



# Republic Services Inc. (RSG)

Updated October 28<sup>th</sup>, 2022 by Nikolaos Sismanis

## Key Metrics

<b>Current Price:</b>	\$130	<b>5 Year CAGR Estimate:</b>	7.7%	<b>Market Cap:</b>	\$40.9 B
<b>Fair Value Price:</b>	\$120	<b>5 Year Growth Estimate:</b>	8.0%	<b>Ex-Dividend Date<sup>1</sup>:</b>	12/29/2022
<b>% Fair Value:</b>	108%	<b>5 Year Valuation Multiple Estimate:</b>	-1.6%	<b>Dividend Payment Date:</b>	01/13/2022
<b>Dividend Yield:</b>	1.5%	<b>5 Year Price Target</b>	\$176	<b>Years Of Dividend Growth:</b>	18
<b>Dividend Risk Score:</b>	B	<b>Retirement Suitability Score:</b>	D	<b>Rating:</b>	Hold

## Overview & Current Events

Republic Services, Inc. is an industry leader and national provider of recycling and non-hazardous solid waste disposal, operating in 41 states. The company holds around 20% market share of the landfill volume in the United States and is only behind Waste Management, which holds around 26%. Moreover, by operating in an industry with increasing consolidation, its position should improve further. The trash-collection industry benefits from predictable cash flows because of its non-cyclical business model. As a result, Republic Services has been able to return capital to its shareholders consistently. The dividend has been growing for the past 18 years, since the first one was declared in 2004. The company generates around \$11 billion in annual revenues and is based in Phoenix, Arizona.

On October 27<sup>th</sup>, 2022, Republic Services reported its Q3 results for the period ending September 30<sup>th</sup>, 2022. For the quarter, adjusted EPS was \$1.34, 19.6% higher than Q3 2021, while revenues grew 22.6% year-over-year to \$3.60 billion. Higher revenues were driven by higher pricing and acquisitions, including the buyout of U.S. Ecology, which closed on May 2<sup>nd</sup>. Specifically, total revenue growth was driven by organic growth of 10.2% and a 12.4% contribution from acquisitions.

Adjusted EPS grew at a slightly slower pace than revenue due to slightly thinner margins. Specifically, the net income margin fell 40 basis points year-over-year to 10.6%, mainly due to a 21.3% increase in SG&A expenses.

During the earnings call, management reiterated their guidance, expecting full-year adjusted EPS to land between \$4.77 and \$4.80. We have utilized the midpoint of this range in our estimates. Further, adjusted free cash flow is expected within the range of \$1.700 billion to \$1.725 billion.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>EPS</b>	\$1.56	\$1.63	\$1.54	\$2.14	\$1.79	\$3.79	\$3.17	\$3.34	\$3.56	\$4.17	<b>\$4.79</b>	<b>\$7.04</b>
<b>DPS</b>	\$0.91	\$0.99	\$1.08	\$1.16	\$1.24	\$1.33	\$1.44	\$1.56	\$1.66	\$1.77	<b>\$1.98</b>	<b>\$2.71</b>
<b>Shares<sup>2</sup></b>	367	362	357	350	343	337	327	321	319	319	<b>317</b>	<b>280</b>

Republic Services' EPS CAGR has been around 11.5% over the past decade, while DPS CAGR has been about 7.7% over the same period. We retain our EPS growth estimate to 8%, sustained by the company's organic growth, contractually secured payment increases, and stock buybacks. The company bought back \$252.2 million and \$203.5 million worth of its stock during 2021 and year-to-date, respectively. The company's current repurchase program remains at \$1.5 billion and is to be completed by 2023. It represents around 3.7% of the company's current market cap.

Hence EPS is likely to grow by that much from share repurchases alone ceteris paribus. For context, since 2010, the company has retired around 19% of the outstanding shares. More contracts are switching to annual rate increases, and Republic is constantly beating and raising its own estimates. Thus, EPS growth is likely to be faster through 2027, though

<sup>1</sup> Estimated dates based on past dividend dates

<sup>2</sup> Share count is in millions.

