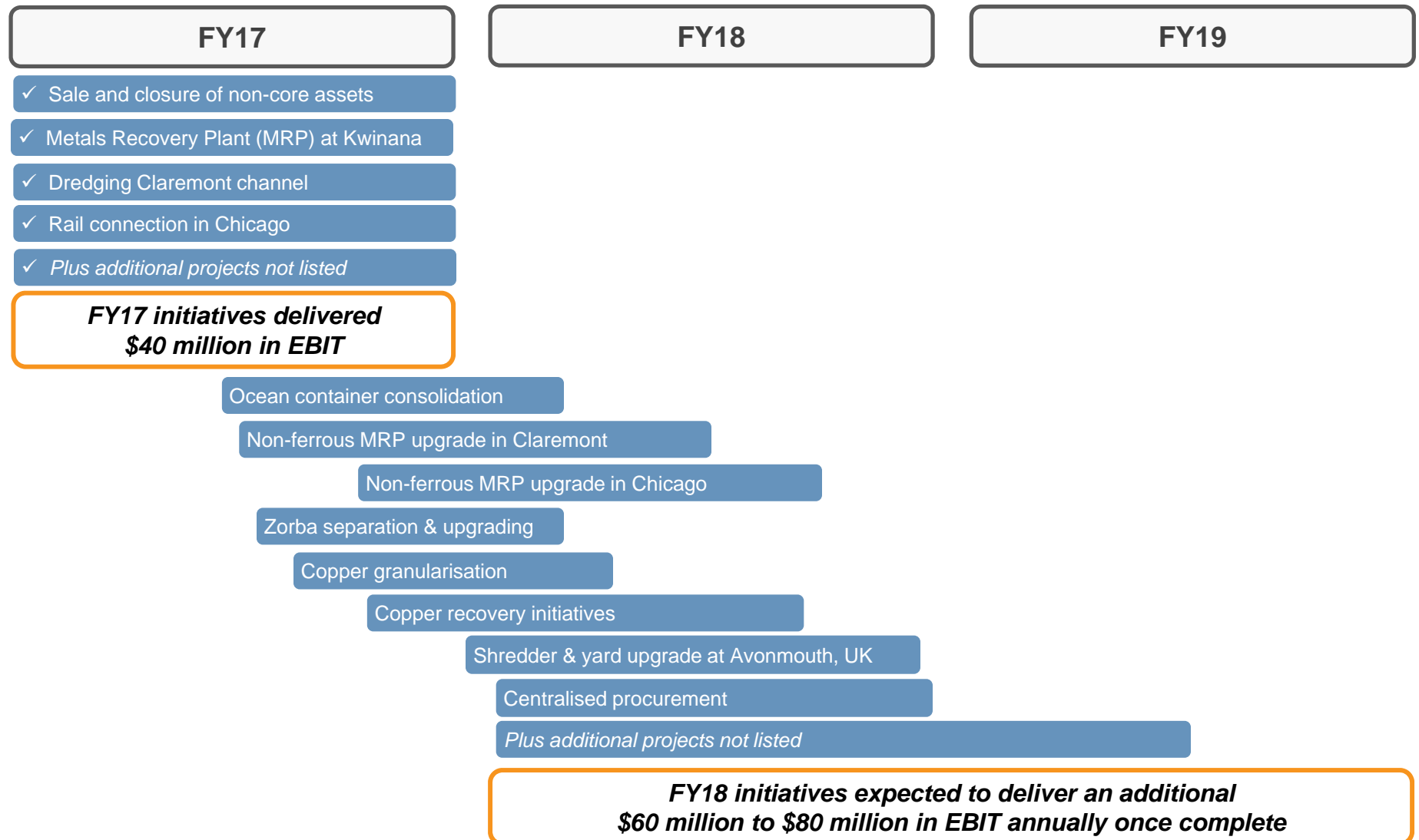
# Capital allocation towards high returning internal initiatives

## Capital Expenditure



- Strong net cash balance of \$373 million as of 30 June 2017 to support strong pipeline of internal initiatives
- Forecast total capex of \$180 million to \$200 million in FY18
- Growth capex expected to be between 45% to 50% of total capex in FY18
- Capital spending focused on internal projects with well understood risk and delivery parameters and attractive expected returns greater than cost of capital
- Committed to returning excess capital to shareholders through dividends and share repurchases
- Strong balance sheet has facilitated recent dividends above the target payout ratio of 45% to 55% of underlying EPS

