

# Saubermacher COMPANY PROFILE



### Contents

Saubermacher – company overview	
History   Waste management then and now	08-09
Mission statement   What we stand for	10-11
Facts, figures, dates   Important information about the Saubermacher Group	12-13
Successful partnerships   Specialists in every area	14-15
Service for our customers   We are a partner to companies, municipalities and private customers	16-17
Zero waste – the vision of recycling	
Resource conservation with technology and expertise	20-21
Collecting and optimising   Recycling in the logistics system	24-27
Processing and recycling   The right waste in the right plant	30-31
High-tech sorting plant for plastic packaging   Graz	32-33
Battery recycling at Redux   Offenbach and Bremerhaven	34-35
Alternative fuel processing at ThermoTeam   Retznei	36-37
Physical/biological water treatment plant   Premstätten	38-39
Workshop splitting plant   Premstätten	40-41
Waste electrical equipment processing plant   St. Michael	42-43
Chemical/physical water treatment plant   Trofaiach	44-45
Public private partnerships	
Successful cooperation with the public sector	48-49
Professional services	
Saubermacher Outsourcing   Innovative plant logistics	52-53
clug lab   High-quality analyses	54-55
Capo   Everything for the tank	56-57
wastebox.at   The self-service platform for private customers	58-59
wastebox.biz   The practical app for construction companies	60-61
Daheim   The service app for municipalities and their residents	62-63
Social responsibility	
We take responsibility for people and the environment	66-69
Ecotour   The adventure of recycling	70-71
Services	
An overview of services	72-73





Ralf Mittermayr Chairman of the Board, CEO Saubermacher AG

# AN ENVIRONMENT THAT IS WORTH LIVING IN!

Saubermacher was founded with the aim of making a daily contribution to an environment worth living in and that vision has never changed. Over the past few years, Saubermacher's aim has been bolstered by national and international legislation that is consistent with the company's purpose.

The waste management industry is moving more and more towards resource management, and the reclamation of raw materials and valuable scrap from waste products is becoming ever more important. But Saubermacher goes one step further by pursuing a vision of 'zero waste', in which every material becomes recyclable and, at the end of its life cycle, is processed such that ever-increasing quantities of the original material are recycled and can be fed back into an (almost) unending cycle of reuse.

We offer our customers tailor-made recycling solutions with state-of-the-art collection, sorting and processing methods so that together we can optimise both corporate and communal waste management.

Saubermacher is also a driving force behind the fourth industrial revolution known as Industry 4.0. We see digitisation and automation as a great opportunity for more individual customer service and benefits in an increasingly complex market environment. As a leader in waste intelligence, we are continually improving our skills and making targeted investments to be able to meet the challenges presented by customer-driven change.

We highly value people and the environment and act responsibly, socially and ecologically. Our sustainable development and investments in research are in pursuit of a single goal — an environment that is worth living in!

The fame

Ralf Mittermayr Chairman of the Board, CEO



# Saubermacher

Company overview

# WASTE MANAGEMENT THEN AND NOW

- **1979:** Roth-Umweltschutz is founded in the eastern Styrian city of Gnas.
- **1982:** Waste paper disposal starts in 107 municipalities in Styria.
- 1983: First mobile hazardous waste collection.
- **1984:** First removal service for filling stations in Styria.
- 1985: First mobile sewage treatment facility.

  First removal service for hospitals in Styria.
- 1986: Introduction of the 3-bin system in Austria separation of glass, paper and residual waste. First sewer flushing and vacuuming vehicle in Austria.
- **1987:** First video sewer inspection system in Austria.
- **1988:** First fluorescent lamp recycling in Austria.
- 1989: First refrigerator removal service in Austria. Founding of Saubermacher Slovenia.
- **1992:** Founding of Hartberger Saubermacher, the first Austrian PPP in the removal industry.

- **1993:** First removal system for kitchen waste in Austria Bio Refood.
- 1995: First Austrian waste management company with ISO 9001 quality certificate.
- **1996:** Co-operation with Styrian government and industrial partners to dispose of waste electrical equipment.
- **1997:** Founding of Mürztaler Saubermacher.
- **2000:** Beginning of partnership with the municipality of Mödling.
- 2001: First clean-up of Mount Everest together with extreme athlete Wolfgang Fasching. Hans Roth is named Entrepreneur of the Year. Beginning of partnership with the municipality of Villach.
- **2002:** Saubermacher receives the Styrian Environmental Protection Prize.
- **2003:** Opening of the ThermoTeam facility in Retznei.
- **2004:** Splitting plant in Vienna begins operation.



The founding couple Margret and Hans Roth.



Paper disposal in the 1970s.



Disposal has not always been so colourful



2006: Takeover of the international company Rumpold with over 1,000 employees. Opening of the clug lab, specialising in environmental analysis. Receipt of the National Coat of Arms.

2007: Saubermacher wins the PPP bid for 'Kernraumallianz Voitsberg', foundation of Weststeirischer Saubermacher. Opening of a high-tech sorting plant in Graz.

**2008:** Saubermacher wins the TRIGOS award in the 'society' category.

2009: Austrian president Dr Heinz Fischer recognises Hans Roth as Austrian of the Year. Saubermacher wins the TRIGOS award in the 'ecology' category.

**2010:** Opening of the e-cycling park in Unterpremstätten.

**2011:** Opening of the Saubermacher ECO-PORT in Feldkirchen bei Graz.

**2012:** Saubermacher receives the Austrian National Award for Environment and Energy Technology.

**2012:** Opening of the research facility in Graz.

2013: Saubermacher commences waste disposal with local partners in Abu Dhabi. Beginning of PPP with Stockerau.

2014: Saubermacher releases the first interactive children's book in the 'Sara & Rob' series. 'Zero waste' becomes the guiding principle of Saubermacher.

2015: Beginning of involvement with Redux, Europe's leading battery recycler. Opening of physical/biological processing plant in Premstätten. Launch of 'Daheim' service app.

2016: Opening of waste electrical equipment plant in St. Michael. Launch of construction site app wastebox.biz.

2017: Opening of warehouse for hazardous waste in Vienna. First university international Waste Management Day

2018: Opening of high-tech recycling centre for lithium-ion batteries in Bremerhaven, Germany, relaunch of 'Daheim' app and online shop 'wastebox.at', upgrade of plastic sorting plant at Graz Puchstraße.



native fuel processing. The future is the new hybrid





Waste water-free processing plant in Premstätten

### MISSION STATEMENT

## Taking responsibility

#### For people.

We consider our priority to be to generate value for customers and society. To reach this aim, we meet the requirements of our customers with utmost flexibility

And guarantee innovative, tailor-made solutions for the worlds of today and tomorrow. We are a dependable and fair employer and value the individuality of our employees while promoting personal and professional development. We offer a range of enrichment opportunities.

#### For the environment.

We are aware of the consequences of our business on people and nature, so we strive to recycle as many raw materials as possible and operate in a way that conserves resources for future generations.

Transparency and care are our constant guiding principles in all processing and recycling operations. We promote public awareness of ecological issues with ongoing climate protection measures.



#### For the company.

We take economic principles seriously and act reasonably, following effective and efficient processes throughout the added value chain.

We act with clear goals and develop perspectives for successful future development. Constant improvement and the use of state-of-the art technologies help to ensure our competitiveness and company value.



