

# Network expansion and customer growth

# No container goes to waste

- More than 3 billion containers are sold in Queensland each year.
- Today, 1bn are going to landfill. This is a missed opportunity in \$100m in refunds and \$70m in operator handling fees.
- We need to close that gap, and we need to move at pace.



# What do we want to achieve today?

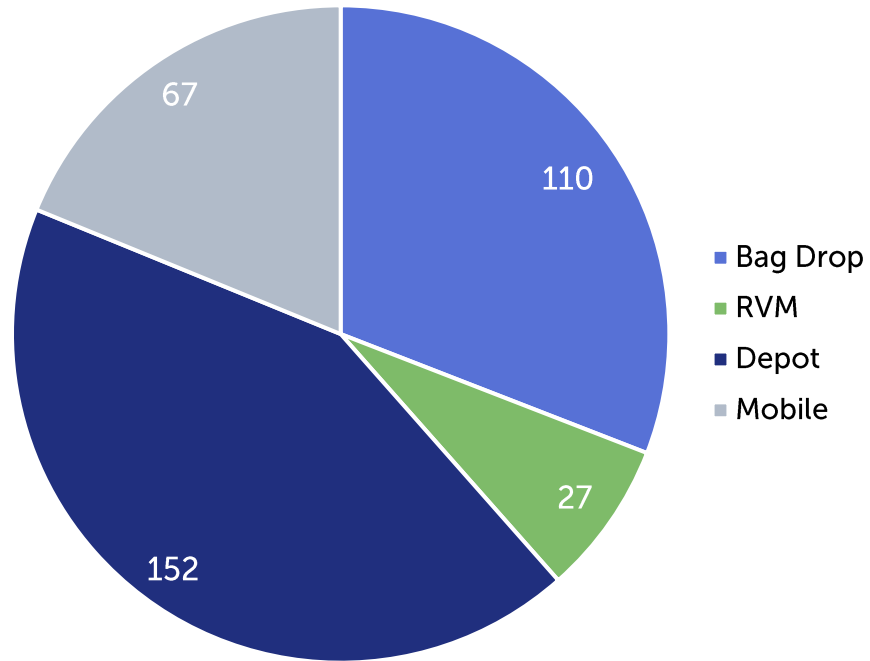
- Clear understanding of the biggest challenges to solve.
- Shared understanding of the barriers that exist today in solving these challenges.
- Shared thinking on what COEX could do differently to help solve these challenges.
- An understanding from you all on the appetite to invest in solving these challenges.

# How does our network compare

	Land size (sqkm)	# Return points	Containers	Population (ABS)	Population per return point	Average containers per return point
New South Wales	801k	616	3.7b	8.3m	13,474	6,006,493
Queensland	1.9m	362	1.9b	5.6m	15,469	5,248,618
Victoria	227k	610	N/A	6.9m	11,311	N/A