# Pipeline of strong returning internal initiatives



1) Additional projects exist which are not listed here  
 ✓ Denotes completed project



## Conclusion & outlook

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### **FY17 Highlights**

- Underlying EBIT of \$182 million, significantly higher than \$58 million in the prior year
- Underlying Return on Capital of 8.0% and moving towards FY18 target
- Final dividend of 20 cents, plus a special dividend of 10 cents

### **FY18 Objectives**

- Accelerate capital projects to support delivery of FY18 return on capital target
- Establish Continuous Improvement methodology & discipline across all functions and operations
- Refinement of the corporate strategy, focused on disciplined growth

### **External market conditions showing steady improvement**

- Steel exports from China continue to decline, supporting demand from global EAF steelmakers
- Higher demand has supported improving prices across both ferrous & non-ferrous metals
- Based on current market conditions and benefits anticipated from internal initiatives, the target underlying return on capital of 10% in FY18 remains unchanged



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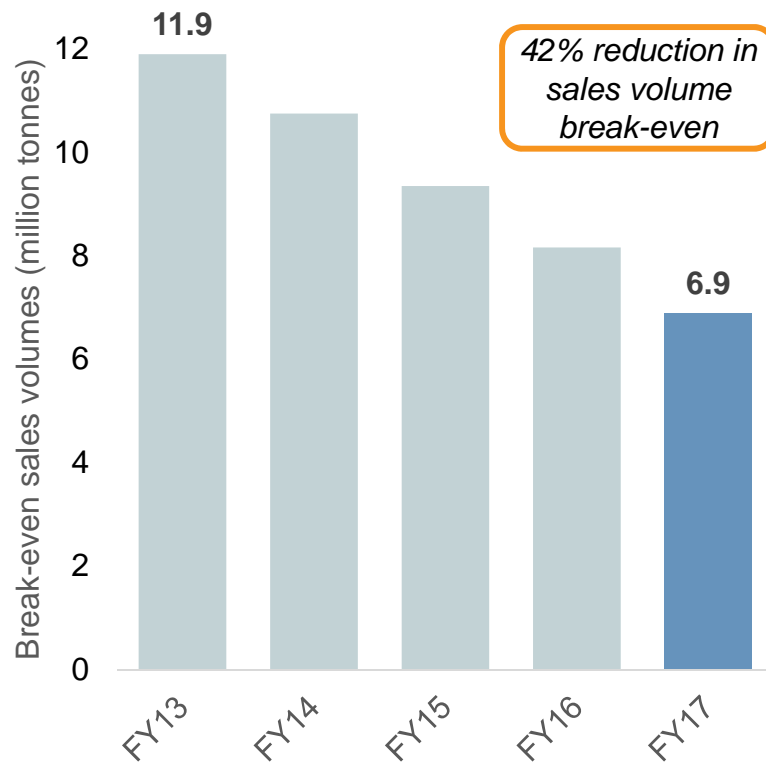
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## Appendix



