



PO BOX 1108  
Osborne Park DC 6916  
T 08 6216 7000  
F 08 6216 7001

24 Sangiorgio Court  
Osborne Park WA 6017

Tox Free Solutions Limited  
ABN 27 058 596 124

14 August 2013

**ASX Limited**

Exchange Centre  
20 Bridge Street  
SYDNEY NSW 2000

Dear Sir / Madam

**APPENDIX 4E AND ANNUAL REPORT  
FINAL RESULTS FOR THE YEAR ENDED 30 JUNE 2013**

Tox Free Solutions Limited (**Toxfree**) is pleased to present the results commentary, Appendix 4E and Annual Report containing details of Toxfree's audited financial results for the year ended 30 June 2013.

Yours faithfully

**TOX FREE SOLUTIONS LIMITED**

**DAVID MCARTHUR**  
Company Secretary



# ASX ANNOUNCEMENT

## Financial year 2013 results commentary and Appendix 4E

### Toxfree reports record 2013 full year underlying net profit after tax of \$21.7M\*

14 August 2013

ASX Limited

#### Key Points

Revenue up 37% to \$284.7M (FY12: \$207.9M)

- Underlying earnings before interest, tax, depreciation and amortisation (EBITDA)\* up 29% to \$58.0M (FY12: \$45.0M)
- Underlying earnings before interest and tax (EBIT)\* up 24% to \$35.7M (FY12: \$28.9M)
- Underlying net profit after tax (NPAT)\* up 26% to \$21.7M (FY12: \$17.2M)
- Statutory net profit after tax down 13% to \$13.6M (FY12: \$15.7M) after one-off adjustments \*
- Dividend increased to 5 cents (2012: 4 cents) per share payable to shareholders on 30 August 2013.
- Net debt to equity at 41% (FY12: 30%)
- Gross cash flows generated from operations of \$47.8M were 98% (FY12: 89%) of statutory EBITDA
- Significant expansion of services within Queensland and Western Australia to complement Toxfree's Total Waste Management Strategy in Australia
- Acquisition of Wanless Enviro Services and Smart Skip in Queensland providing both an opportunity to expand total waste management services to regional resource areas as well as diversifying our suite of services across a greater range of industry sectors and regions to expand earnings opportunities

(\*Non-IFRS Financial Information - Normalised for non-operational adjustments – refer Annual Report page 10 and 11 for further detail)

## Key Points (continued)

- Expansion of services in Tasmania through the acquisition of the business assets of Jones Enviro Services
- Significant expansion of Industrial Services in the Surat Basin and Gladstone regions in Queensland
- Acquisition of Absolute Waste in Toowoomba providing a solid base to service the developing Coal Seam Gas (CSG) sector in Queensland
- Award of an industrial services contract with Queensland Alumina in Gladstone expecting to generate revenue of \$30 million over three years
- Expansion of the range of industrial services in Western Australia to the oil and gas, mining and commercial sector
- Integration of DMX assets with Toxfree sites developing Toxfree Centres of Excellence to more efficiently treat a broad range of industrial and hazardous waste
- Expansion of Hazardous Waste Services with the commencement of services in Tasmania
- Award of household hazardous waste contracts with Sustainability Victoria and NSW Department of Environment and Conservation

## Financial

The Company is very pleased with the performance of financial year 2013 considering the difficult trading conditions experienced by a number of industry sectors throughout the Australian economy. In particular, weakness in the manufacturing and infrastructure sectors resulted in the deferral of a number of maintenance and infrastructure projects during the period.

The underlying operational result reflects adjustments to the Statutory Earnings with respect to the SSAA patent write off, MMS earn-out, Wanless and other acquisition costs and the Sydney Milperra branch closure.

The Board is also pleased to announce an increase in the dividend to 5 cents per share, which will be fully franked. The 5 cent per share dividend represents a 31%\* return on FY13 underlying net profit. The Company will commence the payment of an interim and final dividend together with a Dividend Reinvestment Plan in 2014 financial year.

