



Specialist services focused on  
managing hazardous wastes



# Capital Markets Day

27th November 2014



# Introduction

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**Dr Stewart Davies**  
**Chief Executive**

- Introduction Stewart Davies
- Group financial overview Richard Laker
- Presentation stands First 2 of 5...
- Coffee break
- Presentation stands ... remaining 3 of 5
- Summary/close Stewart Davies

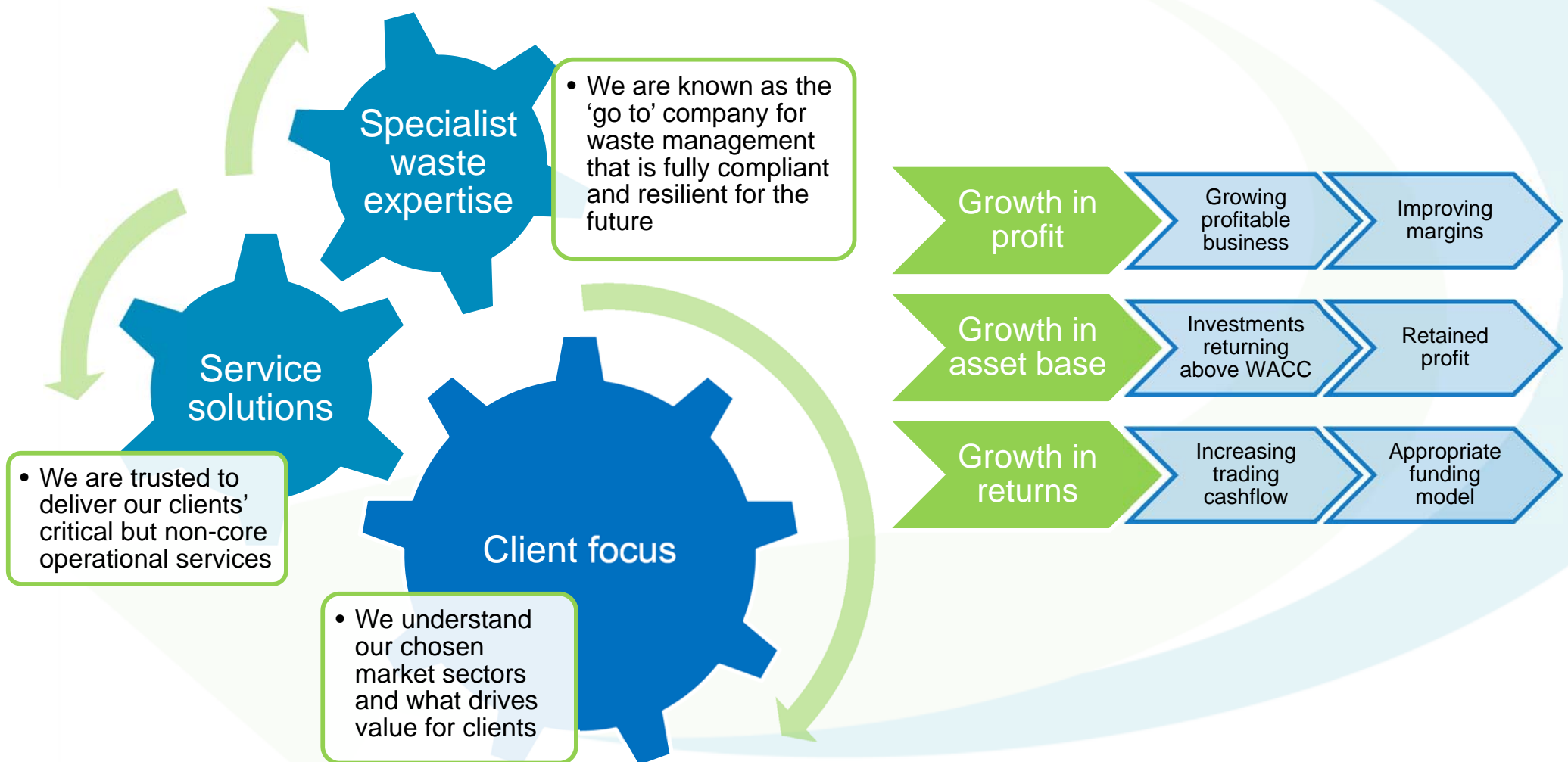
1. To gain a deeper understanding of the Group and its businesses, strategy and prospects
2. To provide an opportunity for investors and analysts to meet (and ask questions of) the members of the Augean Management Board, including the directors of its five operating businesses