#### Shaping the future

#### For society, municipalities and ecology.

We consider it our social obligation to help shape the waste and recycling industry in Austria and other countries in central and south-eastern Europe. As a forerunner in the industry, our knowledge makes a valuable contribution to further development and environmental standards.

We are an active partner in all areas of waste management for lawmakers, for research and development facilities and for the state sector and are always prepared to share our knowledge. Our input and ideas have become an important contribution to an environment worth living in.

# FACTS, FIGURES, DATES\*

Saubermacher's heart is in Graz, but it now beats in numerous countries.

Saubermacher is an international enterprise with Styrian roots. The company's 'ECOPORT' headquarters are located near the airport in the Styrian capital of Graz. The Saubermacher Group operates in 6 different countries\*\* and is a competent partner to companies, municipalities and private customers.

Saubermacher boasts some impressive figures, backed up by 40 years of experience, enormous commitment to people and the environment and constantly deepening expertise. Company success in numbers.

295
million € turnover

62 participations

680 specialised vehicles

3,050 employees







### SUCCESSFUL PARTNERSHIPS

A wide network of partnerships provides for optimum customer care and ensures that Saubermacher works with specialists in numerous fields.

Saubermacher has set itself the goal of offering its customers precise, fast, comprehensive service and a high-quality performance.

To achieve this goal and to be able to offer services from a single source, Saubermacher

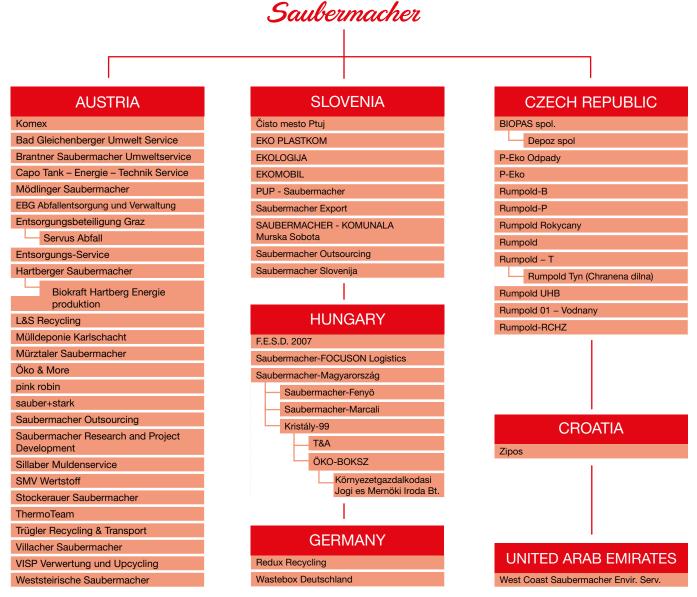
has built a strong network of partners who offer disposal and recycling services over a wide area with trusted Saubermacher quality. Thanks to specialised companies, we can provide services in selected areas from a single source both quickly and seamlessly.

Saubermacher expertise coupled with the experience of numerous waste management specialists — outstanding customer service through the Saubermacher partnership network.





### Partnership organisational chart:



Direct and indirect partnerships of Saubermacher Dienstleistungs AG on the reference date 31 August 2018 (excl. ARGEN).

#### Success with certified quality











# SERVICE FOR OUR CUSTOMERS

#### Companies

#### Municipalities

As a general supplier of waste disposal and recycling services, Saubermacher offers competence, logistics and infrastructure across all levels for added value for trade, commerce and industry in the form of tailor-made disposal concepts designed to cover all customer needs and to optimise costs. The availability of necessary infrastructure and a network of professional partners allow Saubermacher to offer customers state-of-the-art technical standards for optimal solutions.

Around 1,600 municipalities at home and abroad enjoy Saubermacher's tailor-made disposal solutions. The full service includes complete collection and disposal of hazardous and non-hazardous waste, plus additional services such as street cleaning and sewer sanitation. Saubermacher's expertise makes it the ideal partner when it comes to setting up PPPs.



### Selected industrial and commercial customers































#### Private customers

Saubermacher also counts private individuals as its customers, offering a range of services including support for those moving house, clearing services, garden waste removal and other cleaning services. One of Saubermacher's most utilised services is the comprehensive 'construction site service' for new build, extension and demolition projects.





# Zero waste

The vision of recycling

### ZERO WASTE

## The vision of recycling

Saubermacher was founded with the aim of making a daily contribution to an environment worth living in. This is our vision for our customers.

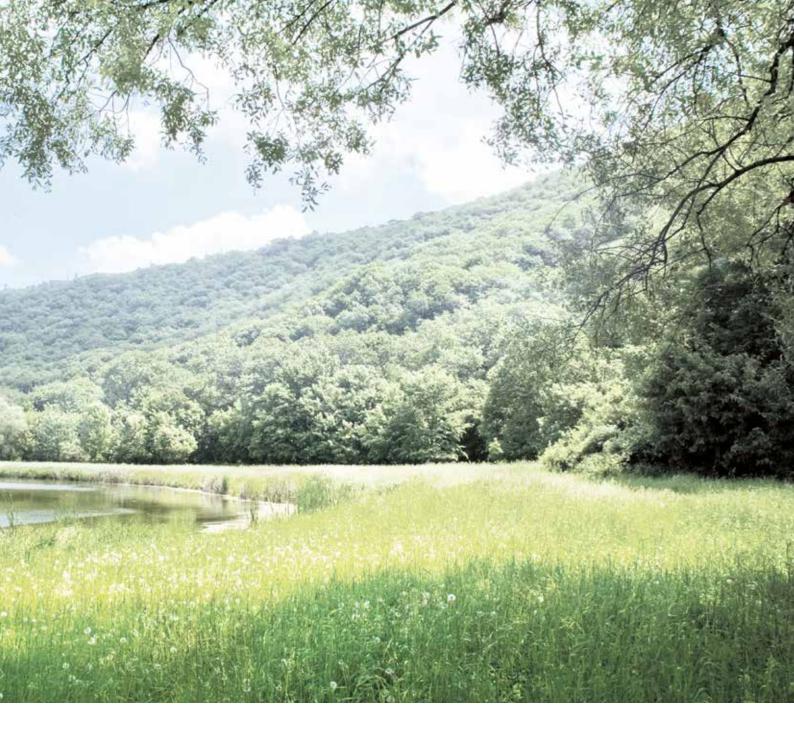


Natural materials are not available in infinite quantities. Products are becoming more and more complex in their design and components, with electronic devices becoming one of the largest contributors of waste within the EU.

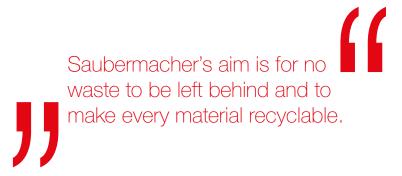
With this in mind and in accordance with our company values — responsibility for people and the environment — Saubermacher sees its role as to recycle as much waste material as possible. This is based on the idea of utilising professional, innovative processing to turn waste into a valuable resource as a source of materials or energy. The waste management industry is moving forcefully towards resource

management and the reclamation of raw materials and valuable scrap from waste products is becoming ever more important. But Saubermacher goes one step further by pursuing a vision of 'zero waste', in which every material becomes recyclable and, at the end of its life cycle, is processed such that everincreasing quantities of the original material are recycled and can be fed back into an (almost) unending cycle of reuse.

The principle of 'zero waste' shapes the way in which Saubermacher carries out research and development on innovations to help increase recycling rates.