# Our network of return points

Return points by channel



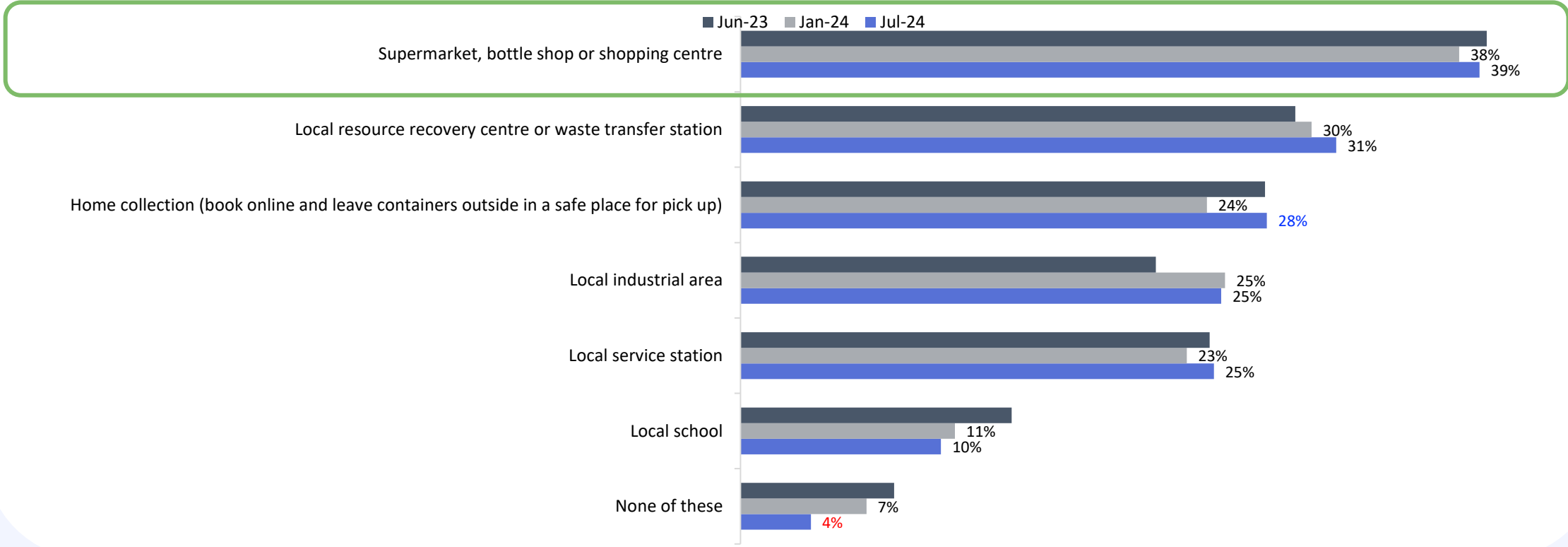
Volume contribution by site



# Supermarkets, retail venues and depots remain most preferred locations

Location

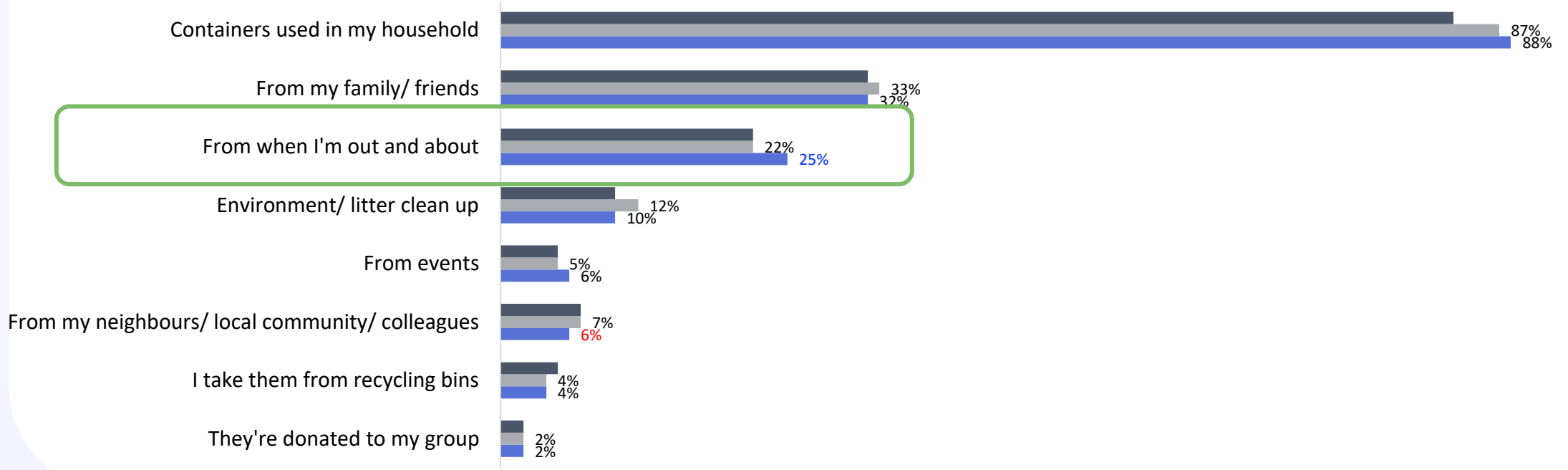
■ Jun-23 ■ Jan-24 ■ Jul-24