- Joined Augean in August 2013
- 20 years in capital-intensive process industries
- 8 years in support services
- ... of which, 15 years in MD/CEO roles
- ... extensive international experience (EU, ASEAN, USA)
- Fellow of the Institute of Physics
- Board member of Innovate UK (formerly Technology Strategy Board) since 2009
- Board member of Decom North Sea since 2013

- Listed on AIM since November 2004
- £49m market cap (market close 24.11.14)
- Backed by growth-oriented institutional investment funds
- 300 employees, skilled and experienced in their roles
- Key technical assets
  - > 50% of UK permitted hazardous landfill void
  - Low level radioactive waste disposal site
  - One of 4 high temperature incinerators in UK
  - Laboratory fully UKAS accredited for BS EN1247
  - Integrated Management System



## Develop sustainable market positions to Grow shareholder value



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# Our Group model

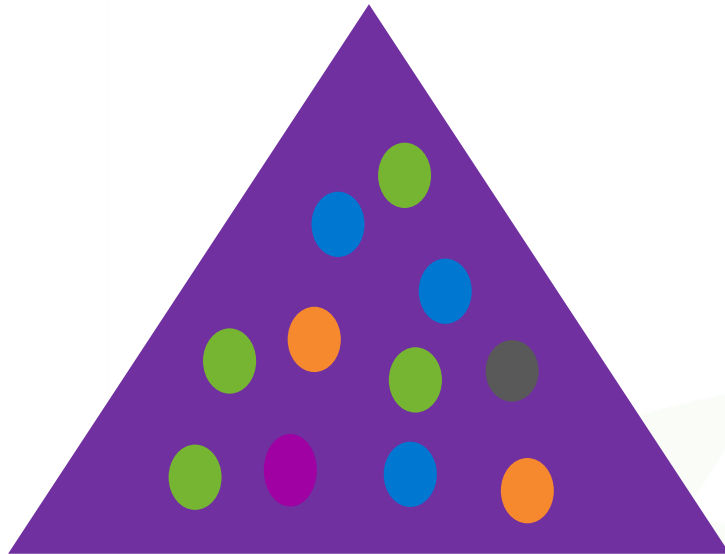
Acquisitions  
No consistency  
Autonomous sites



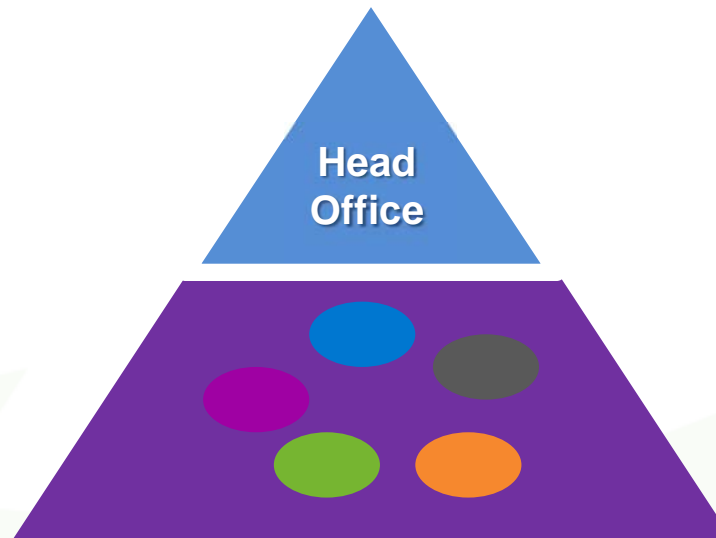
Small 'Head Office' role  
Limited consistency  
Divisions formed