The Group's debtor days sales outstanding (DSO) are 72 days at the end of the period with cash in bank of \$23M and total borrowings of \$113M. The Company Statement of Financial Position is in good order with net debt of \$90.4M and net debt to equity of 41%. Gross Cash flows from Operation were 98% of statutory EBITDA. Net capital expenditure in the business was \$24.7M during the period. Capital continues to be invested in those areas of the business that achieve the Company's return criteria.

*(\*Non-IFRS Financial Information - Normalised for non-operational adjustments – refer Annual Report page 10 and 11 for further detail)*

Group results	30 June 2013 \$'000	30 June 2012 \$'000	% Change
Revenue	284,723	207,963	37%
EBITDA *	58,037	45,003	29%
Depreciation and amortisation	(22,262)	(16,121)	38%
EBIT *	35,775	28,882	24%
Finance expenses	(5,454)	(4,171)	31%
Profit before tax *	30,321	24,711	23%
Income tax expense *	(8,618)	(7,503)	15%
Underlying Profit after tax *	21,703	17,208	26%
Statutory Profit after tax	13,604	15,726	(13)%
Earnings per share (cents) *	18.41	16.30	13%
Number of shares on issue at balance date (million)	132,530	115,321	15%

(\*Non-IFRS Financial Information - Normalised for non-operational adjustments – refer Annual Report page 10 and 11 for further detail)

FY2013 adjustments that were adjusted to reflect the underlying performance of the business were as follows:

- Acquisition costs including advisor, consultant, legal and rebranding costs of \$3.696M
- Stamp duty associated with the Wanless acquisition in Queensland of \$4.1M.
- SSAA impairment of patent and assets and royalty write back of \$2.231M.
- Milperra office closure costs of \$0.502M
- Reduction in the contingent consideration for the acquisition of MMS \$(1.267)M.

These adjustments resulted in an increase in underlying NPAT after tax purposes of \$8.099M (before tax of \$9.262M).

## Review of Operations

- Major contracts and operations linked to the resource sector were the best performing areas within the period
- Waste and Industrial Services in Western Australia and Central Queensland performed strongly
- Technical and Environmental Services in Queensland performed well
- Industrial Services to the infrastructure sector in Sydney and Brisbane were below expectations

During the year the Company continued its focus on its corporate strategy to expand its three core service lines.

- Waste Services
- Industrial Services, and
- Technical and Environmental Services (previously named Hazardous Waste)

This was achieved through geographic expansion in Western Australia, Queensland and Tasmania through award of long term contracts, gaining additional market share and acquisition of complementary business assets.

The best performing areas during the period were from our divisions linked to the resource sector in WA and Queensland however we are now seeing signs that our other service lines linked to other industry sectors including manufacturing and commercial businesses have stabilised.

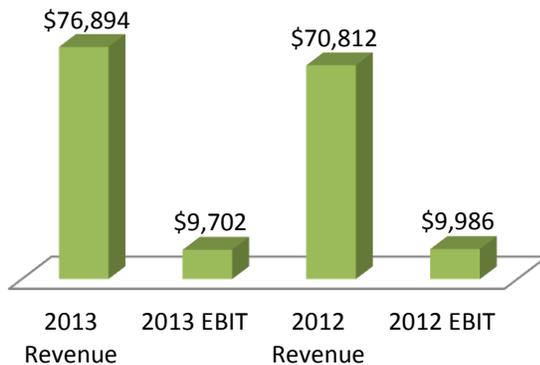
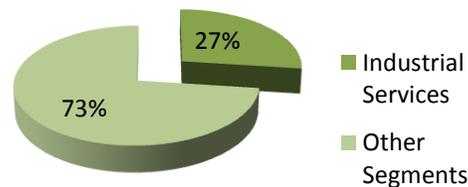
The Surat Basin and Gladstone regions in Queensland and the Pilbara, South West and Kimberley regions of Western Australia provided the basis for growth within financial year 2013. The major contracts serviced in these regions as well as the major contracts for the management of household hazardous waste and destruction of persistent organic pollutants also performed very well.

