

EPR Meets Garbage: How we see it

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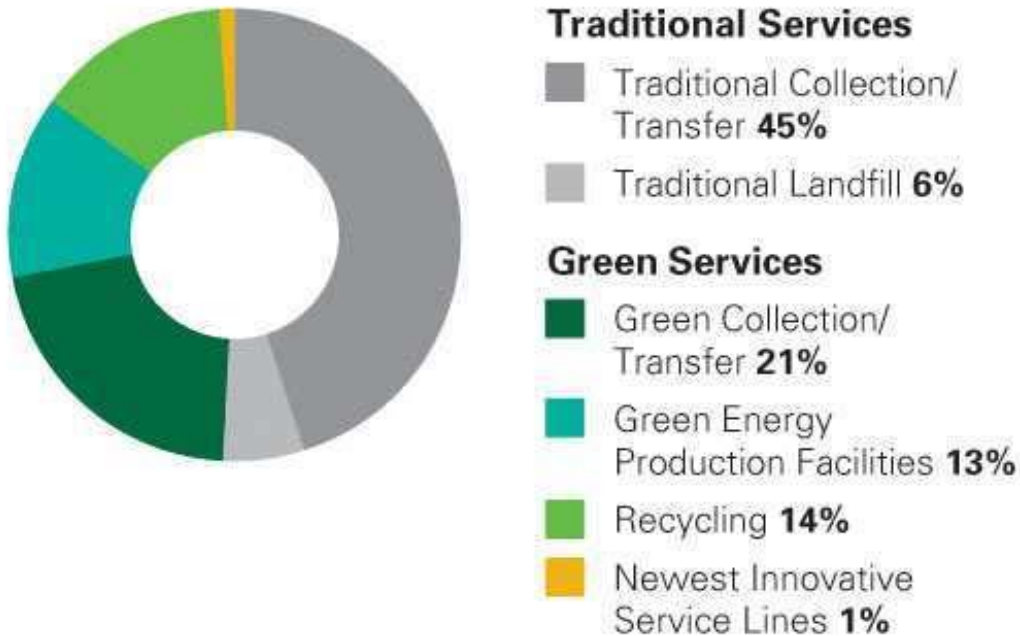
Agenda



I Think GREEN Every Day.

- Company Overview
- Comments on EPR for Packaging
- How EPR fits into WM Strategy

Waste Management Mix of Business



- 2009 Revenues \$11.8b
Ranked 196 on Fortune 500
- Possess approx 26% market share of today's \$52b Solid Waste Market
- Serve 20m customers, employ 43,000 in 49 States, DC, Canada & PR
- 8.5 million tons recycled or reused
- We don't produce a product or any packaging

EPR for Packaging



- Low recycling rates – compared to other countries
- Lack of funds to improve recycling rates
- Most Packaging is not designed for end-of-life management/resource recovery
- Potential for inconsistent EPR laws around the country (E-Waste)
- Reduce Toxicity in the wastestream

- Allocation of cost, responsibility, and control
- Setting goals – recycling vs diversion or recycling and diversion
- Setting goals – company specific, material specific(glass), material stream (beverage containers), or overall system
- Disposal bans or generator bans
- Role of government (fed, state, & local), brand owners, service providers, consumers
- Anti-trust
- Efficiency of the system (consumer collection vs consumer delivery)

- What is the basis of the funding system?
 - Eco- fees (visible or non-visible) – Are they a publicly sanctioned and private levied tax (sports authority tax or hospital district tax)
 - How many times does the consumer pay?
 - Material values alone cannot be counted on

- Change is needed
 - Incentivizing the change
 - So OEMs design products and packaging that are easy to recover, recycle, and reuse
 - So Consumers will use the recovery system and purchase environmental friendly products

- Life Cycle Assessments

- Voluntary or Mandatory

- Potential for non-recycling/waste management professional running/managing the system

What does EPR mean to WM?

- We are changing... **fast!**
- WM is not your parents' garbage company!
- Waste Management is evolving into a resource management company.
- WM is investing in resources and technologies to fit our customers changing needs.
- WM is investing in new technologies to process and market materials to their highest and best use.

What does EPR mean to WM?

- It's not just about packaging.
- But we are doing packaging
 - Greenopolis - Dream Machines – PET
 - Carton Council – Gabled Cartons
 - Yoplait - Yogurt Cups and other #5 packaging – Pilot in Denver
 - Next “recyclable” item.
- Using our expertise to work with OEMs to ensure we are helping them design a product that is not only made with recycled content but will be recycled.
- We are looking to help improve the recycle rates at the curb (that is where the next recycled-content material is coming from).
- Not just about packaging for us – we see huge opportunity in other streams

Closed Loop Recycling Model

Think GREEN Every Day.