With the concept of 'zero waste', Saubermacher is able to support its customers and partners in identifying potential resources in waste, thereby contributing to the supply of raw materials. With its own business consultants, Saubermacher can help manufacturers to develop products that are fully recyclable at the end of their service lives.





## Zero waste

Collecting and optimising

### COLLECTING AND OPTIMISING

#### Collection is the first step to successful recycling.

recovered from waste, the waste itself must be systematically collected. At Saubermacher, this starts with bins and multiple container systems in front of homes, on the street and on company premises. Colour-coded for ease, these containers and bins can be used for

To allow (secondary) raw materials to be waste streams including paper, plastic, glass, metal and residual waste. The efficient logistics of the collection systems, using specialised vehicles (e.g. with side-loading technology), plays a key role and allows Saubermacher to offer a comprehensive range of services at attractive prices.



Saubermacher collects around 1 million tonnes of waste every year.



#### Our strengths

#### First-rate consulting and tailor-made solutions

Customer-specific waste management concepts and disposal solutions guarantee the best solutions for customers and the environment.

#### Flexible logistics and recycling systems

State-of-the-art mobile order management ensures optimal route planning and demand-driven disposal intervals.

#### Continuous improvement

Ongoing development, modernisation and digitisation of our logistics systems coupled with continuous employee training ensure optimal solutions for customers and the environment.





#### Modern and distinct

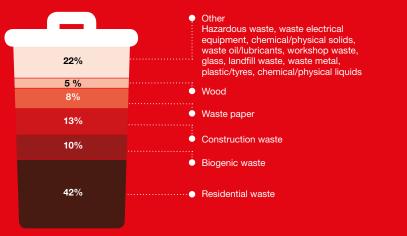
Waste is separated at the time of collection and remains separated during transport, helping to save the customer costs and preserve the environment. Part of the customised Saubermacher waste management concept is respect for

customers' individual requirements, namely collection intervals and container sizes. Customers who prefer to dispose of their waste themselves can visit one of the numerous Saubermacher locations with convenient opening hours.

### What Saubermacher collects

#### Waste by waste stream

Saubermacher (alone)
collects around 1 million tonnes
of waste from households, municipalities
and companies every year.
Collected waste streams can be
subdivided into the following
product groups:



# COLLECTION CONTAINERS

Saubermacher has a container for every type of waste.

Saubermacher offers a wide selection of waste containers with the number, type and size based on the individual needs of the customer. From convenient collecting and separating systems for offices to containers for municipal and commercial disposal and skips and containers for large quantities of waste, there are numerous models and combinations.

Hazardous waste containers for safe waste collection are available for hospitals and industrial sites, plus there is a wide selection of special containers including fluorescent bulb containers, paper shredders, compactors, barrels and boxes for liquid waste and bundles for lithium-ionbatteries. Tailor-made solutions for every requirement.



### VEHICLES

We have a state-of-the-art fleet of vehicles to guarantee our customers an optimised service.

By utilising the newest technologies, we can collect waste more quickly and flexibly and feed it back into the materials cycle more efficiently.

We set great store by sustainability and use environmentally-friendly hybrid vehicles.







## Zero waste

Processing and recycling

# PROCESSING AND RECYCLING

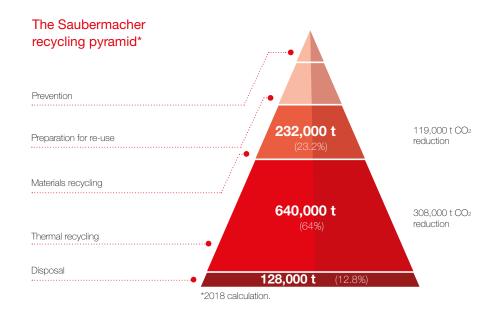
Ensuring quality. Modern waste management is resource management and seeks to optimise processing and recycling – our motto is 'The right waste in the right plant.'

Optimal separation systems form the basis for economically efficient recovery of materials and conservation of resources.

Waste is first weighed and tested. If necessary, a content analysis is carried out in dedicated labs, as is the case with hazardous substances.

Depending on its type and consistency, the waste is sorted, processed and recycled in the appropriate plant in a fully automated process.

Sorted and/or processed waste is temporarily stored in warehouses, storage boxes or sealed storage areas until it is transported away.





Waste as a resource. The higher the recycling rate, the better the energy and resource efficiency, helping to conserve non-renewable raw materials.

The efficiency of recycling methods determines how ecologically meaningful and cost effective they ultimately are. Saubermacher consistently focuses on material and energy recovery.

Alternative fuels with varying calorific values are derived from non-recyclable waste and their energy recovered by industrial partners. Through this kind of recycling, Saubermacher can develop and improve energy and resource efficiency and contribute decisively to the conservation of non-renewable resources.

Incineration and landfill are a 'last-resort' solution and are considered only if there is no alternative. This benefits all Saubermacher customers. The following pages outline in more detail some of the selected processing and recycling plants in our portfolio.

Saubermacher has a variety of highly specialised and automated processing plants. This is essential to achieving economically and ecologically meaningful recycling rates.

### HIGH-TECH SORTING PLANT IN GRAZ

State-of-the-art technology affords meticulous groundwork to optimise plastic recycling.

The only automatic plastic packaging sorting plant in Styria employs a combination of mechanical and automatic sorting processes and state-of-the-art technical equipment to achieve the highest quality standards and is a beacon in the chain of environmentally-friendly recycling methods.

Infra-red and colour recognition technology guarantee the best possible sorting and separation of plastic waste and the recycling of more than 80% of the waste collected.

#### An infinite cycle

Plastic packaging is no longer considered a waste product. Instead of using scarce natural resources for the production of packaging,

Saubermacher focuses on recycling. Properly separated light packaging can serve as a raw material itself — a majority of all PET bottles in Austria are used for the production of drinks bottles or food packaging, with the remaining material being processed into fibres for use in products such as fleece pullovers.

Other plastics are used to produce granulate, the base material for new plastic products — foils become flower troughs and yoghurt pots become office supplies. Plastics comprising a material composite or that are too dirty or too small for sorting are thermally recycled and used in industrial plants as a replacement for fossil fuels such as coal, oil and gas.

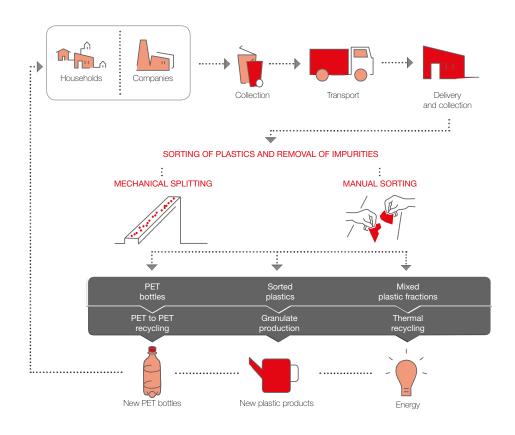
30,000 tonnes of plastic and commercial waste are processed in the high-tech sorting plant every year. The calorific value of 1 kg of plastic is the same as that in 1 litre of heating oil.







### Plastic cycle



### REDUX BATTERY RECYCLING

In addition to conventional batteries, lithium-ion and rechargeable batteries have become an increasingly large waste material group requiring new recycling approaches and solutions.

