

## Republic Services (RSG)

**\$74.00** (As of 03/19/20)

Price Target (6-12 Months): **\$78.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 05/02/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM:B

Value: C

Growth: A

Momentum: C

### Summary

Republic Services' fourth-quarter 2019 earnings beat the Zacks Consensus Estimate but revenues missed the same. The company continues to grow internally with the help of long-term contracts for the collection, recycling and disposal of solid waste materials. It is focused on increasing its operational efficiency by shifting to compressed natural gas collection vehicles and converting rear-loading trucks to automated-side loaders to reduce costs and improve profitability. The company has been rewarding shareholders through dividend payments and share buybacks. However, the company's operation in a highly competitive solid waste industry remains a concern. High debt may limit the company's future expansion and worsen its risk profile. Seasonality is another concern. Due to these negatives, the stock has declined in the past year.

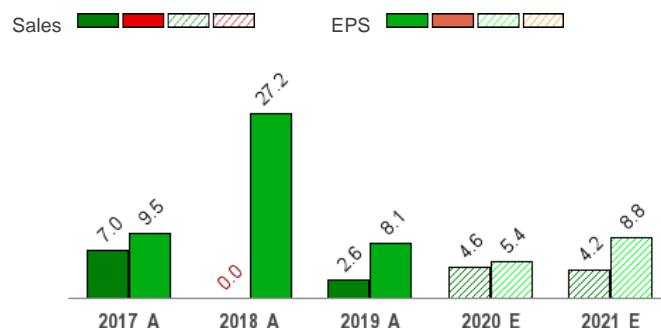
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	<b>\$100.91 - \$70.52</b>
20 Day Average Volume (sh)	<b>2,002,656</b>
Market Cap	<b>\$23.6 B</b>
YTD Price Change	<b>-17.4%</b>
Beta	<b>0.51</b>
Dividend / Div Yld	<b>\$1.62 / 2.2%</b>
Industry	<b><a href="#">Waste Removal Services</a></b>
Zacks Industry Rank	<b>Top 43% (108 out of 254)</b>

### Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	<b>2.3%</b>
Last Sales Surprise	<b>-1.7%</b>
EPS F1 Est- 4 week change	<b>-0.1%</b>
Expected Report Date	<b>04/30/2020</b>
Earnings ESP	<b>-0.5%</b>

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	2,691 E	2,828 E	2,865 E	2,790 E	11,215 E
2020	2,582 E	2,720 E	2,766 E	2,694 E	10,768 E
2019	2,471 A	2,605 A	2,647 A	2,577 A	10,299 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.89 E	\$0.96 E	\$1.02 E	\$1.03 E	\$3.83 E
2020	\$0.79 E	\$0.87 E	\$0.92 E	\$0.93 E	\$3.52 E
2019	\$0.73 A	\$0.79 A	\$0.91 A	\$0.91 A	\$3.34 A

\*Quarterly figures may not add up to annual.

P/E TTM	<b>22.2</b>
P/E F1	<b>21.0</b>
PEG F1	<b>2.2</b>
P/S TTM	<b>2.3</b>

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 03/19/2020. The reports text is as of 03/20/2020.

## Overview

Republic Services is the second largest provider of non-hazardous solid waste collection, transfer, disposal, recycling, and energy services in the United States. As of Dec 31, 2019, the company operated facilities in 41 states and Puerto Rico through 340 collection operations, 212 transfer stations, 189 active landfills, 79 recycling processing centers, seven treatment, recovery and disposal facilities, 15 salt water disposal wells. The company is engaged in 75 landfill gas-to-energy and renewable energy projects and had post-closure responsibility for 130 closed landfills. The was incorporated in Delaware in 1996.

The company generates revenues mainly from its solid waste collection operations. The remaining revenue comes from other services, which includes transfer station, landfill disposal, recycling, and energy services.