During the period we expanded our services within the resource sector with the award of contracts with Rio Tinto (Pacific Minerals) for the Boyne Aluminium Smelter and Queensland Alumina in Gladstone. The Company also expanded its operations in central Queensland (Surat Basin) with the acquisition of Absolute Liquid Waste in Toowoomba in December 2012, and Racelog Waste Services in Roma in February 2013.

The most significant strategic event during the year was the acquisition of the Wanless Group's business assets in Queensland and Tasmania. The acquisition of the business assets provide a platform for Toxfree to integrate our industrial and hazardous waste services with the goal of providing and expanding our total waste management services in regional and south east Queensland. Wanless have over 8,000 clients across all industry sectors and the acquisition also diversifies our suite of services across a greater range of industry sectors and regions.

The acquisition was completed by way of an asset purchase in May 2013. Total acquisition costs of \$7.8M (which included Wanless stamp duty costs of \$4.1M) have been reported separately from the underlying operational earnings reported within this period.

Toxfree's tender book remains strong with a number of tender's submitted pending award. Further resources have been introduced into our business development team to focus on organic growth opportunities through the award of total waste management and industrial service contracts throughout Australia.

**Industrial Services | Performance**
**Divisional Revenue and EBIT**

**Revenue as a % of Group Revenue**


Performance from our Industrial Services division was less than expected due to softer trading in Sydney and Brisbane. The result was underpinned by solid performance in Western Australia, Roma, Gladstone and Victoria. Revenue was \$76.9M and EBIT was \$9.7M\* with an operating margin of 13%.

The poor performance of Sydney and Brisbane services to the infrastructure sector adversely effected margins within the period. Management has taken action to address the poor performance of these business units and the Company is confident that margins within this service line will return to normal. Since closing the Sydney branch in November 2012 and commencing our new Hunter Valley operations we have seen an improvement in the financial performance through greater utilisation of equipment. We are confident that in the short term we can continue to improve in this region.

Queensland Industrial Services in Gladstone, Roma (Surat basin) and Toowoomba also performed well. We have a positive outlook on the Surat basin with a further increase in drilling activity expected to continue as the upstream development and downstream gas facilities continue construction.

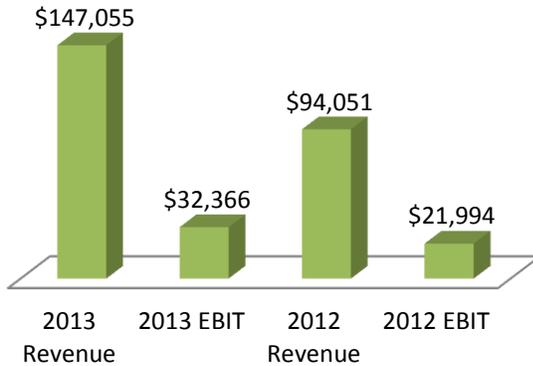
In April 2013 Toxfree was awarded a long term contract with Queensland Alumina (QAL) in Gladstone to provide industrial services at the Alumina refinery. As expected there were some initial mobilisation expenses however overall the process of mobilising our equipment and personnel into an operating refinery was very smooth and exceeded client expectations. We look forward to working with QAL and demonstrating our commitment to safe, reliable and sustainable services for the long term.

In Victoria our services are diversified across a greater number of market sectors and the operations have performed well in a challenging market. On the West Coast our Industrial Services operations have experienced their best trading to date and the oil and gas and mining sectors remain attractive opportunities.