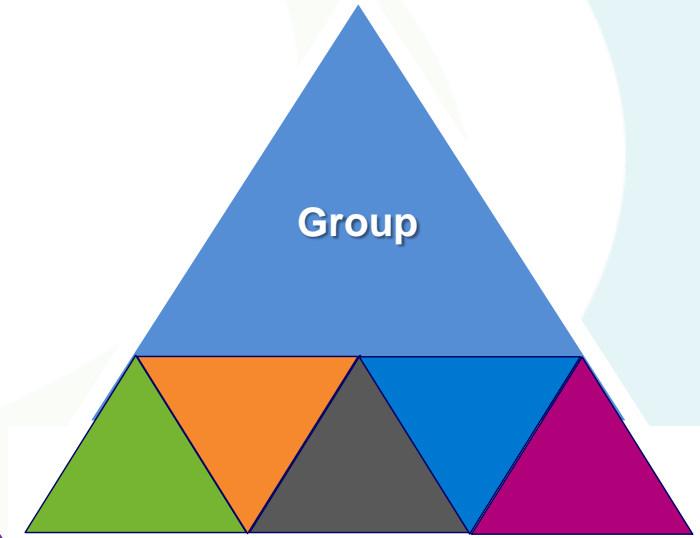
Significant 'Group' Value  
Aligned culture  
Customer-facing Business Units use sector approaches as needed



No uniform coordinated approach  
**Coming Together**



A group of individual divisions  
**Keeping Together**



Individual BUs working as a Group  
**Working Together**



# Our sector-focused businesses



- ▶ Energy from Waste
- ▶ Construction & demolition

- ▶ Refineries & chemicals
- ▶ Ports
- ▶ Waste management operators

- ▶ Oil & Gas
- ▶ North Sea support services
- ▶ North Sea decommissioning

- ▶ High Value Manufacturing
- ▶ Life sciences
- ▶ Clinical

- ▶ Nuclear energy
- ▶ Oil & Gas waste Intermediaries
- ▶ Medical scanning & radiotherapy