Through its involvement in Redux, the European market leader in battery recycling, Saubermacher has been able to further extend its lead in the recycling market. Redux has developed a ground-breaking technique that allows old batteries to be used as secondary raw materials. First, the inner parts of the batteries are mechanically processed so that their individual components – particularly zinc and manganese – can be used as a raw material in the manufacture of new batteries, thus creating true circulation in the spirit of 'zero waste' – a first when it comes to primary batteries.

The battery sorting process employs proprietary X-ray technology. Its automated sorting of 40 batteries every second with 98% efficiency is as noteworthy as the 90% value it adds.

A high-tech recycling plant in Bremerhaven is

capable of processing all types of lithium-ion battery. Saubermacher and Redux have jointly been researching and developing processes and technologies for many years. The plant recycles batteries in a multi-stage process with a sorting line and mechanical processing. It has a capacity of 10,000 tonnes per year. The innovative process allows Redux to achieve recycling rates that are as much as 40% above the statutory target values. The process recovers important secondary raw materials such as stainless steel, aluminium, copper, plastic and active material. The energy obtained from the batteries in the discharge process is fed into Redux's own grid.

Saubermacher is the only company in Austria with the authorisation required to transport damaged and therefore particularly hazardous lithium-ion batteries and rechargeable batteries.

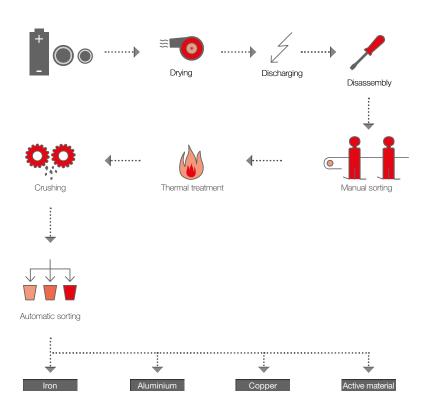
With its own proprietary X-ray technology and battery dismantling procedure, Redux GmbH is one of the leading battery recycling companies in Europe.







## Lithium-ion battery cycle



### THERMOTEAM RETZNEI

Certain waste types can be used to produce alternative fuels for use in the cement industry, representing a landmark in waste recycling.

In a joint venture between Lafarge Perlmooser and Saubermacher Dienstleistungs AG, ThermoTeam GmbH processes energy-rich waste into high-quality alternative fuels.

company's in-house production system in Retznei using separated production waste with a defined composition, non-recyclable packaging plastics and suitable pre-treated commercial and residential mixed waste fractions.

#### An infinite cycle

ThermoTeam's medium-term objective is to

forego the use of fossil fuels such as imported coal in favour of alternative fuels in an important attempt to bring down CO<sub>2</sub> emissions.

The alternative fuel is produced by the Thorough pre-treatment of waste material, for instance by splitting and removing impurities, gives the finished alternative fuel outstanding uniformity and homogeneity maximum quality assurance. recyclables sorting process ensures that materials such as PET bottles can be recycled and turned into bottles or other plastic products.

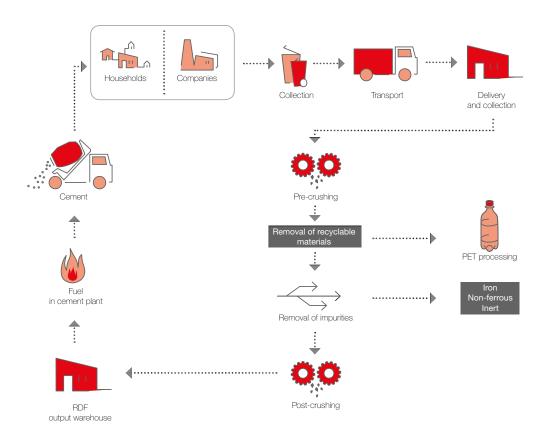


ThermoTeam helps to save around 120,000 tonnes of CO, per year and contributes to the substitution of around 79,000 tonnes of coal.





## Alternative fuel cycle



## PHYSICAL/BIOLOGICAL PLANT IN PREMSTÄTTEN

The result is clean water. The brainchild of intense research and development, a high-tech plant in Premstätten treats waste water and converts it for return to the natural water cycle.

The physical/biological treatment plant (P/B plant) treats liquid waste for use as process water in cleaning or for flushing sanitation systems. The plant is fully equipped with automated measurement and control technology and visualises all processes, including evaporation technology, thus considerably simplifying remote maintenance.

The plant treats contaminated industrial waste water with innovative processes such as ultra filtration. Liquids are cleaned, recyclable

materials such as oils are recovered and hazardous substances are eliminated. The liquids brought into the recycling plant contain up to 50,000 mg/l of oil, which is reduced to less than 500 mg/l after treatment.

Of the approx. 19,000 tonnes of liquid brought into the plant every year, 90% are reintroduced into the natural cycle as clean water. The remaining 10% are either used as recyclable materials in the recycling processes of other products or are eliminated as hazardous materials or impurities.

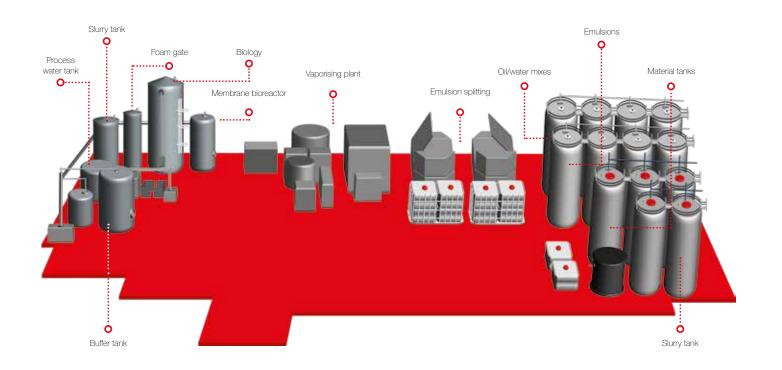
The plant can reduce the pollution of water to one per cent of the initial quantity and thanks to state-of-the-art technology, is a showcase plant for industrial waste water in Europe.







### Physical/biological treatment plant



## WORKSHOP SPLITTING IN PREMSTÄTTEN

From an oil-contaminated rag to a valuable raw material. The state-of-the-art treatment plant processes hazardous materials to recover alternative fuels and iron.

Premstätten, close to Saubermacher's headquarters in Feldkirchen bei Graz, is home to a 45,000 m² location for the storage and processing of hazardous waste, making the workshop splitting plant one of Saubermacher's key processing plants for the handling of solid hazardous waste.

The plant was commissioned in 2009 and undergoes a continuous programme of modernisation. The high-tech plant is capable of processing all conceivable products contaminated with oil, including oil filters, oil

cans, rags and hardened plastic waste. Much of the waste is mechanically crushed and then separated into different sub-fractions. Waste pre-sorting is, for the most part, carried out by a sorting excavator (80%), with the remainder carried out manually.

Around 7,000 tonnes of workshop waste are processed every year. The recovered output materials are then used for purposes including alternative fuels and iron recycling. A fully automated extinguishing system is in place to guard against the latent risk of fire.