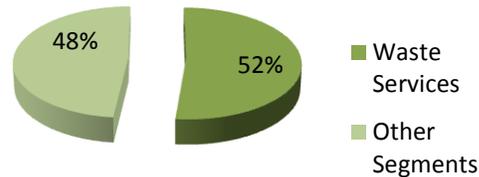
*(\*Non-IFRS Financial Information - Normalised for non-operational adjustments – refer Annual Report page 10 and 11 for further detail)*

**Waste Services | Performance**

**Divisional Revenue and EBIT**



**Revenue as a % of Group Revenue**



The Waste Services division grew significantly during the period with revenue increasing by 56% to \$147M and earnings (EBIT) by 47% to \$32.4M.

Toxfree’s contract with Toll Energy to manage waste from Barrow Island, Western Australia has continued to perform strongly. Toxfree has embraced an incident and injury free culture throughout its operations and is proud to have achieved over 1,400 days without Lost Time Injury (LTI).

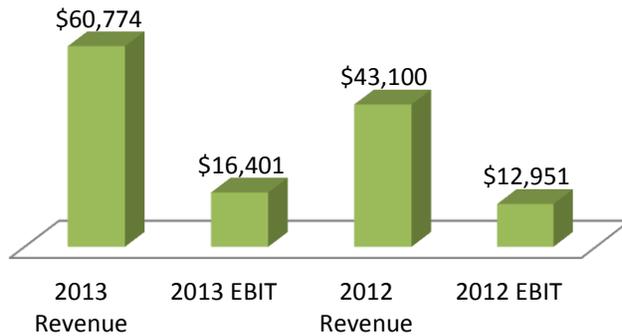
Our Kimberley, Karratha, and Darwin operations performed well with Rio Tinto, Woodside, Mermaid Marine, FMG and Apache contracts meeting expectations. We were disappointed to receive notification that our tender to provide ongoing contracted waste services to Woodside has not been accepted. Woodside acknowledged that we have performed very well for them over the last four years implementing a number of new initiatives including improving recycling rates from 2% to over 40%. We remain a supplier of non-contracted waste and industrial services to Woodside.

Our contract to Bechtel for the APLNG contract is improving as construction progresses and volumes of waste increase.

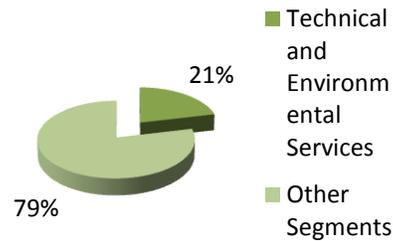
In May 2013 the Company acquired the assets of Wanless. The operations of Wanless have been integrated with Toxfree’s Waste Services Division. We have been very impressed by the ‘Can Do’ and ‘Service Orientated’ culture of the Wanless employees. There is a real sense of drive and optimism from the Wanless employees because they can now offer complementary hazardous waste and industrial services to their existing and new clients. We have already developed a number of revenue synergies and consolidated the finance and administration services within Toxfree Corporate Shared Services. Our focus this year is the continued integration of Wanless systems with Toxfree, cross selling initiatives, increased sales and business development to the resource sector.

Margins within this service line were slightly down on the previous period due to the initial costs of the integration of Wanless and higher margin projects coming to an end. Overall the Company is satisfied with the operating margins of this division. Tender activity for Waste Services is at an all-time high with a number of tenders submitted pending award or being developed.

### Divisional Revenue and EBIT



### Revenue as a % of Group Revenue



With a full year contribution from the addition of Chemsal, BCD Technologies and Waste Audit during this financial year the performance from Technical and Environmental Services was considerably higher than the previous corresponding period with revenue increasing by 41% to \$60.8M with EBIT of \$16.4M\*. Our exposure to the resource, government and household sector has helped counteract the downturn in volumes of waste received from the manufacturing sector.

It appears conditions in the manufacturing sector have stabilised as we have seen our performance in the second half of FY13 in line with the first half which is encouraging.

The integration of Chemsal, BCD Technologies and Waste Audit continues to plan. The contribution from these business units has enabled Toxfree to treat a greater variety of waste from all industry sectors across Australia. During the period our operations in New South Wales and Victoria were consolidated under one management structure. Management, Administration and Sales are now coordinated on a regional basis in each state.