Waste treatment & disposal solutions

Recovery of resources from wastes

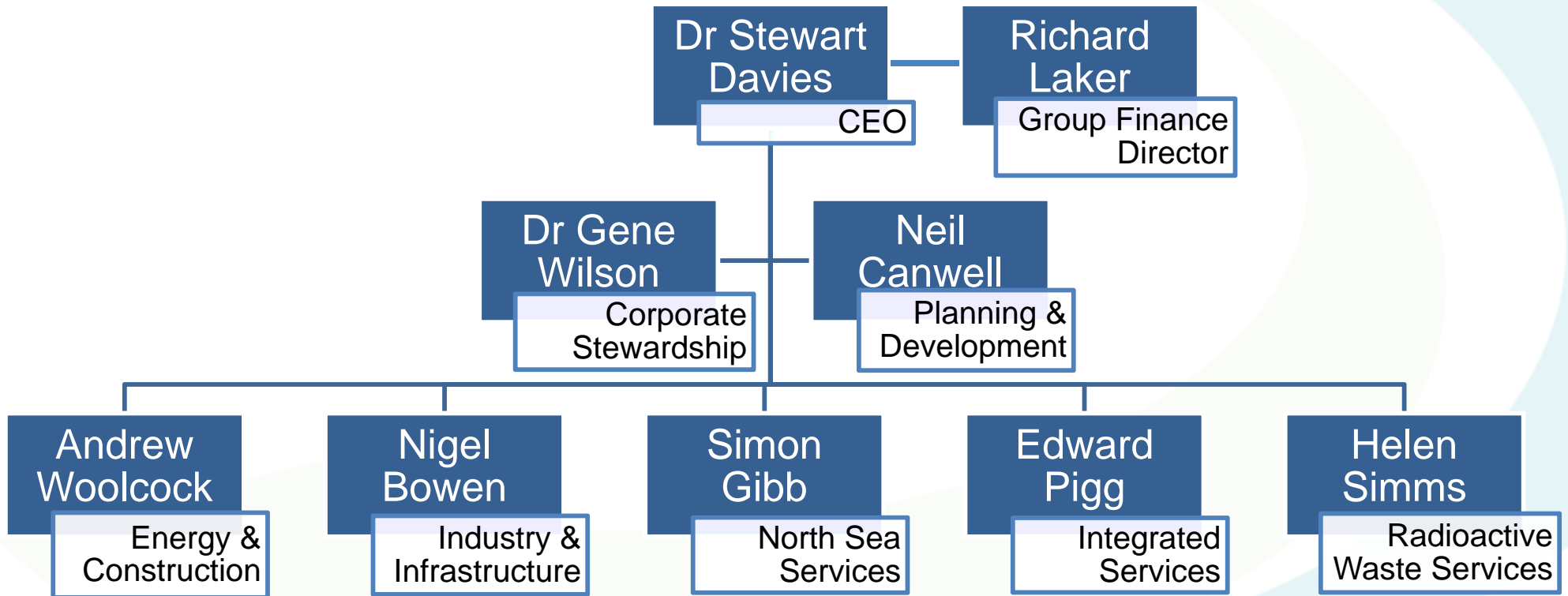
Complete waste services for North Sea

Integrated solutions for waste-producing clients

Specialist treatment & disposal

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# Our Management Board



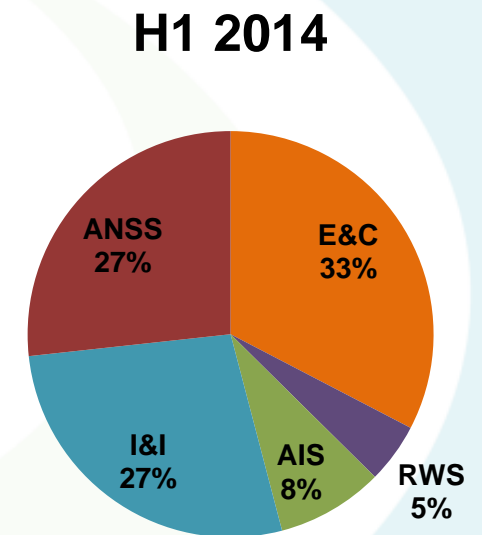
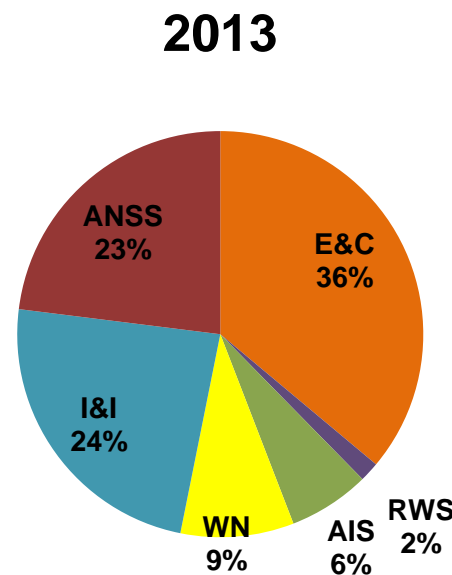
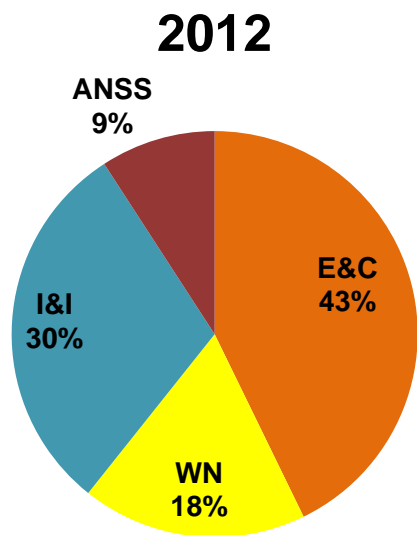
# Group Financial Overview

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Richard Laker  
Group Finance Director

- Joined Augean in September 2014
- Significant experience in capital intensive, B2B support services business
- 10 years with Northgate plc (three as UK FD)
- Chartered Accountant
- Qualified ACA with PwC 2001

# Group revenue by division

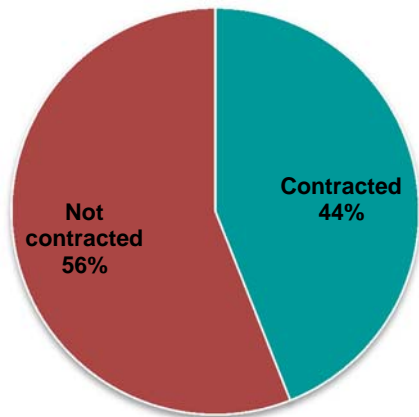


**WN:** Waste Network (closed at end of 2013)

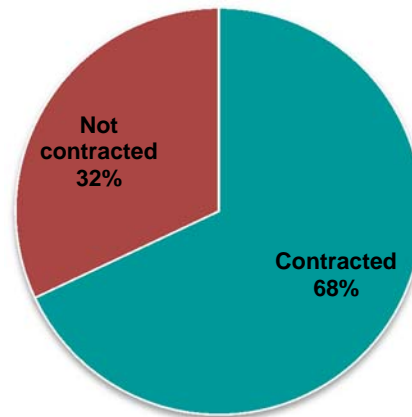
Revenue net of landfill tax and inter segment trading