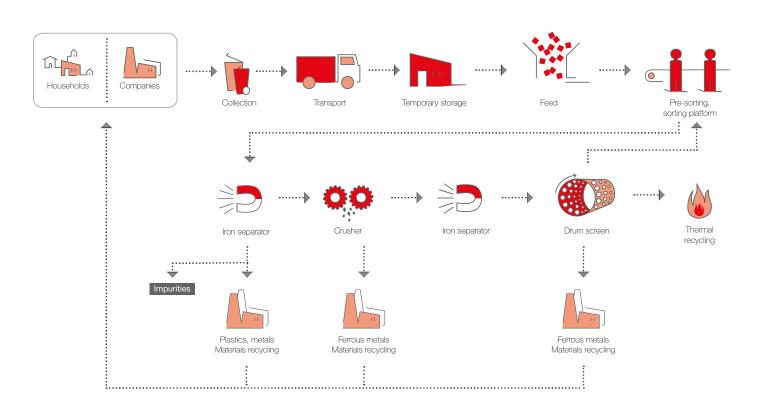


The most distinctive feature of this plant is its ability to produce alternative fuels from hazardous waste, thus turning the oil and lubricants that contaminate the waste products into a valuable raw material.





### Workshop waste circuit



# WASTE ELECTRICAL EQUIPMENT PROCESSING IN ST. MICHAEL

Sorted, crushed, separated and recycled as raw materials — that's the Saubermacher approach to waste electrical equipment.

The Saubermacher plant processes small household and business electrical appliances up to 50 cm in length, such as toasters, razors, mobile phones and kitchen appliances. Equipment is first pre-crushed. Ferrous parts are then sorted on a magnetic conveyor for recycling as iron scrap. Non-magnetic parts are then transferred via a feed hopper to the next sorting conveyor where they are manually sorted into plastics and non-ferrous metals such as copper and aluminium.

The technical flexibility of the plant is a key strength. The production process can be individually adapted to the different material streams, e.g. the plant is equipped with mobile phone ejection. This is especially important as

the composition of small household appliances is constantly changing. Valuable secondary raw materials can be recovered from different equipment including iron, zinc, copper and plastics, with an average of around 85% of the input material being materially recyclable and 10% thermally recyclable. The secondary raw materials are primarily used in plastic recycling and in huts. Hazardous components such as capacitors and batteries are removed and properly disposed of or recycled through special procedures. Composite materials that may still be present are further crushed and automatically separated into iron, non-ferrous metals and plastics. All of these recovered materials are fed back into production manufacture for re-use.

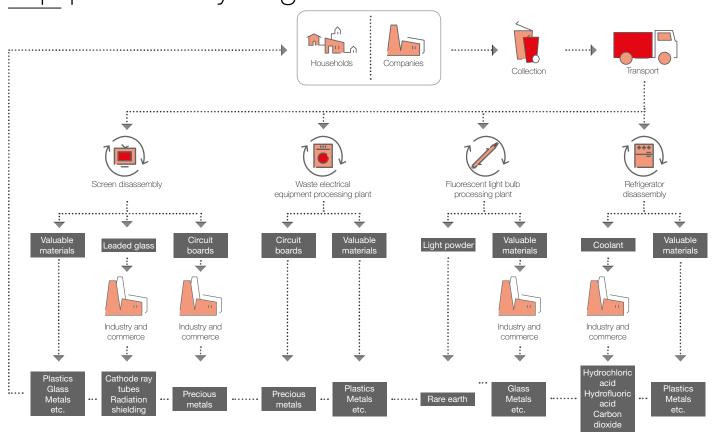
An average of 30,000 tonnes of small appliances are collected in Austria every year. Saubermacher processes around a fifth of this number in St. Michael.







## Waste electrical equipment recycling



## CHEMICAL/PHYSICAL PLANT IN TROFAIACH

From polluted to clean water: the CP (chemical/physical) plant in Trofaiach treats liquid, hazardous waste to generate usable substances.

At the plant in Trofaiach, liquid waste substances from industry and commerce undergo a multistage treatment process to reduce the hazard potential to people and the environment.

The plant recycles around 25,000 tonnes of contaminated liquid waste every year, including waste acids and lyes, oil/water emulsions, oil separator contents and used oil. The chemical processes encompass the neutralisation of

acids with lime or separation of emulsions through targeted addition of splitting agents. The physical steps utilise gravitational or centrifugal force to effect phase separation or temperature to distil mixtures. Downstream of the CP plant, the water, by this point cleaned to the greatest possible extent, undergoes biological cleaning where it is exposed to microorganisms. This process removes virtually all remaining contamination from the water.

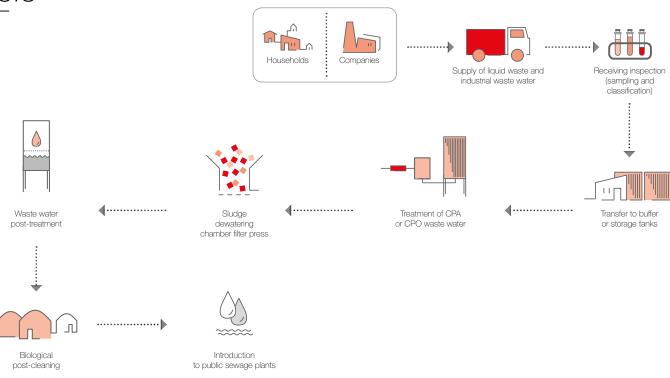


Sustainability and consideration for resources are our uppermost priority. After treatment, the clean water can be returned to the natural water cycle.





## Water treatment cycle





# Public private partnerships

Successful cooperation with the public sector

## THE BEST OF OTH WORLDS

Public private partnerships (PPPs) are the most effective way of bundling the strength of municipal organisations and those of private waste management.

What is the benefit of a public private partnership and how can it 'help' a municipality? By adding the knowledge and resources found in the private sector to the assets already well established in the municipal sector.

Saubermacher is the only company in Austria to enter into municipal waste management PPPs to the benefit of as many as 290,000 residents, and the results speak for themselves. Since their inception, Saubermacher PPPs have doubled turnover and profit on a per employee basis.

The objective of this kind of partnership is to efficiently carry out public tasks using private economic means and to establish a new range of services in the region.

#### How it works

The municipality and Saubermacher jointly establish a new company under its own name. The management of the company is taken over by one representative from the municipality and one from Saubermacher. Existing employees are brought into the new company or remain employed by the municipality.



The Villacher Saubermacher PPP has increased its turnover by more than 50% over the past 15 years, primarily by acquiring new business customers and by offering new services.

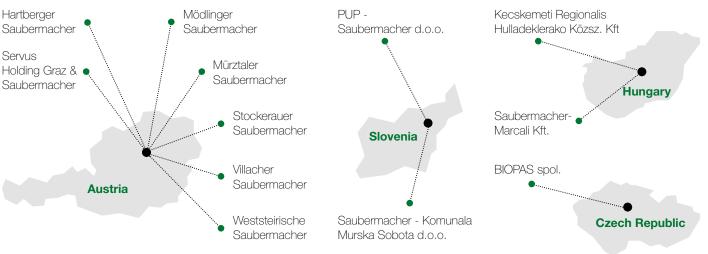


#### Benefits at a glance:

- + Secures local jobs
- + Control over charges for the municipality
- + One-time income from the sale of fixed assets
- + Additional revenue from businesses
- + Additional municipal taxes

- + Public influence during ongoing operations
- + Budget relief (no investment)
- + Additional revenue through synergies and business expansion
- + Profit distribution
- + Exchange of knowledge

#### Saubermacher PPPs





# Professional services

Professional services from a single source

## SAUBERMACHER OUTSOURCING

Saubermacher Outsourcing GmbH is a leading provider of solutions for plant logistics and is synonymous with high quality, reliability and efficiency.