## Further reduction in volume break-even point

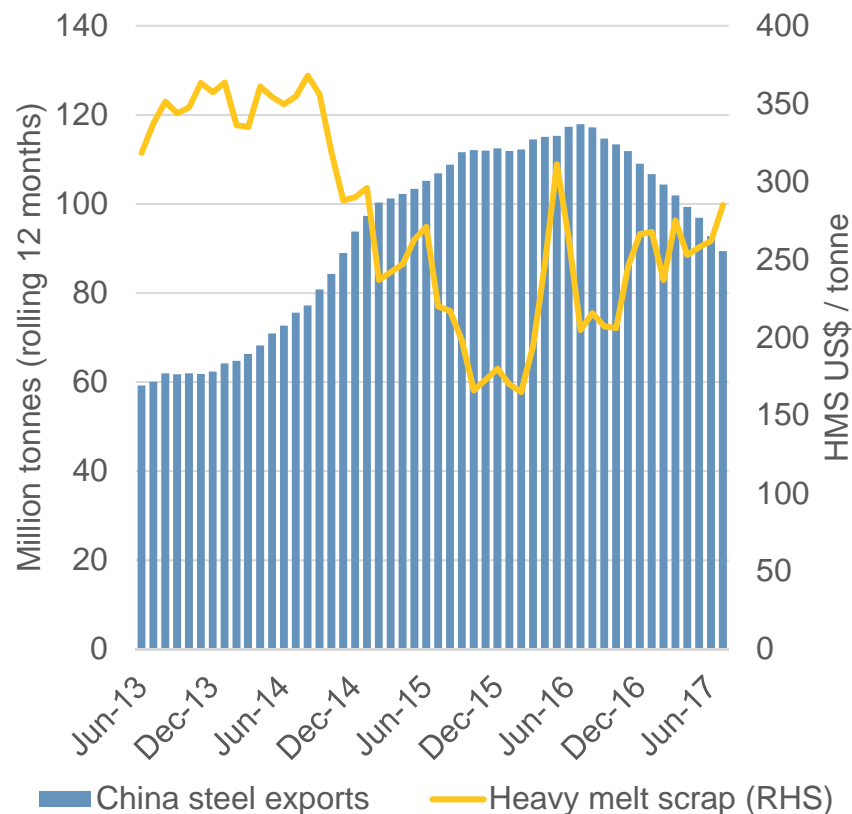
Volume break even reduction



- Sales volume break-even point further lowered to 6.9 million tonnes, improving business stability and increasing earnings leverage to higher future sales volume conditions
- Retained volume capacity across the business when industry conditions improve
  - Volume capacity of at least 12 million tonnes per annum
  - Significant upside leverage on FY17 sales volumes of 8.7 million tonnes
  - Cost structure to yield \$40 to \$50 million of EBIT for every 500 thousand tonnes of additional sales volumes

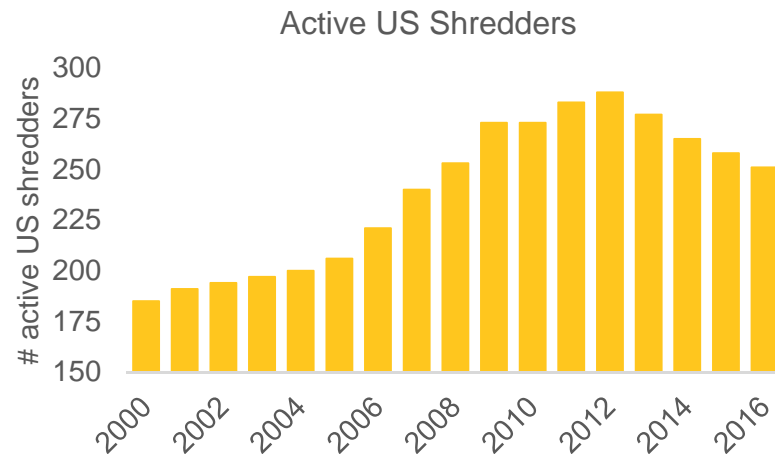
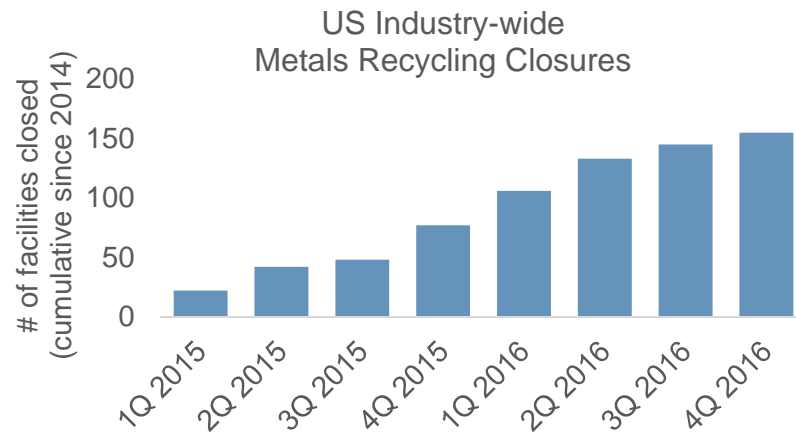
# Declining steel exports from China, lifting ferrous scrap demand & prices

