



# Republic Services Inc. (RSG)

Updated August 1<sup>st</sup>, 2023 by Nikolaos Sismanis

## Key Metrics

|                             |       |                                            |       |                                  |            |
|-----------------------------|-------|--------------------------------------------|-------|----------------------------------|------------|
| <b>Current Price:</b>       | \$154 | <b>5 Year CAGR Estimate:</b>               | 6.4%  | <b>Market Cap:</b>               | \$47.8 B   |
| <b>Fair Value Price:</b>    | \$134 | <b>5 Year Growth Estimate:</b>             | 8.0%  | <b>Ex-Dividend Date:</b>         | 09/29/2023 |
| <b>% Fair Value:</b>        | 115%  | <b>5 Year Valuation Multiple Estimate:</b> | -2.7% | <b>Dividend Payment Date:</b>    | 10/13/2023 |
| <b>Dividend Yield:</b>      | 1.4%  | <b>5 Year Price Target</b>                 | \$197 | <b>Years Of Dividend Growth:</b> | 19         |
| <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 19 years, since the first one was declared in 2004. The company generates around \$13.5 billion in annual revenues and is based in Phoenix, Arizona.

On July 28<sup>th</sup>, 2023, Republic Services increased its dividend by 8.1% to a quarterly rate of \$0.535.

On July 31<sup>st</sup>, 2023, Republic Services reported its Q2 results for the period ending June 30<sup>th</sup>, 2023. For the quarter, adjusted EPS was \$1.41, 6.8% higher than Q2-2022, while revenues grew 9.1% year-over-year to \$3.73 billion. Revenue growth was driven by organic growth of 4.7% and a 4.4% contribution from acquisitions.

On the earnings call, management raised their fiscal 2023 guidance, expecting full-year adjusted EPS to land between \$5.33 and \$5.38 (up from \$5.15 to \$5.23 previously). We now utilize the midpoint of the updated range in our estimates. Further, adjusted free cash flow is expected within the range of \$1.900 billion to \$1.925 billion (up from \$1.86 billion to \$1.90 billion).

## Growth on a Per-Share Basis

| Year                      | 2013   | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023          | 2028          |
|---------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------------|---------------|
| <b>EPS</b>                | \$1.63 | \$1.54 | \$2.14 | \$1.79 | \$3.79 | \$3.17 | \$3.34 | \$3.56 | \$4.17 | \$4.93 | <b>\$5.36</b> | <b>\$7.88</b> |
| <b>DPS</b>                | \$0.99 | \$1.08 | \$1.16 | \$1.24 | \$1.33 | \$1.44 | \$1.56 | \$1.66 | \$1.77 | \$1.91 | <b>\$2.14</b> | <b>\$2.93</b> |
| <b>Shares<sup>1</sup></b> | 362    | 357    | 350    | 343    | 337    | 327    | 321    | 319    | 319    | 317    | <b>317</b>    | <b>280</b>    |

Republic Services' EPS CAGR has been around 13.1% over the past decade, while DPS CAGR has been about 7.6% over the same period. We retain our EPS growth estimate to 8%, sustained by the company's organic growth, contractually secured rate hikes, and stock buybacks. The company bought back \$252.2 million and \$592.9 million worth of its stock during 2021 and 2022, respectively. The company's current repurchase program remains at \$1.5 billion and is to be completed within 2023. It represents around 3.1% 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 2011, the company has retired around 18% of the outstanding shares.

Over the years, 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 2028, though 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.

<sup>1</sup> Share count is in millions.

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.



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## Valuation Analysis

| Year      | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | Now         | 2028        |
|-----------|------|------|------|------|------|------|------|------|------|------|-------------|-------------|
| Avg. P/E  | 22.5 | 18.1 | 21.2 | 25.0 | 27.1 | 16.6 | 26.8 | 30.2 | 28.7 | 26.6 | <b>28.7</b> | <b>25.0</b> |
| Avg. Yld. | 2.9% | 2.7% | 2.8% | 3.0% | 2.0% | 2.0% | 1.8% | 1.8% | 1.4% | 1.5% | <b>1.4%</b> | <b>1.5%</b> |

During the last decade, investors have shown a growing appreciation for the steady and dependable cash flows of Republic Services. This has resulted in a rather elevated multiple in recent years. Today, Republic Services' valuation is hovering at a somewhat pricy P/E of around 28.7, also 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 valuation headwinds. Presently, Republic Services is providing a low yield of only 1.4%, and we predict that the yield will continue to remain near this level.

