Missouri Municipal League Conference

September 27, 2021

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Republic Services Recycling St Louis
Agenda

• About Republic
• Current Market and Drivers
• Discussion on Pandemic Effect
• Where are we Going
Who are We
Republic Services

14 million customers
39 states
36,000 + employees
197 Transfer Stations
Over 80 Recycling Centers
190 Active Landfills
100 Million tons of Waste Collected Annually
Republic Services St. Louis

• 4 Hauling Operations
• 5 Transfer Stations
• 1 Landfill
• 2 Material Recovery Facilities (MRF’s)
• Over 300 Vehicles
St Louis Recycling Operations

• Modern, High-Tech Sorting
• Recover and Market over 15,000 tpm
• Handle over 70% of Greater St. Louis Volume
• Bring in Volume from 150-mile Radius
• Employ 130+ People in Recycling Alone
Recycling Markets

- Mainly Domestic
- Commodity Traded Globally
- Produce a Raw Product for Manufacturing
- Effected by Many Sources - Economy, China Sword, Weather, Uprisings, Pandemics, Boats Stuck in Canals, etc.
Current Recycling Situation

• Markets are up!
• Demand is Strong
• Supply is Behind
• Many Outside Pressures
Cardboard Prices Last 12 Months
Mix Paper Pricing

Chart Title
Plastic Pricing

PET Plastic #1

[Graph showing the pricing trend for PET Plastic #1 from Sept to Aug]
## Material Value Index (MVI)

### SINGLE STREAM

<table>
<thead>
<tr>
<th>Material</th>
<th>Percentage</th>
<th>Market Value</th>
<th>Market Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>ONP</td>
<td>46.20%</td>
<td>$145.00</td>
<td>$66.99</td>
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<tr>
<td>MXP</td>
<td>13.30%</td>
<td>$80.00</td>
<td>$10.64</td>
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<tr>
<td>OCC</td>
<td>5.25%</td>
<td>$135.00</td>
<td>$7.09</td>
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<tr>
<td>PET</td>
<td>2.15%</td>
<td>$740.00</td>
<td>$15.91</td>
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<tr>
<td>HDPE Natural</td>
<td>1.57%</td>
<td>$810.00</td>
<td>$12.72</td>
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<tr>
<td>HDPE Color</td>
<td>1.11%</td>
<td>$670.00</td>
<td>$7.44</td>
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<tr>
<td>3-7 Plastics</td>
<td>0.54%</td>
<td>$40.00</td>
<td>$0.22</td>
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<tr>
<td>Steel Cans</td>
<td>3.21%</td>
<td>$75.00</td>
<td>$2.41</td>
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<tr>
<td>UBC's</td>
<td>1.49%</td>
<td>$1,490.00</td>
<td>$22.20</td>
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<tr>
<td>Mixed Glass</td>
<td>17.68%</td>
<td>($17.50)</td>
<td>($3.09)</td>
</tr>
<tr>
<td>Residuals</td>
<td>7.50%</td>
<td>($40.00)</td>
<td>($3.00)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>100.00%</td>
<td><strong>$139.51</strong></td>
<td></td>
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Value of Residential Single Stream MVI
Material Value Index

Residential Single Stream Value
What's Driving This

Paper

• Pandemic – Food Packaging
• China Sword
• E-Commerce – Largest Reason
• Sustainable, Growth Expected 3-6% to Continue
What’s Driving This

Containers
• RPET – Recycled PET  Coke, Pepsi, others
• Automotive
• Construction
• Home Goods
Pandemic Effect

- Prior to Pandemic Plant was 60% Resi, 40% Commercial SS
- Residue Rates had Fallen to 8% by Volume
- Currently Resi is 80%, Commercial is 20%
- Residue Rates Have Risen to Over 11% by Volume
Pandemic Effect

- Toweling - Tissue
- Food Grades
- Panic buying
- At Home Effect
- Large Amounts of Cardboard Coming from Households
What Does the Future Hold?

• “Experts” Predicting Continued Growth
• Packaging and Bottlers Continue Demand
• Remember Slide 6, Many Outside Pressures Effect these Commodities
What Goes Up Must Comes Down

• Even Billionaires
Questions?