**China Steel Exports vs Ferrous Scrap Price**



- China's exports of steel have been declining since mid-2016
  - China's annual steel exports have fallen 24% since July 2016
  - Lower exports are supporting higher steel production outside China, and increased demand and prices for ferrous scrap
  
- China announced steelmaking capacity reduction target of 100 million to 150 million tonnes by 2020
  - Total implied capacity reduction of ~10% to 15%
  - During 2016 an estimated 65 million tonnes of capacity was closed
  - Jan-May in 2017 a further 42 million tonnes of capacity has been closed
  - Closures have focused first on environmentally non-compliant mills

# Metal recycling industry beginning to rationalise



- Over 160 reported closures of metals recycling facilities since the start of 2015
- Consolidation taking place through bankruptcies, indefinite idling, consolidations and voluntary exits
- Number of active metal shredders in the US has been in decline since 2012

# Group Profit & Loss



A\$m	FY16	FY17	Chg %
Sales revenue	4,651.7	5,079.4	9.2
Statutory EBITDA	83.0	313.5	277.7
Underlying EBITDA	184.4	294.7	59.8
Statutory EBIT	(215.5)	201.2	NMF
Underlying EBIT	58.0	182.4	214.5
Net Interest expense	(9.7)	(10.2)	5.2
Statutory tax benefit	8.7	12.6	44.8
Underlying tax (expense)/benefit	(10.3)	(52.1)	NMF
Statutory NPAT	(216.5)	203.6	NMF
Significant items	254.5	(83.5)	NMF
Underlying NPAT	38.0	120.1	216.1
Statutory EPS (dilutive)	(106.8)	101.6	NMF
Underlying EPS (dilutive)	18.6	59.9	222.0
Dividend per share (cents)	22.0	50.0	127.3

# North America Metals



A\$m	FY16	FY17	Chg %
<b>Sales Revenue</b>	2,352.6	2,417.5	2.8
<b>Statutory EBITDA</b>	53.5	151.4	183.0
<b>Underlying EBITDA</b>	75.7	135.3	78.7
<b>Depreciation</b>	61.7	54.0	(12.5)
<b>Amortisation</b>	11.7	8.9	(23.9)
<b>Statutory EBIT</b>	(145.8)	88.5	NMF
<b>Underlying EBIT</b>	2.3	72.4	NMF
<b>Assets</b>	1,145.0	1,141.7	(0.3)
<b>Intake Volumes (000's)</b>	5,760	5,340	(7.3)
<b>Sales Volumes (000's)</b>	5,772	5,454	(5.5)
<b>Employees</b>	1,884	1,680	(10.8)

# Australia & New Zealand Metals



A\$m	FY16	FY17	Chg %
<b>Sales Revenue</b>	743.6	981.4	32.0
<b>Statutory EBITDA</b>	58.0	90.9	56.7
<b>Underlying EBITDA</b>	66.6	91.3	37.1
<b>Depreciation</b>	26.0	28.2	8.5
<b>Amortisation</b>	0.9	0.4	(55.6)
<b>Statutory EBIT</b>	31.1	62.3	100.3
<b>Underlying EBIT</b>	39.7	62.7	57.9
<b>Assets</b>	481.7	542.5	12.6
<b>Intake Volumes (000's)</b>	1,485	1,616	8.8
<b>Sales Volumes (000's)</b>	1,418	1,656	16.8
<b>Employees</b>	712	709	(0.4)



# Europe Metals



A\$m	FY16	FY17	Chg %
<b>Sales Revenue</b>	759.1	924.3	21.8
<b>Statutory EBITDA</b>	(15.7)	50.5	NMF
<b>Underlying EBITDA</b>	32.4	47.4	46.3
<b>Depreciation</b>	13.8	12.0	(13.0)
<b>Amortisation</b>	-	-	-
<b>Statutory EBIT</b>	(29.7)	38.5	NMF
<b>Underlying EBIT</b>	18.6	35.4	90.3
<b>Assets</b>	245.2	329.2	34.3
<b>Intake Volumes (000's)</b>	1,420	1,570	10.6
<b>Sales Volumes (000's)</b>	1,361	1,590	16.8
<b>Employees</b>	612	660	7.8

