Waste Management

Innovation, Sustainability and Customer Value

THINK GREEN.

WASTE MANAGEMENT
What date in 2011 was this picture taken?
Company Overview

+20 million customers

390 collection operations

1 active hazardous waste underground injection well

345 transfer facilities

14 construction & demolition recycling facilities

5 independent power production plants, 2 produce renewable energy

119 landfill-gas-to-energy projects

273 active municipal solid waste landfills, 5 are active hazardous waste landfills

91 traditional recycling facilities, 31 are single stream*

8 electronic waste & recycling secondary processing facilities

34 organic processing facilities*

17 waste-to-energy plants*

Over 43,000 employees

*As of September 2010
Innovative Recycling Technologies
Single Stream Recycling

- Single-stream recycling greatly increases participation - on average up to 50 percent more recyclable materials

- Helps lower costs and emissions by reducing transportation while capturing new volume

- Employs advanced recycling technology including magnets, screens and optical scanners to automate the sorting of recyclables

- Germantown, WI MRF - Currently processing 40 to 50 tons per hour.
Organics Recycling

- WM estimates that 30-35 million tons are organic in nature from the materials we manage (excluding recycled paper, OCC, etc).
- WM currently manages over 1.25 million tons of organics to beneficial uses including composting, mulch operations.
- WM currently operated 34 Organics Facilities, has two more that will start up in the next several months, and more in the permitting process.
E-Waste

• Fastest growing commodity in the waste stream

• In 2009, WM processed 12 million pounds of e-waste with a 80% - 90% recovery rate

• Operate over 200 eCycling collection depots North America, with a goal of having a recycling center within 20 miles of 95 percent of the population

• Locally, WM has facilities located in Milwaukee and the Twin Cities
Renewable Energy Solutions
Wheelabrator Technologies

- Leader in converting household solid waste into electricity

- 17 plants across the US

- Produces enough energy to power 650,000 homes, offsetting the need for 7 million barrels of oil
Landfill-gas-to-energy

• WM’s landfill gas-to-energy plants generate enough energy to power over 400,000 homes

• 124 facilities as of 1st Q 2011 with more scheduled to come on line including the Menominee, MI landfill

• Locally: Ridgeview Landfill in Whitelaw, WI is currently generating 8 mega watts of energy - projected 30-40 years
Landfill-gas-to-liquids

• WM formed a joint venture with Linde North America to build the world’s largest plant to convert landfill gas to ultra low-carbon liquefied natural gas
• Carbon emissions 97% lower than diesel
• Facility produces 13,000 gallons of LNG a day and helps power our fleet of 900 natural gas trucks in California
Fuel Pellets

- Waste Management at the local level has formed a partnership with Greenwood Fuels to further our sustainable solutions for customers in Northeast Wisconsin.

- Currently, Waste Management alone is diverting 300 to 400 tons per month from local landfills.
Emerging Conversion Technologies
In 2009, WM invested in Terrabon. Terrabon uses an acid fermentation process that converts biomass into organic salts, that can then be converted to a high-octane gasoline.

- Process creates a “green transportation fuel” - can be blended directly into a refiners’ conventional fuel pool, avoiding many of the blending and logistics challenges presented by ethanol
- Pilot plant currently operating in College Station - in cooperation with Texas A&M University and Valero
• Waste Management and InEntec LLC formed S4 Energy Solutions in 2009 to develop and commercially deploy gasification technologies

• S4 plasma gasification technology will produce flexible, clean fuels and energy

• The first S4 facility being constructed in Arlington, Oregon with commissioning beginning in 2011
Harvest Power

- In 2010, WM invested in Harvest Power, which plans to build “next-generation” organic waste management facilities.

- Harvest Power plans to create clean biogas and nutrient rich compost through anaerobic digestion (biogas to power), composting and finished product marketing.
New Consumer Products
Bagster bags are “Dumpsters in a Bag.” They are 3-yard polypropylene collection bags used as an alternative to traditional, metal bins that must be delivered to customers.

- Sold in over 2,500 hardware stores across North America, including Home Depot, Lowes and Rona.

- Customers fill the bag and then schedule a pickup.

**BUY.** your Bagster bag at the local home improvement center and use it at your convenience.

**FILL.** with up to 3,300 lbs. of construction debris, household junk, or yard waste.*

**GONE.** Schedule your collection online or call Waste Management’s Bagster Customer Care.
• Greenopolis partners with other companies (like PepsiCo) to increase recycling

• Greenopolis.com posts daily green content and serves as a hub for rewards program

• 500 digital kiosks allow consumers to recycle on-the-go at gas stations, grocery stores, etc.

• Users receive points for what they recycle, which can be redeemed for rewards

• Digital properties attract 1MM visits per month
Think Green from Home

Through mail-back programs, WM allows customers to recycle fluorescent lights, batteries and CFLs without ever leaving their home.
“Our opportunities all arise from the sustainability movement.”

David Steiner
CEO Waste Management
Fortune Magazine Dec. 2010