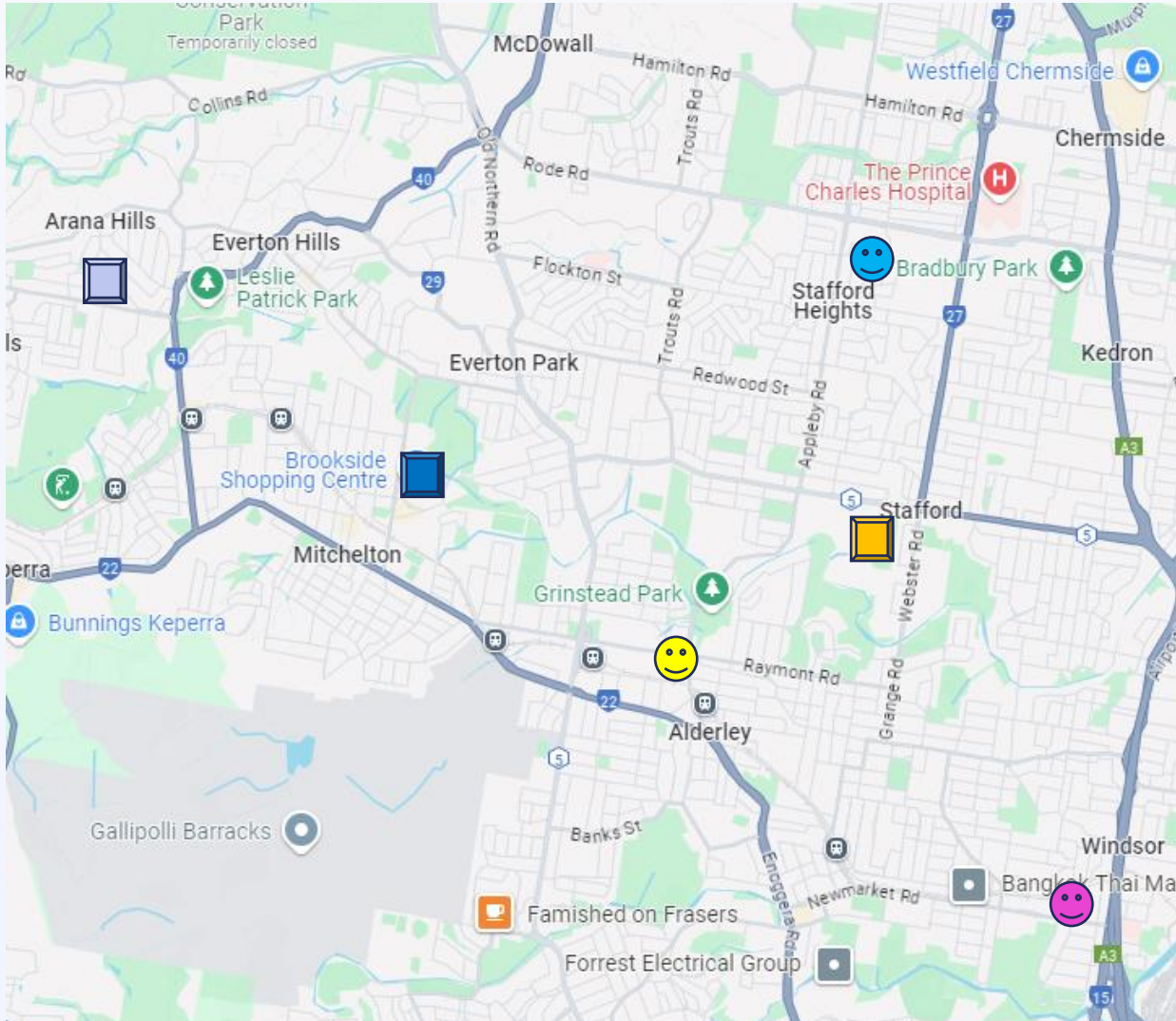
# Significantly more people are returning containers when they are out of home

## Container Sources

■ Jun-23 ■ Jan-24 ■ Jul-24



# What does good look like?



- 😊 Enoggera Depot
- 😊 Kedron Depot
- 😊 Windsor Depot
- 🟡 Stafford RVM
- 🟡 Arana Hills RVM
- 🟠 Brookside RVM – Coming Soon