# Global E-Recycling



A\$m	FY16	FY17	Chg %
<b>Sales Revenue</b>	792.7	726.9	(8.3)
<b>Statutory EBITDA</b>	(2.6)	30.6	NMF
<b>Underlying EBITDA</b>	19.2	28.2	46.9
<b>Depreciation</b>	11.2	8.2	(26.8)
<b>Amortisation</b>	0.4	-	NMF
<b>Statutory EBIT</b>	(60.2)	22.4	NMF
<b>Underlying EBIT</b>	7.6	20.0	163.2
<b>Assets</b>	447.9	382.1	(14.7)
<b>Employees</b>	1,471	1,417	(3.7)

# Corporate & Unallocated



A\$m	FY16	FY17	Chg %
<b>Sales Revenue</b>	3.7	29.3	691.9
<b>Statutory EBITDA</b>	(10.2)	(9.9)	2.9
<b>Underlying EBITDA</b>	(9.5)	(7.5)	21.1
<b>Depreciation</b>	0.7	0.6	(14.3)
<b>Amortisation</b>	-	-	-
<b>Statutory EBIT</b>	(10.9)	(10.5)	3.7
<b>Underlying EBIT</b>	(10.2)	(8.1)	20.6
<b>Assets</b>	251.1	347.5	38.4
<b>Employees</b>	77	95	23.4

# FY17 income tax expense considerations



A\$m	Profit Before Tax	Income Tax Expense	Effective Tax %
<b>Statutory Result</b>	<b>191.0</b>	<b>12.6</b>	<b>(6.6)</b>
Reconciling items:			
Recognition of previously unrecognised tax losses		(65.6)	
<b>Underlying Results</b>	<b>191.0</b>	<b>(53.0)</b>	<b>27.7%</b>

## Significant items by region – FY17



FY17 (A\$m)	NA Metals	ANZ Metals	Europe Metals	Global E-Recycling	Unallocated	Pre-Tax Total	After-Tax Total
Reversal of fixed asset impairment	0.9	(0.5)	-	(1.4)	-	(1.0)	(0.3)
Gain on sale of property	(24.3)	-	-	-	-	(24.3)	(24.3)
Net expenses relating to lease settlements / onerous leases	0.2	-	(3.1)	0.1	-	(2.8)	(2.8)
Yard closure costs and dilapidation provisions	1.8	0.5	-	(1.2)	-	1.1	1.5
Redundancies	4.3	0.4	-	0.1	2.4	7.2	7.0
Net deferred tax asset recognition	-	-	-	-	-	-	(65.6)
Other	1.0	-	-	-	-	1.0	1.0
<b>Significant Items for FY17</b>	<b>(16.1)</b>	<b>0.4</b>	<b>(3.1)</b>	<b>(2.4)</b>	<b>2.4</b>	<b>(18.8)</b>	<b>(83.5)</b>

## Significant items by region – FY16



FY16 (A\$m)	NA Metals	ANZ Metals	Europe Metals	Global E-Recycling	Unallocated	Pre-Tax Total	After-Tax Total
Goodwill impairment	-	-	0.2	43.1	-	43.3	34.2
Other intangible asset impairment	6.8	-	-	2.9	-	9.7	8.6
Impairment of investment in joint venture	119.1	-	-	-	-	119.1	119.1
Fixed asset impairment	15.8	1.6	8.9	5.5	-	31.8	29.5
Lease settlements/onerous leases	0.2	0.5	34.5	9.3	-	44.5	41.7
Net expense relating to yard closure/dilapidations	0.3	4.3	3.6	5.7	-	13.9	11.4
Redundancies	4.5	2.2	1.1	1.3	0.7	9.8	8.6
Settlement of disputes with 3 <sup>rd</sup> parties	1.4	-	-	-	-	1.4	1.4
<b>Significant Items for FY16</b>	<b>148.1</b>	<b>8.6</b>	<b>48.3</b>	<b>67.8</b>	<b>0.7</b>	<b>273.5</b>	<b>254.5</b>