Saubermacher Outsourcing GmbH was founded in 2001 as a 100% subsidiary of Saubermacher Dienstleistungs AG. The company employs around 450 employees in Austria and around 350 in Hungary and has been certified in accordance with ISO 9001, ISO 14001, EMAS-VO, SSC and as a specialist disposal firm.

In recent years, the company has grown to become one of the leading solutions providers

for plant logistics, with the clear commitment to continually improving the profitability of its customers.

Saubermacher Outsourcing is proud of its role as a partner to its customers and is synonymous with high quality, reliability, innovation and efficiency. In addition to plant logistics, the company also offers other typical outsourcing services including cleaning and waste disposal.

Many companies take care of internal plant logistics themselves. This often leads to a higher cost structure due to a personnel surplus and investment and outlay for inventory and warehouse shrinkage. We take care of all of these non-core activities for you, while you can take advantage of our expertise and experience!







#### An overview of services

#### **LOGISTICS**

- + Empties management
- Inventory management
- + Warehouse management
- + Production logistics

#### **CLEANING**

- + Final construction cleaning
- + Façade cleaning
- + Window cleaning
- + Basic cleaning
- + Industrial cleaning
- + Special cleaning
- + Maintenance cleaning

#### **WASTE MANAGEMENT**

- + Customised waste solutions
- Disposal of all hazardous and nonhazardous waste
- + Personnel and equipment supply

#### **OTHER SERVICES**

- + Document destruction
- + Courier services
- + Clearing
- + Car park management
- + Personnel leasing
- + Relocations
- + Summer/winter services

#### Saubermacher OUTSOURCING

Saubermacher Outsourcing GmbH Hans-Roth-Straße 1, 8073 Feldkirchen bei Graz T: +43 59 800 7000, E: outsourcing@saubermacher.at www.saubermacher-outsourcing.at

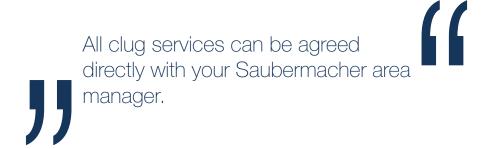
## HIGH QUALITY ANALYSES — CLUG TROFAIACH

The accredited clug lab has been providing high-quality comprehensive analyses since 1996 and is a dependable partner when it comes to sampling and chemical analysis of solid and liquid waste, soil, water and waste water samples.

clug is a competent and dependable analysis of solid and liquid waste fractions. As a point partner for municipalities, industry and business of contact for the entire process, clug supports as well as private individuals.

Highly qualified employees paired with state-ofthe-art technology allow for precise substance analysis, whether of environmental samples or

of solid and liquid waste fractions. As a point of contact for the entire process, clug supports its customers with comprehensive and expert knowledge throughout and provides quality-conscious analysis, standardised sampling, compliant processing and competent advice on all aspects of environmental analysis.





#### An overview of services

- + Sample planning
- + Sampling and chemical analysis of solid and liquid substances
- + Waste assessment in accordance with landfill regulations
- + Identity checks as part of receiving inspections for landfill owners
- + Seepage investigations
- + Waste assessment in accordance with waste registry and classification regulations

- + Waste assessment in accordance with waste incineration regulations for solid and liquid waste
- + Soil, ground and waste water investigations
- + Measured result interpretation and reporting (assessment certificates)
- + Officially mandated inspections of private, municipal and industrial water treatment plants
- + Compost and sewage sludge analysis



clug Trofaiach – Engineering office for cultural engineering and water management, disposal and environmental engineering Jakob-Dellacher-Gasse 8, 8793 Trofaiach
T: +43 59 800 5703, E: clug@saubermacher.at

## TANK CARE – CAPO

44 years of experience and more than 25,000 plants expertly maintained – Capo's professional tank protection can handle just about anything. From 1,000 litre home installations to 50,000,000 litre oil tanks, there are no limits.

Capo provides customers throughout Austria with tailor-made solutions in tank installation, cleaning, retrofitting, restoration and removal, as well as state-of-the-art technology in gas detection.

All work is carried out by trained specialists with official audit, a guarantee of an optimal,

seamless service. Work is carried out quickly and reliably with the latest safety equipment and high-pressure tank cleaning vehicles.

Capo tank cleaning guarantees optimal tank care, helping to prolong the service life of the tank and ensure fault-free operation of the equipment.



Services from a single source – available directly through Saubermacher.





#### An overview of services

- + Filtering and temporary storage of heating oil and oil transfers
- + Heating oil and fuel tank cleaning
- + Internal tank audits in accordance with BGBI. no. 240/1991
- + Seal testing
- + Ultrasonic thickness measurements
- + Tank inspections in accordance with VbF/WRG
- + Retrofitting of inner shells for double walls

- + Tank decommissioning and removal
- + Design, installation and repair of tank systems
- + Tank room renovation
- + Overfill damage rectification and repair
- + Design and maintenance of gas monitoring systems
- + Tank renovation and coating



Capo Tank - Energie - Technik Service GmbH Am Damm 50, 8141 Premstätten T: +43 3136 52253 0, E: office@capo-graz.at www.capo-graz.at

### wastebox.at SELF-SERVICE PLATFORM

wastebox.at combines the technical expertise of traditional waste disposal with the efficiency and user friendliness of modern online services. It's Saubermacher's way of responding to the needs of customers in the digital age by offering the easiest way to dispose of waste.

Renovation and restoration projects in the home often leave lots of rubble and wood behind, and clear-outs leave the bin hopelessly solid, non-hazardous waste), Saubermacher overwhelmed. The new online service wastebox.at is easy to use and is available 24 hours a day, 7 days a week.

#### Buy it.

#### Order the wastebox service online.

Choose online from a range of waste types and container sizes, order and your selected combination will be delivered to your door on the date that you choose. You'll receive a guaranteed fixed price which can be paid conveniently online.

#### Pack it.

#### Fill the wastebox.

The wastebox is ready to be filled. The online shop offers a cost-effective means of disposing of different waste types including waste wood, green waste, rubble and asbestos/Eternit, where strict separation is essential. With the special 'stress free' disposal option (mixed experts and partners ensure proper separation of waste and forward it on to undergo recycling, saving you time.

#### Pick it.

#### Order collection online.

Once the container is full, collection can be ordered directly via the online platform regardless of business hours and queues.

# 1M<sup>3</sup> FREE SPACE



Pack it. Pick it.

House construction, conversion, clear-out or garden makeover hopelessly overwhelming your bin?

Organise your waste disposal now at www.wastebox.at!



If you're unsure at the time of ordering which waste you're likely to have, you also have the option of ordering a 'bag only'. In this case, the costs of disposal are determined at the time of collection.







wastebox.at

The self-service platform from Saubermacher T: +43 59 800 1234, E: office@wastebox.at www.wastebox.at

## wastebox.biz – the easiest way to dispose of waste

With the innovative wastebox.biz app, Saubermacher is leading the way in showing how waste management 4.0 works. It has never been easier for construction companies to organise disposal of their waste.