## Total Collection FY24 – 46.8m Containers

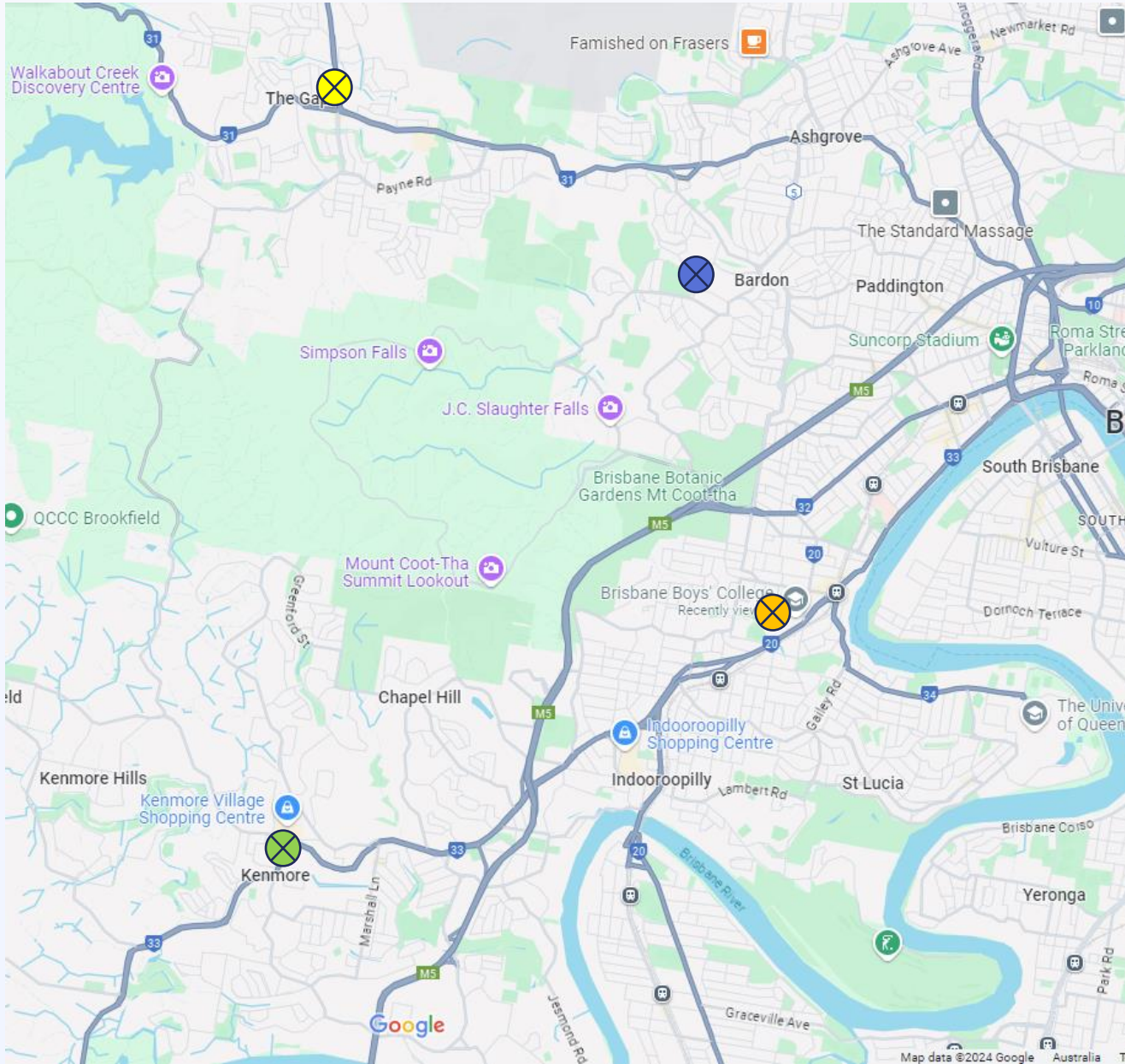
Population in this area between Windsor, Arana Hills & Chermside is circa **110,000 residents**.

This equates to **64m containers** consumed annually.

Our current estimated recovery rate in this region is 73% which is above the state recovery rate of 67.5%.



# Highlighting our big gaps



⊗ Bardon Bag Drop

⊗ Gap Bag Drop

⊗ BBC Bag Drop

⊗ Kenmore Bag Drop

**Total Collection FY24 – 778,000 Containers**

Population in this area between The Gap, Paddington, Graceville & Kenmore is circa **133,000 residents**.

This equates to **78m containers** consumed annually.

To achieve 85% recovery rate in this region an estimated **11 return points** would need to average **6m containers per annum**.

# What is COEX doing to solve this?

## Government Engagement

- Actively petitioning for RVM development application exemptions.
- Working with local government to free up council land for collection infrastructure.
- Engaged town planning specialists to develop a clear solution roadmap with each council.

## Business Community

- Identifying key partners with an appetite to host collection infrastructure.
- Engaging with the business community to raise awareness for the opportunity to invest in our scheme.

## Professional Support

- Partnering with real estate specialists to identify new site opportunities.
- Working with data scientists to forecast future growth trends and network gaps.
- Working with technology providers to bring new technology to our market.

## COEX Investment

- Launched the asset investment program to give our network greater access to the technology that drives volume.
- Built a team dedicated to Network Expansion and committed an additional investment to drive growth.
- Partnering with the network to co-design the future-state of collection programs.

# These gaps exist for a reason

## Activity 1: What are the major barriers to entry in these opportunity zones?

- Discuss at your table and list the top 3.
  - These could be external forces such as access to land
  - Legislative restrictions
  - Financial restrictions
  - COEX barriers

# How do we solve these challenges together?

## Activity 2: How can COEX assist in solving these challenges?

- Discuss at your table and list the top 3.
  - Test your appetite to invest in these opportunity zones
  - How does the current network model need to change
  - What role do you want COEX to play

# Where to from here?

COEX is committed to filling these gaps in our network.

- How are we going to do this?
  - We will take the feedback from today on how to move forward
  - We will continue to consult with our network on these opportunities
  - We do want to move at pace and have the resources to drive this
  - We will communicate with you all on our path forward