# Financial summary - Group



A\$m	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
<b>Group Results</b>								
Sales Revenue	7,453	8,847	9,036	7,193	7,129	6,311	4,652	5,079
Underlying EBITDA	379	414	253	190	242	263	184	295
Underlying EBIT	235	283	123	67	119	142	58	182
<b>Underlying NPAT</b>	<b>127</b>	<b>182</b>	<b>74</b>	<b>17</b>	<b>69</b>	<b>102</b>	<b>38</b>	<b>120</b>
Underlying EPS (cents)	65	88	36	8	34	49	19	60
Dividend (cents)	33	47	20	0	10	29	22	50
<b>Balance Sheet</b>								
Total Assets	4,233	4,167	3,509	2,917	2,649	2,882	2,571	2,743
Total Liabilities	959	1,256	1,225	988	816	769	738	775
Total Equity	3,274	2,912	2,284	1,929	1,834	2,113	1,833	1,968
<b>Net Cash (Net Debt)</b>	<b>15</b>	<b>-126</b>	<b>-292</b>	<b>-154</b>	<b>42</b>	<b>314</b>	<b>242</b>	<b>373</b>
<b>Cash Flows</b>								
Operating Cash Flow	-48	159	290	297	210	298	131	266
Capital Expenditure	-121	-143	-161	-149	-64	-95	-109	-127
<b>Free Cash Flow<sup>1</sup></b>	<b>-168</b>	<b>16</b>	<b>129</b>	<b>148</b>	<b>146</b>	<b>203</b>	<b>22</b>	<b>139</b>
NOPAT	165	198	86	47	83	99	41	128
Total Capital	3,259	3,038	2,576	2,083	1,792	1,799	1,590	1,595
<b>ROC<sup>2</sup> (%)</b>	<b>5.0%</b>	<b>6.5%</b>	<b>3.3%</b>	<b>2.3%</b>	<b>4.6%</b>	<b>5.5%</b>	<b>2.6%</b>	<b>8.0%</b>

1) Free Cash Flow = Operating Cash Flow - Capex

2) Return on Capital = (Underling EBIT – Tax at effective tax rate of 30%) / (Net Assets + Net Debt)

# Financial summary – Segment



A\$m	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
<b>Sales Revenue</b>								
North America Metals	4,834	5,782	5,773	4,256	3,996	3,417	2,353	2,418
ANZ Metals	1,126	1,300	1,190	1,047	1,188	1,053	744	981
Europe Metals	783	954	1,056	935	1,063	1,037	759	924
Global E-Recycling	622	750	982	937	868	795	793	727
Unallocated	88	61	35	18	14	9	3	29
<b>Total</b>	<b>7,453</b>	<b>8,847</b>	<b>9,036</b>	<b>7,193</b>	<b>7,129</b>	<b>6,311</b>	<b>4,652</b>	<b>5,079</b>
<b>Underlying EBITDA</b>								
North America Metals	182	175	51	94	75	81	76	136
ANZ Metals	83	107	80	72	107	87	67	91
Europe Metals	25	28	15	-2	29	37	32	48
Global E-Recycling	87	112	92	24	20	55	19	28
Unallocated	2	-8	15	2	11	3	-10	-8
<b>Total</b>	<b>379</b>	<b>414</b>	<b>253</b>	<b>190</b>	<b>242</b>	<b>263</b>	<b>184</b>	<b>295</b>
<b>Underlying EBITDA Margin (%)</b>								
North America Metals	3.8%	3.0%	0.9%	2.2%	1.9%	2.4%	3.2%	5.6%
ANZ Metals	7.4%	8.2%	6.7%	6.9%	9.0%	8.3%	9.0%	9.3%
Europe Metals	3.2%	2.9%	1.4%	-0.2%	2.7%	3.6%	4.3%	5.2%
Global E-Recycling	14.0%	14.9%	9.4%	2.6%	2.3%	6.9%	2.4%	3.9%
<b>Total</b>	<b>5.1%</b>	<b>4.7%</b>	<b>2.8%</b>	<b>2.7%</b>	<b>3.4%</b>	<b>4.2%</b>	<b>4.2%</b>	<b>5.8%</b>