Further progress has been made to develop Toxfree's new 'Waste to Energy' facility in the Pilbara with the project going through the final stages of independent engineering and environmental assessment. The current incinerator in Port Hedland sustained a mechanical failure during the second half of the financial year. The Company has decided not to invest the capital expenditure required to repair the incinerator, deciding this would be better spent on developing the new facility sooner.

There were a number of costs incurred within the period to commence local treatment alternatives for some waste streams including transfer of wastes to Toxfree's other approved facilities. Margins were impacted as a result.

(\*Non-IFRS Financial Information - Normalised for non-operational adjustments – refer Annual Report page 10 and 11 for further detail)

## Sustainability and our People

- Ongoing commitment to the Company's Harmfree culture with a zero tolerance to unsafe work practices, reinforcing every employee's "stop work authority" and "if you see it you own it" mindset
- A reduction in the All Injury Frequency Rate (AIFR) of 35% over the period
- Continued with third party triple accreditation of systems with an additional 10 sites achieving triple certification
- A 50% reduction in open work cover claims and a 48% reduction in the average cost per claim
- Winner of the 2013 Australian Business Award for Environmental Sustainability
- Finalist in the 2013 Australian Petroleum Production and Exploration (APPEA) awards for safety innovation

## Outlook

During FY14 financial year the business focus will be on the integration of acquisitions completed during FY13 especially Wanless. The first months of trading in Wanless have been pleasing and our focus will be to ensure we achieve not only our budgeted earnings for FY14 but also build the platform to realise the revenue synergies we expect over the medium to long term. Morale within the two businesses is very positive and both teams are working in partnership for the benefit of the overall organisation.

Productivity and efficiency gains have already been initiated in many areas where we are seeing some contraction in capital expenditure such as the Pilbara and major capital cities throughout Australia.

Queensland and the resource hubs of Australia will continue to remain focus points for the Company. Toxfree is a relatively small player in these markets and we are confident of our ability to capture further market share. The estimated available market for waste and industrial services to oil and gas and mining operations is over \$1 billion in revenue per annum.

During the period we have invested further resources in our business development team to focus on organic growth opportunities through award of total waste management and industrial service contracts.

We are committed to ensuring we provide safe, reliable and sustainable services to our clients and through this commitment Toxfree will strengthen long term relationships with clients. We are confident in once again providing a positive outlook for our shareholders in financial year 2014.

The continuing success of the Company can only be achieved through the hard work and commitment of all Toxfree employees. On behalf of the Toxfree Board of Directors I would like to take this opportunity to thank all employees for their efforts during the year.



**STEVE GOSTLOW**  
Managing Director

**APPENDIX 4E – FINAL REPORT**  
**Results for announcement to the market (1)**

**For the year ended 30 June 2013**  
**Previous corresponding period: year ended 30 June 2012**

				<b>\$'000</b>
<b>Revenue</b> from ordinary activities	up	<b>37%</b>	to	<b>284,723</b>
<b>Profit/(loss)</b> from ordinary activities after tax attributable to members	down	<b>13%</b>	to	<b>13,604</b>
<b>Net profit/(loss)</b> for the period attributable to members	down	<b>13%</b>	to	<b>13,604</b>

**Dividends**

It is proposed to pay a fully franked dividend of 5 cents per share on 30 August 2013.

	<b>30 June 2013</b> <b>cents</b>	30 June 2012 Cents
<b>Net tangible assets per security</b>	<b>53.33</b>	57.96

	<b>30 June 2013</b> <b>cents</b>	30 June 2012 Cents
<b>Basic Earnings per share</b>	<b>11.54</b>	14.90
<b>Diluted earnings per share</b>	<b>11.35</b>	14.38

**Entities over which control has been gained or lost during the period:**

Nil

**Audit status:**

**(1)** This report is based on audited accounts.

An explanation of the results is included in the 2013 Annual Report.