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

| Year   | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023       | 2028       |
|--------|------|------|------|------|------|------|------|------|------|------|------------|------------|
| Payout | 61%  | 70%  | 54%  | 69%  | 35%  | 45%  | 47%  | 47%  | 42%  | 39%  | <b>40%</b> | <b>38%</b> |

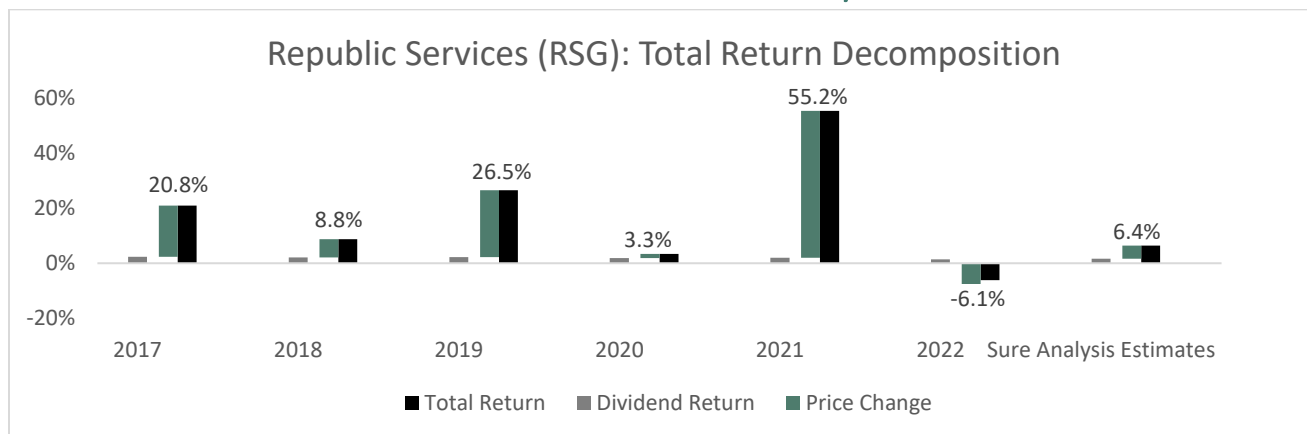
The company's large market share is clear evidence of its competitive advantage. With the three largest operators having captured more than 75% of the industry and continuous consolidation, entry into the market by new competitors is almost impossible. The long-term contracts tied to annual rate increases 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. It equals just 38% of Republic's projected adjusted EPS. 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. We forecast annualized returns of 6.4% through 2028, which we expect to be powered by earnings growth of 8% and a starting dividend yield of 1.4%, offset by the possibility for a valuation headwind. The stock earns a hold rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

| Year             | 2013    | 2014    | 2015    | 2016    | 2017     | 2018     | 2019     | 2020     | 2021     | 2022   |
|------------------|---------|---------|---------|---------|----------|----------|----------|----------|----------|--------|
| Revenue          | \$8,417 | \$8,803 | \$9,115 | \$9,388 | \$10,042 | \$10,041 | \$10,299 | \$10,150 | \$11,300 | 13,510 |
| Gross Profit     | \$3,183 | \$3,160 | \$3,596 | \$3,624 | \$3,827  | \$3,891  | \$4,001  | \$4,053  | \$4,557  | 5,306  |
| Gross Margin     | 37.8%   | 35.9%   | 39.5%   | 38.6%   | 38.1%    | 38.8%    | 38.8%    | 39.9%    | 40.3%    | 39.3%  |
| SG&A Exp.        | \$995   | \$898   | \$965   | \$955   | \$1,059  | \$1,013  | \$1,042  | \$1,060  | \$1,176  | 1,336  |
| Operating Profit | \$1,176 | \$1,217 | \$1,519 | \$1,578 | \$1,652  | \$1,729  | \$1,803  | \$1,807  | \$2,093  | 2,489  |
| Operating Margin | 14.0%   | 13.8%   | 16.7%   | 16.8%   | 16.5%    | 17.2%    | 17.5%    | 17.8%    | 18.5%    | 18.4%  |
| Net Profit       | \$589   | \$548   | \$750   | \$613   | \$1,278  | \$1,037  | \$1,073  | \$967    | \$1,290  | 1,488  |
| Net Margin       | 7.0%    | 6.2%    | 8.2%    | 6.5%    | 12.7%    | 10.3%    | 10.4%    | 9.5%     | 11.4%    | 11.0%  |
| Free Cash Flow   | \$667   | \$667   | \$734   | \$920   | \$921    | \$1,171  | \$1,145  | \$1,277  | \$1,470  | 1,736  |
| Income Tax       | \$262   | \$337   | \$446   | \$353   | \$3      | \$283    | \$222    | \$173    | \$283    | 344    |