# Group contracted revenue

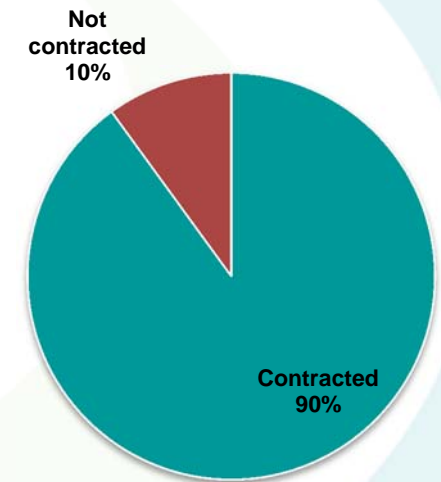
2012



2013



H1 2014

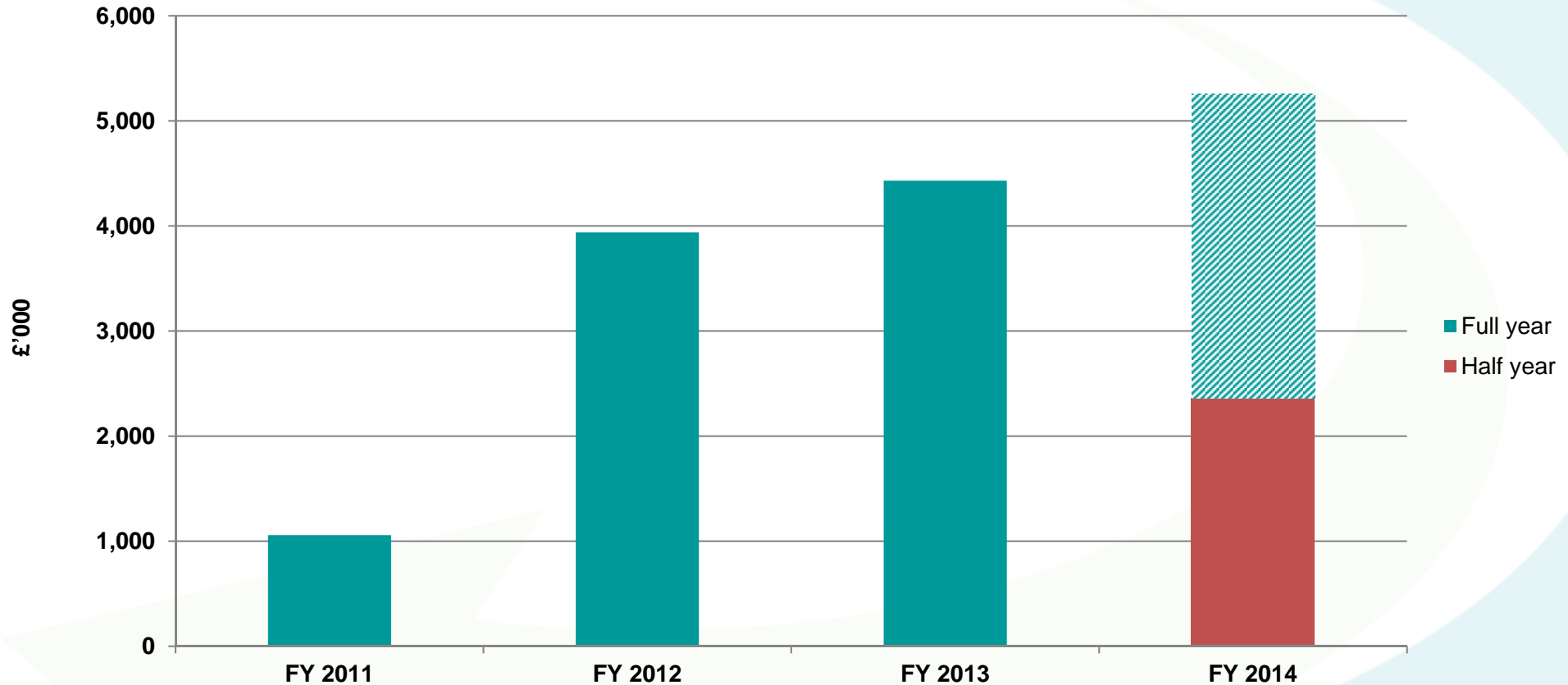


## Top 20 customers percentage of total group revenue

2012	2013	H1 2014
39%	47%	54%

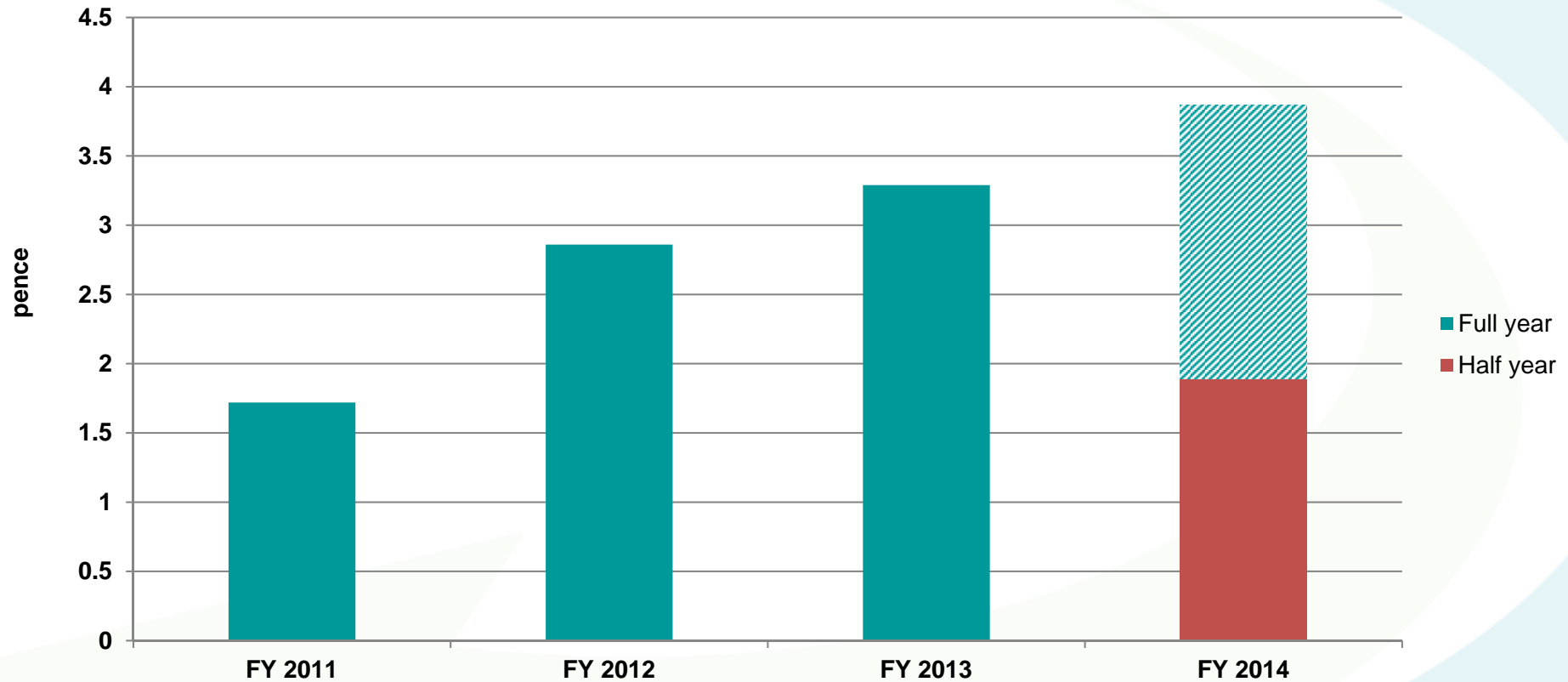
# Profit before tax

*FY 2014 full year figure is current market consensus*



*PBT, EPS and ROCE for all years are stated before exceptional items  
 2012-2014 are from continuing operations  
 2011 includes discontinued Waste Network business*