1) Underlying earnings excludes significant non-recurring items



# Financial summary – Segment (cont.)



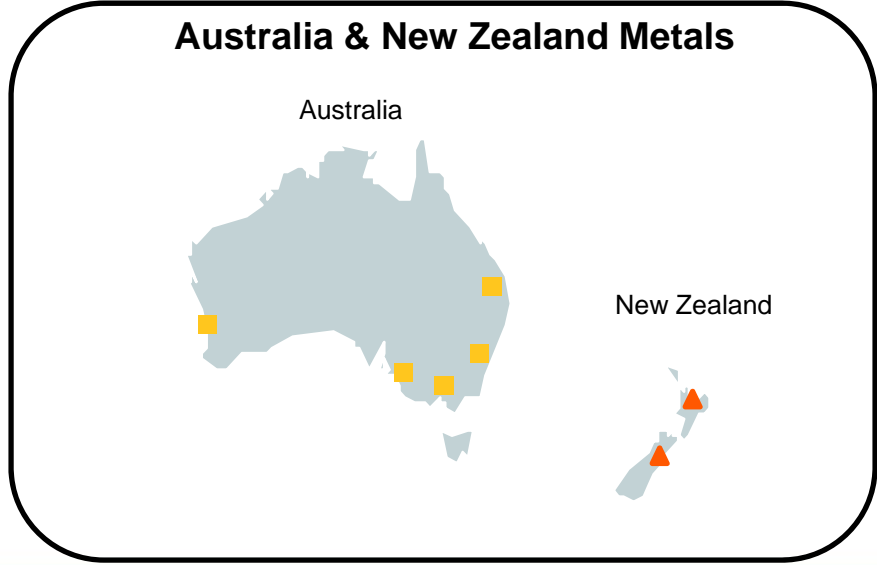
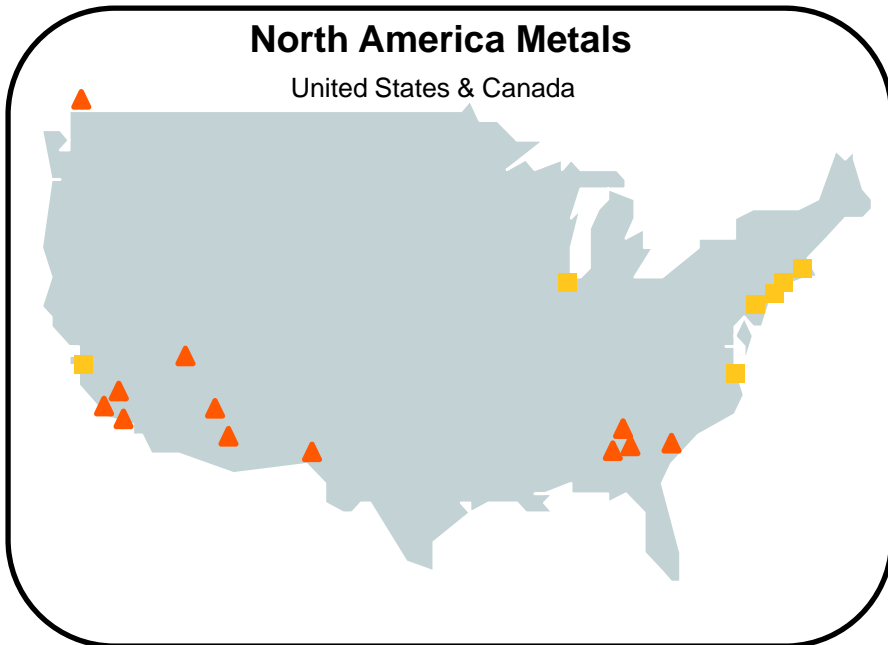
A\$m	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
<b>Sales tonnes ('000)</b>								
North America Metals	9,906	10,964	11,080	9,377	8,152	7,018	5,772	5,454
ANZ Metals	1,578	1,764	1,765	1,764	2,054	1,874	1,418	1,656
Europe Metals	1,394	1,466	1,651	1,645	1,609	1,589	1,361	1,590
<b>Total</b>	<b>12,878</b>	<b>14,194</b>	<b>14,496</b>	<b>12,786</b>	<b>11,815</b>	<b>10,481</b>	<b>8,551</b>	<b>8,700</b>
<b>Underlying EBIT</b>								
North America Metals	92.7	99.6	-18.7	32.8	11.7	11.8	2.3	72.4
ANZ Metals	62.4	86.1	56.3	46.9	79.2	59.2	39.7	62.7
Europe Metals	15.8	18.8	4.1	-14.0	16.5	24.6	18.6	35.4
<b>Total</b>	<b>170.9</b>	<b>204.5</b>	<b>41.7</b>	<b>65.7</b>	<b>107.4</b>	<b>95.6</b>	<b>60.6</b>	<b>170.5</b>
<b>EBIT / tonne (A\$/t)</b>								
North America Metals	9.36	9.08	-1.69	3.50	1.44	1.68	0.40	13.27
ANZ Metals	39.54	48.81	31.90	26.59	38.56	31.59	27.93	37.86
Europe Metals	11.33	12.82	2.48	-8.51	10.25	15.48	13.74	22.26
<b>Total</b>	<b>13.27</b>	<b>14.41</b>	<b>2.88</b>	<b>5.14</b>	<b>9.09</b>	<b>9.12</b>	<b>7.09</b>	<b>19.60</b>