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we remain prudent. We also retain our DPS growth estimates at 6.5%, which reflects the DPS growth acceleration following the latest increase and Republic's overall higher affordability for future dividend hikes.

## Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	15.2	22.5	18.1	21.2	25.0	27.1	16.6	26.8	30.2	28.7	<b>27.1</b>	<b>25.0</b>
Avg. Yld.	3.3%	2.9%	2.7%	2.8%	3.0%	2.0%	2.0%	1.8%	1.8%	1.4%	<b>1.5%</b>	<b>1.5%</b>

Over the past decade, investors have been increasingly appreciative of Republic Services' stable and reliable cash flows, causing the stock to undergo a prolonged valuation expansion. Despite shares declining modestly, Republic Services' forward multiple is currently hovering at a somewhat pricy P/E of around 27.1, higher than its historical average. We continue to believe that a lower multiple of around 25 is a fair one. Hence, shares may be subject to further valuation headwinds. Republic Services is currently offering a low yield of just 1.5%. We expect the yield to remain quite soft.

## Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	58%	61%	70%	54%	69%	35%	45%	47%	47%	42%	<b>41%</b>	<b>38%</b>

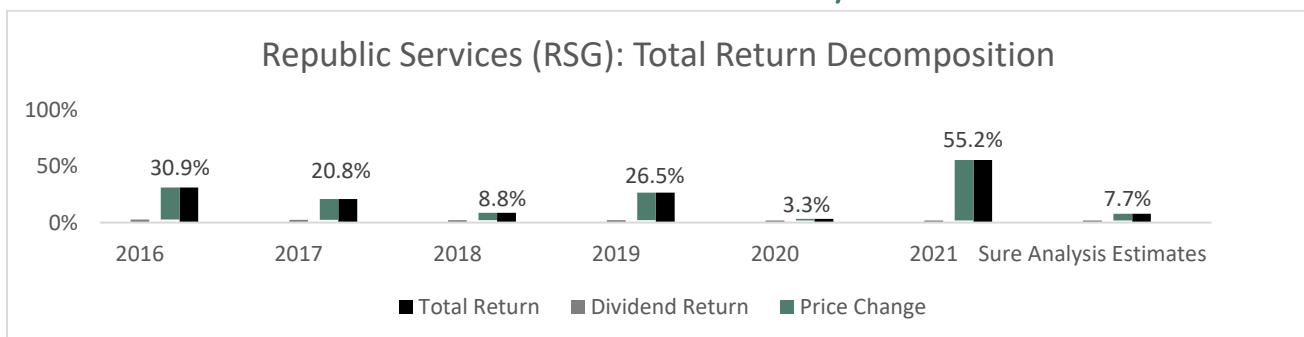
The company's large market share is clear evidence of its competitive advantage. With the three largest operators having captured more than 75% of the industry and continuous consolidation, entry into the market by new competitors is almost impossible. The long-term contracts tied to annual rate increases and Republic Services' robust customer base (which includes municipalities) allow it to operate in an extremely low volatility environment.

Further, the dividend remains very well-covered, at just 41% of Republic's adjusted EPS, despite the latest DPS increase. In FY2008, during the Great Financial Crisis, the company increased its revenues and also merged with Allied Waste Services to strengthen its market position. Most recently, the company acquired U.S. Ecology, also in a turbulent market environment. If another recession occurs, the company has enough cash to repeat such strategic acquisitions, continue its dividends, and even buy back more shares. The recently announced acquisition of Ecology is great example of Republic executing strategic M&A to grow its market share and achieve operating synergies.