*FY 2014 full year figure is current market consensus*

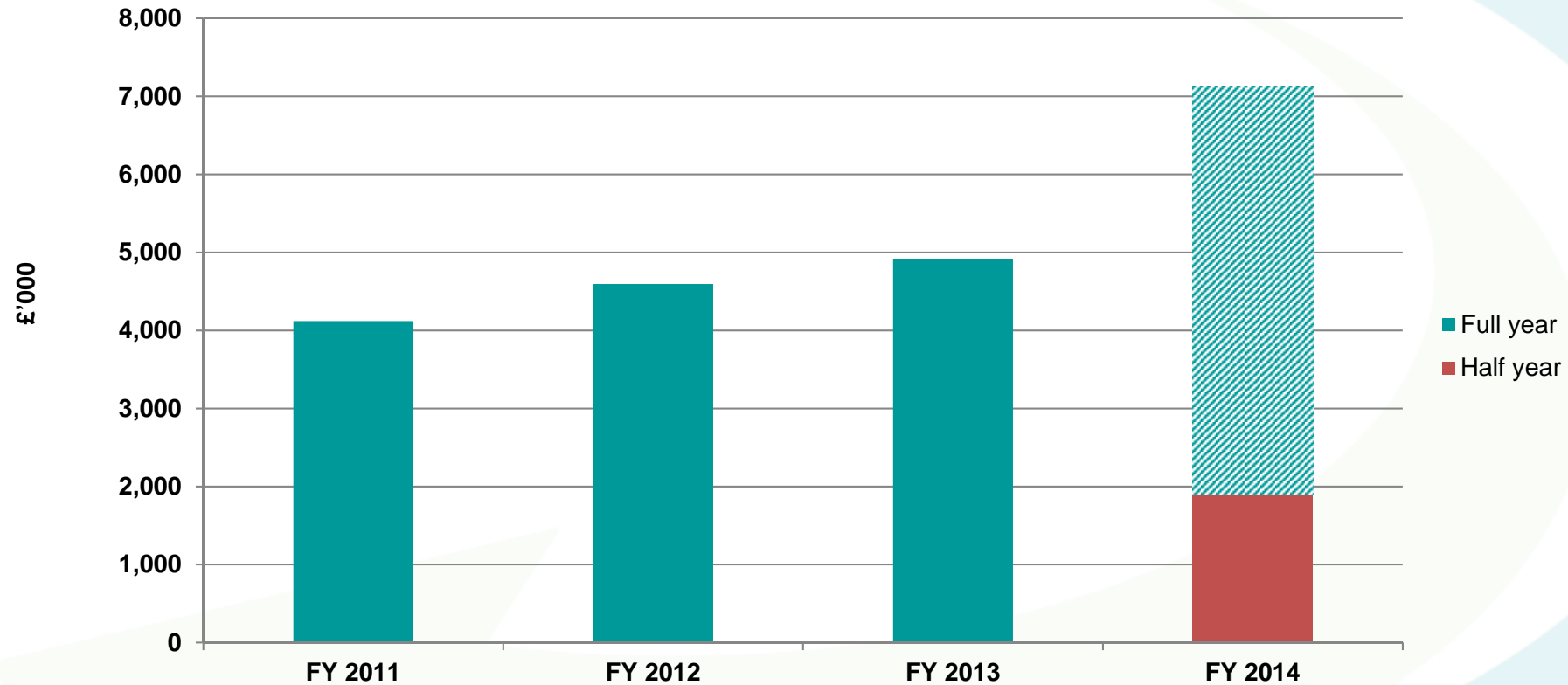


- EPS growth supports progressive dividend policy
- DPS: nil (2011), 0.25p (2012), 0.35p (2013)