## Balance Sheet Metrics

| Year                 | 2013    | 2014    | 2015    | 2016    | 2017    | 2018    | 2019    | 2020    | 2021     | 2022   |
|----------------------|---------|---------|---------|---------|---------|---------|---------|---------|----------|--------|
| Total Assets         | 19949   | 20094   | 20536   | 20630   | 21147   | 21617   | 22684   | 23430   | \$24,960 | 29,050 |
| Cash & Equivalents   | \$213   | \$75    | \$32    | \$68    | \$83    | \$71    | \$47    | \$38    | \$29     | 143    |
| Accounts Receivable  | \$891   | \$930   | \$963   | \$995   | \$1,106 | \$1,103 | \$1,126 | \$1,091 | \$1,271  | 1,677  |
| Inventories          | \$38    | \$36    | \$39    | \$44    | \$51    | \$53    | \$57    | \$59    | \$72     | 97     |
| Goodwill & Int. Ass. | 11040   | 11130   | 11392   | 11346   | 11457   | 11507   | 11767   | 12220   | \$13,090 | 14,800 |
| Total Liabilities    | 12043   | 12346   | 12759   | 12936   | 13186   | 13688   | 14563   | 14950   | \$15,980 | 19,370 |
| Accounts Payable     | \$511   | \$527   | \$577   | \$554   | \$598   | \$762   | \$778   | \$779   | \$910    | 1,222  |
| Long-Term Debt       | \$7,018 | \$7,061 | \$7,533 | \$7,659 | \$8,187 | \$8,338 | \$8,689 | \$8,934 | \$9,554  | 11,790 |
| Shareholder's Equity | \$7,904 | \$7,745 | \$7,774 | \$7,691 | \$7,959 | \$7,927 | \$8,118 | \$8,484 | \$8,979  | 9,686  |
| LTD/E Ratio          | 0.9     | 0.9     | 1.0     | 1.0     | 1.0     | 1.1     | 1.1     | 1.1     | 1.1      | 1.2    |

## Profitability & Per Share Metrics

| Year             | 2013    | 2014    | 2015    | 2016    | 2017    | 2018    | 2019    | 2020    | 2021    | 2022  |
|------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-------|
| Return on Assets | 3.0%    | 2.7%    | 3.7%    | 3.0%    | 6.1%    | 4.8%    | 4.8%    | 4.2%    | 5.3%    | 5.5%  |
| Return on Equity | 7.5%    | 7.0%    | 9.7%    | 7.9%    | 16.3%   | 13.1%   | 13.4%   | 11.7%   | 14.8%   | 15.9% |
| ROIC             | 4.0%    | 3.7%    | 5.0%    | 4.0%    | 8.1%    | 6.4%    | 6.5%    | 5.7%    | 7.2%    | 7.4%  |
| Shares Out.      | 363     | 358     | 351     | 344     | 339     | 328     | 322     | 320     | 319.4   | 316.5 |
| Revenue/Share    | \$23.16 | \$24.58 | \$25.94 | \$27.26 | \$29.62 | \$30.58 | \$31.99 | \$31.75 | \$35.36 | 42.69 |
| FCF/Share        | \$1.84  | \$1.86  | \$2.09  | \$2.67  | \$2.72  | \$3.57  | \$3.56  | \$3.99  | \$4.60  | 5.48  |

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

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