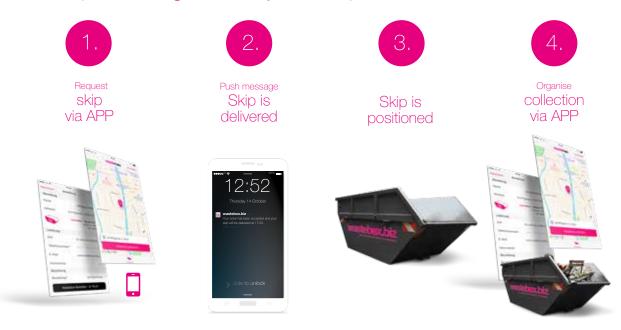
wastebox.biz is based on a digital platform that allows (construction) companies to easily organise disposal of construction waste through their smartphone or desktop quickly and with complete transparency.

The app integrates customers and suppliers intelligently in real time. This helps to ensure a faster and more reliable service with even greater flexibility. It's also a service that is kind

on the environment - the app sends your order to vehicles in logistically favourable locations.

All important documents and notifications are sent directly to your smartphone and to the portal. Plus, what is more, key figures and legal notifications are created automatically. Save costs and operate in real-time – that's waste disposal 4.0.

#### Disposal is organised in just 4 steps:





wastebox.biz is revolutionising construction site disposal. The platform improves efficiency and transparency and helps to save time and money. Join the network and start benefiting!







wastebox.biz

The practical app for construction companies from Saubermacher T: +43 59 800 3000, E: support@wastebox.biz www.wastebox.biz

## Daheim The service app

The service app from Saubermacher sends information from the municipality directly to residents' smartphones. It's a little like a digital community newspaper and includes push notifications with information about waste collection.

After downloading the app to a smartphone or retrieve collection schedules and information tablet, the user merely needs to enter the place about how to separate waste correctly and of residence and street and he can then select learn more about what happens to waste when all services that are of interest. Users can it's recycled.



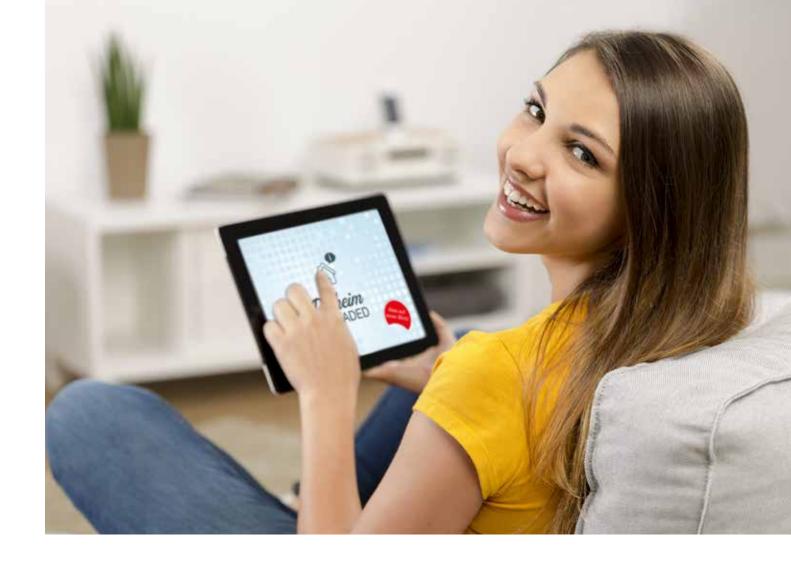
#### DOWNLOAD NOW FREE OF CHARGE:

The Daheim app from Saubermacher is available to iPhone and iPad users in the App Store and to Android users in the Google Play Store. The service is free to end users. For further information, visit www.daheim-app.at



The Daheim app was originally designed as a reminder app for waste collection schedules, but has since grown to become an innovative multi-communicator.





Push notifications are individually adjustable to remind users of when organic waste and waste glass is being collected.

And that's just one half of the app! The app also allows municipalities to communicate directly with residents via the content management system, including information and news, turning the app into a digital community newspaper.

The Daheim app is available in two versions: The basic version provides collection schedules including a reminder function, separation information and energy saving tips. The all-in-one version allows for direct communication with users' smartphones via customised info channels. Users decide for themselves which areas they would like to receive information about via push notification.

In addition, the Daheim app gives associations, schools, tradespersons, etc. a free-of-charge communication platform.



Daheim – the service app from Saubermacher T: +43 59 800 5000, E: office@daheim-app.at www.daheim-app.at



# Social responsibility

for people and the environment

## VISP RECYCLING AND UPCYCLING

'Creating jobs through recycling instead of disposal' is the VISP motto, an approach that dovetails well with with Saubermacher's corporate philosophy of responsibility for the environment, people and society.

VISP Verwertung und Upcycling GmbH, founded in Grafenwörth in Lower Austria, is an eco-social not-for-profit waste management initiative that provides work for the long-term unemployed and an opportunity for them to reintegrate into the labour market through meaningful activities in the environmental field. VISP places particular emphasis on training and on returning the long-time unemployed to the regular labour market. With funding contributions from AMS and the state of Lower Austria, social responsibility is promoted

with a focus on equality, work appreciation and education and training. Employees' main responsibility is to disassemble display monitors. In addition, VISP also operates a polystyrene mill and manages a warehouse on behalf of the 'Abfallverband Tulln'. The project adheres to the principles of respective individual abilities and promotes their cooperative use to help create better opportunities for all. High quality across the board is a priority issue – it's the only way of ensuring customer and partner satisfaction.





## TECHNICAL TRAINING – RESEARCH CENTRE

In times of raw material scarcity, Saubermacher wants to do all it can to help conserve resources.

And the new research centre on Puchstraße in Graz is an impressive way of underscoring the importance of this approach. Working in collaboration with universities and research partners from the world of industry, the centre will be used for the testing and development of new recycling solutions.

The centre is unique, serving as a link between

the lab and the production plant. It is capable of carrying out representative research quickly and flexibly on large quantities of waste streams and heterogeneous waste.

Saubermacher has spent many years working intensively on the recovery or raw materials and is always developing new recycling processes and plants, including for waste streams that don't yet exist.

## HANS ROTH ENVIRONMENTAL AWARD

Austrian waste management technology enjoys international recognition. As an innovative industry, waste management requires input from research and development.

Saubermacher sees the challenge as the need to foster an active exchange between science, business, technology and environmental protection, and to encourage this, the Hans recycling. Particular emphasis is placed on Roth Saubermacher Environment Award was launched in 2003. The €3,500 Hans the originality and practicality of implementation Roth Environmental Award Austria as well as

awards to three partner universities are given to masters and doctoral students for outstanding work relating to environmental protection and concrete proposals and methods as well as on and the economic benefits in everyday life.





## SARA AND ROB

In 2013, Saubermacher launched an initiative to make issues such as environmental protection, recycling and waste prevention more accessible to children.

Sara, the world's most curious little girl, and her robot Rob hit the road to find out more about recycling together. They also learn about the importance of separating waste, what abbreviations and acronyms like PET really mean, how organic waste is turned into electricity, how metal packaging can be recycled and what alternatives there are to batteries. Available as a free interactive app in the App Store and Google Play Store, young explorers can discover interactive elements, finish recycling circuits and complete puzzles in three different skill levels. Sara and Rob is designed for children over the age of 3. For further information, visit: www.saramachtsauber.at

## ECOTOUR – THE ADVENTURE OF RECYCLING

As a partner in the 'Erlebniswelt Wirtschaft' programme, Saubermacher offers exciting insights to those interested in the world of recycling.