## Final Thoughts & Recommendation

Republic Services appears to be a safe investment option considering its stability, robust cash flows, and consistent return of capital to shareholders. The company should shine in times of uncertainty and during wild market swings, exhibiting its quality and low-volatility characteristics. However, despite our notable growth estimates, valuation headwinds could modestly drag down shareholders' annualized returns, which we project to be 7.7% through 2027. The stock earns a hold rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Revenue</b>	\$8,118	\$8,417	\$8,803	\$9,115	\$9,388	\$10,042	\$10,041	\$10,299	\$10,150	\$11,300
<b>Gross Profit</b>	\$3,113	\$3,183	\$3,160	\$3,596	\$3,624	\$3,827	\$3,891	\$4,001	\$4,053	\$4,557
<b>Gross Margin</b>	38.3%	37.8%	35.9%	39.5%	38.6%	38.1%	38.8%	38.8%	39.9%	40.3%
<b>SG&amp;A Exp.</b>	\$827	\$995	\$898	\$965	\$955	\$1,059	\$1,013	\$1,042	\$1,060	\$1,176
<b>Operating Profit</b>	\$1,283	\$1,176	\$1,217	\$1,519	\$1,578	\$1,652	\$1,729	\$1,803	\$1,807	\$2,093
<b>Operating Margin</b>	15.8%	14.0%	13.8%	16.7%	16.8%	16.5%	17.2%	17.5%	17.8%	18.5%
<b>Net Profit</b>	\$572	\$589	\$548	\$750	\$613	\$1,278	\$1,037	\$1,073	\$967	\$1,290
<b>Net Margin</b>	7.0%	7.0%	6.2%	8.2%	6.5%	12.7%	10.3%	10.4%	9.5%	11.4%
<b>Free Cash Flow</b>	\$610	\$667	\$667	\$734	\$920	\$921	\$1,171	\$1,145	\$1,277	\$1,470
<b>Income Tax</b>	\$252	\$262	\$337	\$446	\$353	\$3	\$283	\$222	\$173	\$283

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Total Assets</b>	19617	19949	20094	20536	20630	21147	21617	22684	23430	\$24,960
<b>Cash &amp; Equivalents</b>	\$68	\$213	\$75	\$32	\$68	\$83	\$71	\$47	\$38	\$29
<b>Accounts Receivable</b>	\$837	\$891	\$930	\$963	\$995	\$1,106	\$1,103	\$1,126	\$1,091	\$1,271
<b>Inventories</b>	\$35	\$38	\$36	\$39	\$44	\$51	\$53	\$57	\$59	\$72
<b>Goodwill &amp; Int. Ass.</b>	11049	11040	11130	11392	11346	11457	11507	11767	12220	\$13,090
<b>Total Liabilities</b>	11911	12043	12346	12759	12936	13186	13688	14563	14950	\$15,980
<b>Accounts Payable</b>	\$475	\$511	\$527	\$577	\$554	\$598	\$762	\$778	\$779	\$910
<b>Long-Term Debt</b>	\$7,071	\$7,018	\$7,061	\$7,533	\$7,659	\$8,187	\$8,338	\$8,689	\$8,934	\$9,554
<b>Shareholder's Equity</b>	\$7,703	\$7,904	\$7,745	\$7,774	\$7,691	\$7,959	\$7,927	\$8,118	\$8,484	\$8,979
<b>LTD/E Ratio</b>	0.9	0.9	0.9	1.0	1.0	1.0	1.1	1.1	1.1	1.1

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Return on Assets</b>	2.9%	3.0%	2.7%	3.7%	3.0%	6.1%	4.8%	4.8%	4.2%	5.3%
<b>Return on Equity</b>	7.4%	7.5%	7.0%	9.7%	7.9%	16.3%	13.1%	13.4%	11.7%	14.8%
<b>ROIC</b>	3.9%	4.0%	3.7%	5.0%	4.0%	8.1%	6.4%	6.5%	5.7%	7.2%
<b>Shares Out.</b>	368	363	358	351	344	339	328	322	320	319.4
<b>Revenue/Share</b>	\$22.06	\$23.16	\$24.58	\$25.94	\$27.26	\$29.62	\$30.58	\$31.99	\$31.75	\$35.36
<b>FCF/Share</b>	\$1.66	\$1.84	\$1.86	\$2.09	\$2.67	\$2.72	\$3.57	\$3.56	\$3.99	\$4.60

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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