

# Sustainability Review 2017/2018

## A review of the year

By Paul Cox - Chief Executive Officer

Thank you for taking the time to read Reconomy's 2017/18 Sustainability Review. Despite the tough economic conditions that we are seeing in many of our core operating sectors, including the construction industry, Reconomy is successfully bucking the trend by maintaining sustained growth in revenue and profitability.

Our goal is to bring about change to the waste industry as we strive to be the UK's leading sustainable business operating within our sector. This will ensure we work smarter, and by making the most of technology we will keep our customers at the heart of what we do. Next year we celebrate our 25th year of being in business and will mark this occasion by launching our Reconomy Social Value Programme (RSVP) which will form part of our overall long-term Sustainability Strategy.

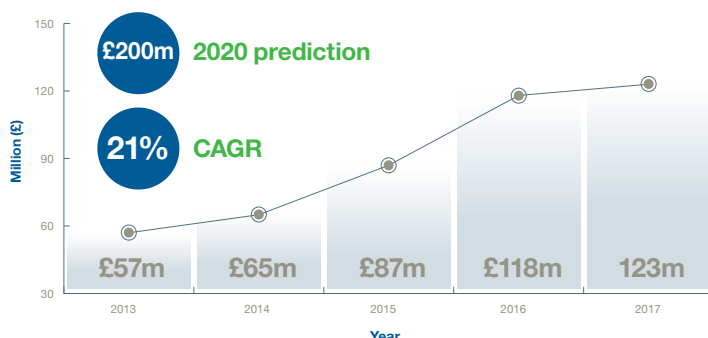


## Growth



By diversifying our client-base across numerous sectors we have maintained sustained levels of growth over the last five years.

Having overcome difficult economic conditions by spreading our risk, we have achieved an impressive **21% CAGR** (compound annualised growth rate) based on revenue and **34% CAGR** based on EBITDA (earnings before interest, taxes, depreciation, and amortization).



CBRE



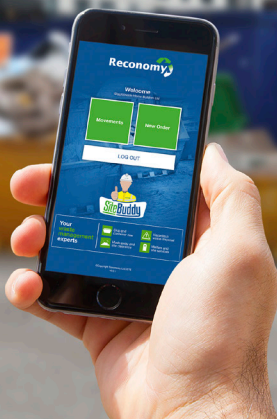
## Case study



In March 2017 Reconomy agreed a waste management service contract with an international financial institution, following a framework agreement with the company's facilities management services provider, CBRE.

Reconomy implemented numerous changes to the financial institution's service plan, reducing the frequency of glass collections, introducing a bespoke food collection service and replacing two leaking waste compactors. This saved the company over £25,000 during the first 12-months of the contract.

## Smartphone Apps



**Technology and innovation have always been Reconomy's strongest differentiators, and ongoing investment in these areas are maintaining the gap between us and our competitors.**

In 2018 Reconomy launched a series of smartphone apps to enhance the experience of our customers as well as streamline our own operating procedures, resulting in; more automated internal systems, faster invoicing and reduced overheads.



### SiteBuddy

**Available now!**

Provides swift online ordering for skip and container hire, allowing site personnel to react immediately to any waste management issues.



Search **Reconomy SiteBuddy**



### TippingApp

**Available now!**

Allows clients to better manage daily tipping and collection schedules for their fleet vehicles, optimising journey times and reducing carbon emissions.



### SiteAppraisal

**Available now!**

Enables faster processing of site audits by Reconomy personnel, providing immediate consultation to clients and, where necessary, adjustments to their waste service.



### ePodApp

**Coming soon!**

Used by Reconomy's network of supply chain partners to improve the process of collating and supplying tonnages, waste transfer notes, driver ETAs and more to clients.

## Acquisitions



**Reconomy's acquisition strategy combines organic revenue streams with acquired business growth – this being the large-scale business procurement of new clients and opportunities.**

Reconomy will continue to focus on obtaining companies that share strong synergy with our own business model, complementing our existing offerings and opening it up to new sectors and industries.



**wastecheck**  
Your Waste - Our Solution!

Acquired by Reconomy in February 2018, Waste Check is a nationally operating waste broker that specialises in the compliant disposal of clinical and chemical waste materials for businesses operating across numerous business sectors, including healthcare, retail and care homes.



## Helistrat

Helistrat joined the Reconomy group of companies in June 2018. Based in Portsmouth, with offices also in Glasgow, Helistrat specialises in the delivery of holistic waste management and resource strategies to clients operating across numerous business sectors.

## Accreditations



**Aligning with the relevant industry bodies ensures that both we and our clients remain fully compliant with waste legislation and take every opportunity to implement best practice approaches. We are proud to hold accreditations with the following organisations:**





## Industry awards



We are proud of our continued growth, ongoing commitment to customer service, dedication to our workforce and our deep-rooted sustainability values.

As a direct result of our efforts, in 2017/18 we were shortlisted for no fewer than 12 industry and business awards:



**Company of the Year**



**Transformational Leader  
(Midlands Region): Paul Cox**



**Paul Cox - 2018**



**Specialist Contractor  
of the Year**



**Independent Operator  
of the Year**



**Specialist Contractor  
of the Year**



**Best Place to Work**



**Best Use of Technology**



**In-house Recruitment  
Team of the Year**



**Fast 50 Award**



**Service Provider  
of the Year**



**Specialist Contractor  
of the Year**

## Community support



In partnership with our many clients, throughout 2017/18 Reconomy has aided numerous charities and regional community projects. We have been delighted to support the following:

Hope House Children's Hospice (Registered charity)	Kier Construction charity project in Plymouth
Warrington Scouts Group	Ganton School, Hull
Shelter (Registered charity)	Castle School, Cambridge
Telford and Wrekin Council Street Champions	Network Rail community project in Rugby

Where skips and containers have been supplied, waste disposal costs have been absorbed by Reconomy thereby helping to minimise project costs and enhance the organisation or project's fundraising efforts.

Balfour Beatty



## Case study



In November 2017, Reconomy partnered with Balfour Beatty Living Places, Derby City Council and HM Prison Foston Hall, to recycle 14,289 streetlamps. To achieve 100% recycling, custodians at the prison were given the opportunity to 'earn and learn' by receiving training on the deconstruction process.

As the project's dedicated waste management specialists, Reconomy has managed all logistical requirements, waste segregation and transportation needs. To date, over 8,000 lamps have been dismantled and over 70 tonnes of waste has been processed, maintaining 100% landfill diversion.

# Our sustainability achievements

The aim of our Sustainability Strategy is to add Social, Environmental and Business Value. In 2017/18 we achieved the following successes.

