

# Deploying Long-Term Capital

## Waste Industries

Waste Industries (WI) is a vertically integrated non-hazardous solid waste management company that provides collection, transfer, disposal, and recycling services to commercial, industrial and residential customers in the Southeast U.S.

### INVESTMENT HIGHLIGHTS

#### EQUITY INVESTMENT

EGI partnered with HPS Investment Partners and WI management in a buyout of WI. EGI made a substantial minority investment and led a capital raise for this transaction. The founding family and management retain a significant minority position.

#### RECURRING REVENUE & RESILIENT IN DOWNTURNS

The average contract length for WI's customers is ~5 years with low customer churn of under 7% each year. WI provides an essential service irrespective of the economic environment. The industry decreased less than 10% during the Global Financial Crisis. WI outperformed the broader industry.

#### FAVORABLE DEMOGRAPHIC TRENDS

WI's operations are focused on the Southeast U.S., which is experiencing attractive economic and population growth. The region also offers a more attractive regulatory environment for landfills.

#### INDUSTRY-LEADING MARGINS

WI has 30%+ EBITDA margins due to a focus on hauling profitability.

#### YOUNG FLEET

Average age of 5.9 years, which is a full year less than the public competitors.

#### IMPRESSIVE MANAGEMENT

WI's leadership has deep industry knowledge, significant operating experience, and over \$100 million invested into the transaction.

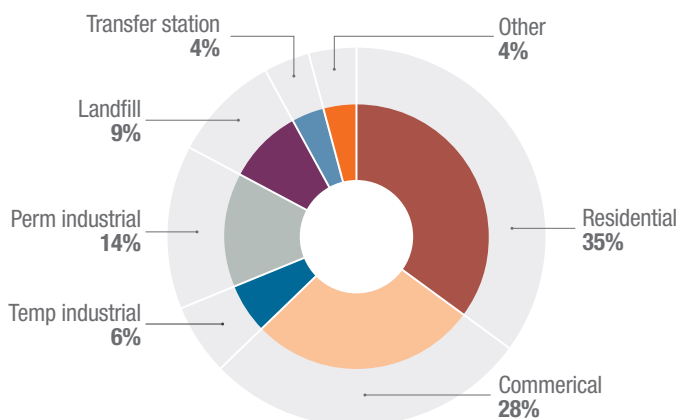
#### PLATFORM FOR FUTURE GROWTH

WI has completed over 130 acquisitions since 2008 and EGI expects that pace to continue. The industry remains highly fragmented and WI is focused on pursuing accretive, tuck-in acquisitions in addition to regional companies.

#### ATTRACTIVE CAPITAL STRUCTURE

Flexible capital structure with no financial maintenance covenants and attractive cost of debt mitigate the risk of capital impairment.

Revenue by Service



Revenue by State and Service Territory