## Financial summary – Segment (cont.)



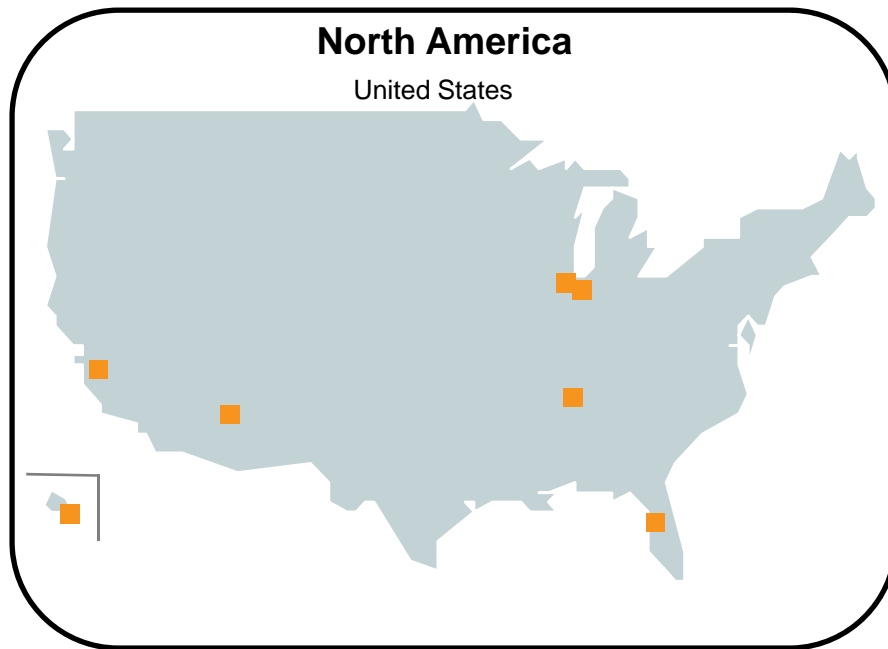
A\$m	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
<b>Sales tonnes ('000)</b>								
Ferrous Trading	9,068	10,115	10,320	9,396	9,331	8,325	6,768	7,009
Ferrous Brokerage	3,264	3,518	3,597	2,840	1,918	1,617	1,307	1,237
Non Ferrous	565	571	586	550	566	539	476	454
<b>Total</b>	<b>12,897</b>	<b>14,204</b>	<b>14,503</b>	<b>12,786</b>	<b>11,815</b>	<b>10,481</b>	<b>8,551</b>	<b>8,700</b>
<b>Sales Revenue</b>								
Ferrous Metals	5,071	6,144	6,259	4,817	4,801	4,068	2,703	3,136
Non Ferrous Metals	1,526	1,724	1,657	1,353	1,361	1,342	1,055	1,124
Global E-Recycling	622	750	982	937	868	795	793	727
Secondary processing & other	234	229	138	86	99	106	101	92
<b>Total</b>	<b>7,453</b>	<b>8,847</b>	<b>9,036</b>	<b>7,193</b>	<b>7,129</b>	<b>6,311</b>	<b>4,652</b>	<b>5,079</b>

# Metals Recycling global footprint



- Metal Shredder / Key Metals Recycling facility
- ▲ Metal Shredder (50% JV owned)

# Electronics Recycling global footprint



■ Electronics Recycling facility

# Disclaimer

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