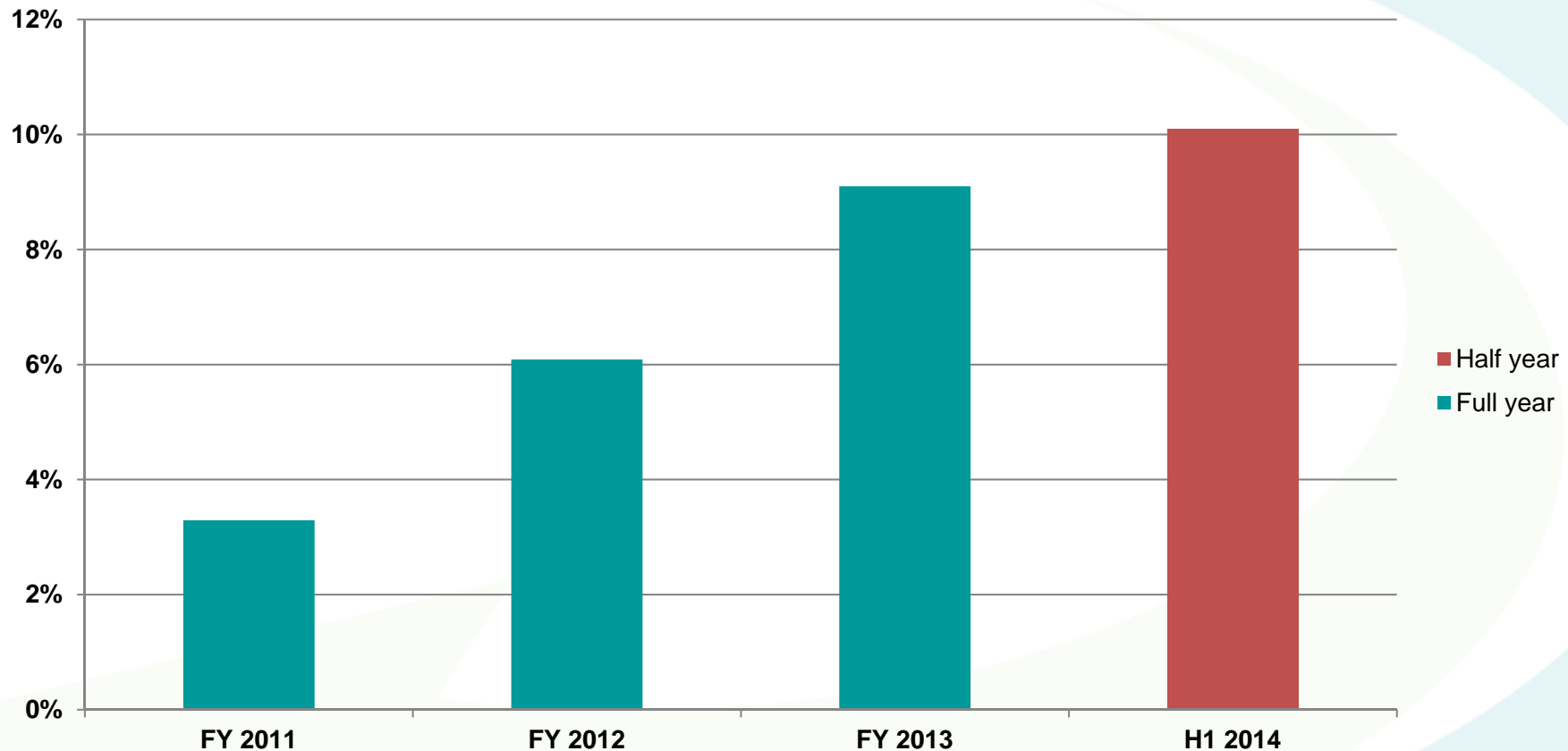
# Operating cash flows

*FY 2014 full year figure is current market consensus*



Increasing profitability drives robust and increasing operating cash flows

# Return on capital employed



Increasing operating profit and cash generation drive improving ROCE

# Our Five Business Units

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Management Board

## Presentation stands

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- Audience to divide into five groups as shown
- Five stands – one for each business
- Each group will spend 15 minutes at a stand
- After 10 minutes, a whistle will sound indicating final five minutes
- After 15 minutes, a further whistle signifies time to move to the next stand

Stand	
1. Energy & Construction	Andrew Woolcock - Director Neil Canwell
2. Industry & Infrastructure	Nigel Bowen - Director Stewart Davies
3. North Sea Services	Simon Gibb - Director Richard Laker
4. Integrated Services	Edward Pigg - Director Jennifer Boorer (N+1 Singer)
5. Radioactive Waste Services	Helen Simms - Director Shaun Dobson (N+1 Singer)

# Summary and Close

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Dr Stewart Davies  
Chief Executive

1. Clear organic growth strategy
2. Organisation focused on our key markets
3. Experienced leaders of each business
4. Group model secures synergies
5. Improving financials show strategy has traction

- 2014 pre-close trading update January 2015
- Preliminary results March 2015
- Annual General Meeting June 2015
- Interim results September 2015





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