Bottling Plants



Consumer Collection and Engagement



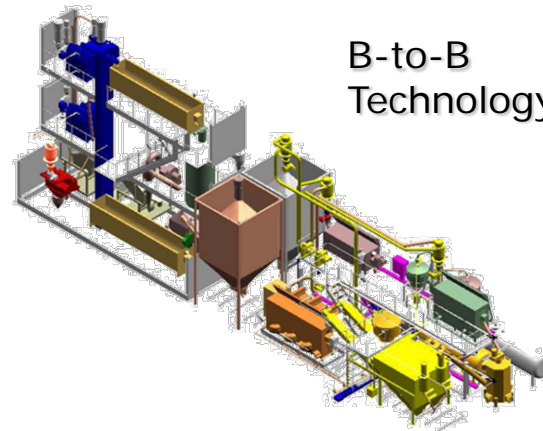
Strategic Collection Logistics



Bottle Suppliers



B-to-B Technology



rPET





1. Provide valued solutions to our customers.
2. Extract more value from the materials we manage.
3. Manage our own sustainability goals.

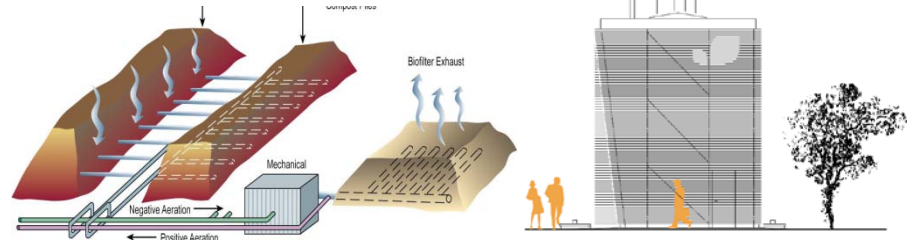
1. Environmental Solutions

- Consumers, governments and businesses more focused on where their garbage goes.
- Smaller products and less packaging, paper and newsprint is flowing through waste streams.
- Waste as an untapped resource.

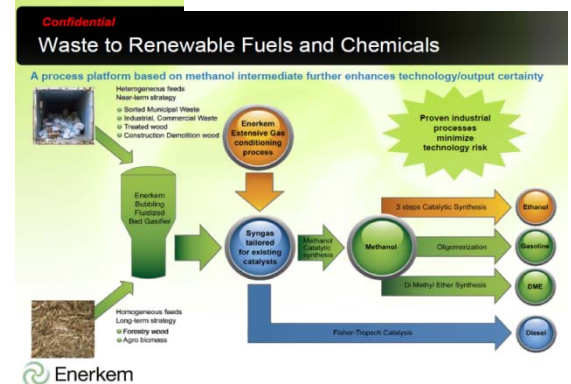
- We actually power more U.S. homes than the entire U.S. solar industry.
- Others—even outside of our industry—are joining in the search to extract more value from the waste stream. Going beyond material value to conversion.
- Partnerships are important to us.

Technology Partners

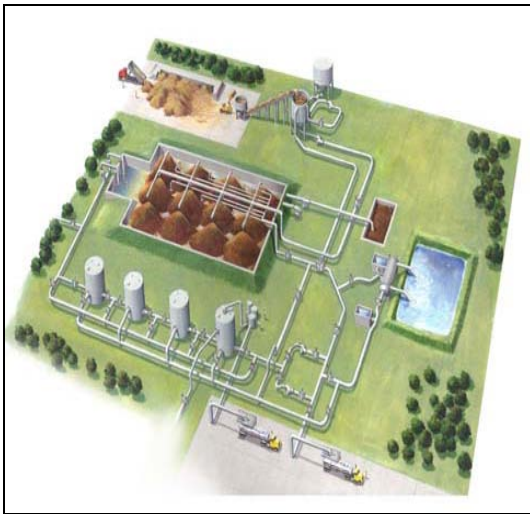
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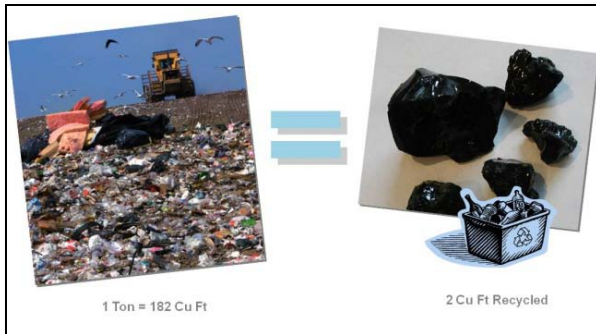
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TERRABON



InEnTec



3. 2020 Sustainability Objectives

1. Increase waste-based energy production
Energy to power 2 million homes (from 1 million today)
2. Increase Recycling Volumes
From 8 million tons to 20 million tons
3. Invest in Cleaner technologies
15% Improvement in Fuel Efficiency & Emissions Reduction
4. Reuse Landfill Resources for Wildlife Habitat
From 24 Sites to 100 Sites Certified by the Wildlife Habitat Council