#### PARTICIPATING PLANTS

#### High-tech plastic sorting plant, Graz

30,000 tonnes of plastic waste are separated into 14 fractions and processed with an efficiency of 98% in a fully automated process, after which the waste is sent for further recycling or energy production. 80% of the materials are recycled.

Tuesdays, 8 am - 3 pm, by appointment.

#### Alternative fuel processing ThermoTeam, Retznei

Commercial waste is used to process alternative fuels as a specific substitute for fossil fuels such as coal, marking ThermoTeam's important contribution to  ${\rm CO}_2$  reduction.

Wednesdays, 8 am - 3 pm, by appointment.







### Tour info

To book: ecotour@saubermacher.at

T: +43 59 800

Tour language: German and English

**Duration:** approx. 60 minutes

Group size: 2 - 20 people

Other: 8 years or older,

voluntary donation, limited disabled access

For further information visit: www.erlebniswelt-wirtschaft.at



### SERVICES FROM A-Z

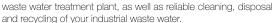


#### Waste management concept

We create and update the legally mandated waste management concept for you automatically, or as required, to the current legal situation.



Saubermacher carries out qualified and environmentally compatible operation and maintenance of your





#### File and data shredding

Saubermacher ensures reliable and complete destruction of your confidential files and data.

#### Glass collection

Saubermacher provides containers for glass and takes care of removal quickly and quietly using specialised vehicles.



#### Paper collection

Saubermacher has containers available for paper and cardboard in various sizes, offers compactors for large quantities and handles the regular collection of your waste paper products.

#### Collection centres

Saubermacher is your experienced partner for the design, planning, construction and maintenance of collection centres.





#### Analysis services

State-of-the-art analysis technology and highly qualified personnel ensure quality sampling and expert advice for your environmental analysis.

#### Aqua services

Saubermacher Aqua Services offers quality sewer and sewage plant services, and is available 24 hours a day, 7 days a week in case of emergencies.



#### Battery disposal

We guarantee that the batteries that we receive undergo ecologically high-quality and economically meaningful disposal in accordance with battery and waste management regulations.

#### Construction site services

Saubermacher is on site for you: we dispose of any materials, carry out a needs assessment, create

a tailor-made disposal concept and see to it that everything it completed quickly and professionally.



#### Organic waste collection

We take care of the sustainable collection of and recycling of your organic waste and ensure compliance with all legal requirements. In addition to collection and recycling, we also regularly clean the base of your bins.

#### Daheim - the service app

Never forget a collection date again thanks to the new app from Saubermacher. With features including 'community news' and other tools, municipalities can better communicate with their citizens.



#### Demolition and removal

Whether it's oil tanks, lifts, heating and ventilation systems or the dismantling of an entire industrial plant or old industrial buildings, our dismantling teams can tackle any problem!



We guarantee that the equipment that we receive undergoes proper disposal in accordance with waste electrical equipment and waste management regulations.





#### Clutter removal service

We remove equipment, junk and old furniture quickly and take care of all the logistics, providing staff if necessary, and leave your premises swept clean.

#### Hazardous waste disposal

Saubermacher collects hazardous waste directly at the source, transports it with specialised vehicles and analyses the waste in its own labs before it is sent for recycling or disposal.





#### Kitchen and food waste disposal

Perishable waste must be disposed of quickly. Saubermacher provides customised removal by planning with the customer the type, number and size of containers, as well as regular collection times and

container replacement and recycling in biogas plants.



#### Event services

Organising a major event is enough work in itself. Our tailor-made and reliable service concepts with which we handle the planning and rapid removal of waste ensure your event runs smoothly.

#### External waste advisers

The laws and regulations for waste are changing all the time – our experts take over the role of waste adviser for your company, keeping you up to date as things change.





#### Facility services

Let us take care of maintenance and cleaning services, in-plant transport, winter and summer services, messenger services and waste-specific technical solutions while you focus on your business.

#### Grease separator cleaning

With Saubermacher grease separator cleaning, odours, backwater and sewer blockage can be prevented and repair costs avoided ensuring the proper operation of your grease separator.





#### Hazardous materials advisers

Saubermacher hazardous materials advisers are available for the transport, loading, unloading, packing or filling of hazardous materials.

#### Commercial waste disposal

Saubermacher offers the perfect recycling and disposal solution for your commercial waste, collecting and transporting from the point of origin, saving you high landfill costs.





#### Green waste recycling

From tree, shrub and grass clippings to windfall, leaves and garden waste, Saubermacher aids in the composting of green waste, which is an important resource.

#### Industrial cleaning

Saubermacher's professional cleaning removes deposits to extend the service life of your plant. To ensure that your operation is not disturbed by cleaning, we clean not only during operation but also over weekends and during shutdown periods.



## ]

#### Light bulb disposal

We guarantee that the bulbs that we receive undergo ecologically high-quality and economically meaningful disposal in accordance with waste electrical equipment and waste management regulations.

#### Health sector studies

After a thorough analysis and taking into account your wishes and needs, we create an individual tailor-made disposal concept for you.



#### Oil separator cleaning

Through regular professional maintenance and cleaning of your oil separator, Saubermacher helps prevent function loss and ensures constant performance



## Intelligent, individual solutions for our satisfied customers

#### Customer portal

The Saubermacher customer portal allows you to organise your waste disposal quickly and easily and provides a clear overview of your order management including orders, quantities and delivery times.



#### Residual waste disposal

The safe and reliable collection of residual waste by Saubermacher is well known and trusted. Municipalities have access to efficiently planned and optimised collection routes and companies have access to our unique method of weighing single bins.

#### Bulky waste collection

Saubermacher has developed its own bulky waste concepts to provide optimal recycling strategies which, depending on the municipality, offer various options for delivery of your bulky waste



#### Street cleaning

We clean streets and squares to help you feel at home in them. Our street cleaning service ensures the cleanliness and accessibility of transport routes.

#### Tank cleaning

Saubermacher cleans tanks of any size and ensures problem-free operation with regular maintenance to prolong the service life of your tank system.





#### Packaging collection

Our collection and disposal service for plastic packaging is individually tailored to you. Waste is taken to our sorting plants to be recycled in accordance with the regulations of the ARA system.

## CONTACT

#### Customer service

Saubermacher Dienstleistungs AG Hans-Roth-Straße 1 8073 Feldkirchen bei Graz

T: +43 59 800 5000

E: kundenservice@saubermacher.at

www.saubermacher.at

#### Environment and oil alarm

In the event of accidents when transporting hazardous materials or in the event of the escape of environmentally harmful substances, Saubermacher's environment alarm team is on hand 24 hours a day, 7 days a week to assist you.

#### T: +43 59 800 2333

Styria/Carinthia/Vienna/Lower Austria/Burgenland

#### Waste water alarm

In the event of blockages or other problems in your sewer or septic tank, Saubermacher's waste water team is on hand 24 hours a day, 7 days a week to assist you.

#### T: +43 59 800 2333

Styria/Carinthia

LEGAL NOTICE: Media owner and publisher: Saubermacher Dienstleistungs AG, Hans-Roth-Straße 1, 8073 Feldkirchen bei Graz. Project management: Saubermacher Group communications Bernadette Triebl-Wurzenberger. Production: Saubermacher Group communications Manufacture: Medienfabrik Graz. NOTE: The selected form for all personalised designations in this supplement applies to both genders in all cases.