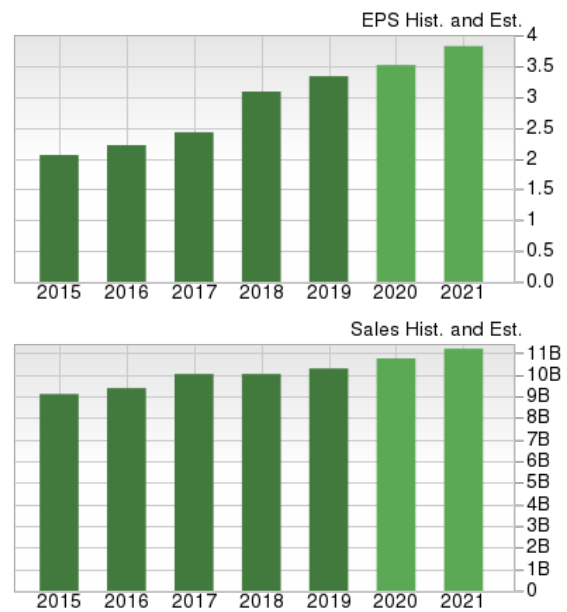
Collection Services unit (75% of 2019 revenues) provides commercial, residential, industrial and other services. Residential collection operations are performed under contracts with municipalities and include collection of refuse from containers into collection vehicles and dumped to transfer stations or landfills. On the commercial and industrial side, the company supplies its customers with waste containers and rents compactors to large waste generators.

Transfer Services unit (6%) deposits waste at its transfer stations. Transfer stations provide collection operations in a cost effective manner to consolidate waste and reduce transportation costs. Revenues are generated by charging extras or disposal fees. The company owns or operates 207 transfer stations.

Landfill Services revenues (13%) are generated from tipping fees charged to third parties. Landfill unit undertakes highly-engineered systems with several layers of environmental protection to increase their overall energy output. The company owns or operates 190 active landfills.

Recycling Services revenues (3%) are generated through the processing and sale of old corrugated containers (OCC), old newsprint (ONP), aluminum, glass and other materials. The company owns or operates 91 recycling processing centers.

Environmental Services (2%) activity varies across market areas depending on the natural resource basins in which the drilling activity occurs and reflects the regulatory environment, pricing and disposal alternatives available in any given market.



---

## Reasons To Buy:

- ▲ Republic Services continues to **grow internally** with the help of long-term contracts for the collection, recycling and disposal of solid waste materials. Such agreements increases the company's contracted revenue base, thereby strengthening its market position. Further, the company continues to look out for strategic price increase in order to offset increased costs, improve operating margins and enjoy an appropriate return on its substantial investments in vehicles, equipment, landfills, transfer stations and recycling centers. Increasing demand for the recycling of waste products is another major positive for Republic Services' business. Notably, in 2019, revenue growth includes a positive impact of 1.8% internal growth.
- ▲ Republic Services is focused on increasing its **operational efficiency** by shifting to compressed natural gas (CNG) collection vehicles and converting rear-loading trucks to automated-side loaders, which will reduce cost and improve profitability. The company is focused on enhancing its operations by streamlining the cost structure, improving revenue quality and seeking growth through profitable investment opportunities. In 2019, almost 13% of the replacement vehicle purchases were CNG vehicles. Meanwhile, the company is highly optimistic about the usage of CNG vehicles, which will help it compete effectively on grounds of maintaining a clean environment. Despite higher expenses, CNG reduces the company's overall fleet operating costs through lower fuel expenses. As of Dec 31, 2019, Republic Services operated 39 CNG fueling stations. All these factors offer a solid investment proposition for the company.
- ▲ We are impressed with Republic Services' consistent efforts in rewarding its shareholders through **dividend payments and share repurchases**. In 2019, 2018 and 2017, the company paid \$491.2 million, \$461.8 million and \$440.5 million in dividends and repurchased shares worth \$399.4 million, \$736.9 million and \$610.7 million, respectively. Such moves indicate the company's commitment to create value for shareholders and underline its confidence in its business. These initiatives not only instill investors' confidence but also positively impact earnings per share.

Internal growth and efforts to improve operational efficiency boost Republic Services.

---

## Reasons To Sell:

- ▼ Republic Services operates in a **highly competitive solid waste industry**. Large national waste management companies, multiple municipalities and several other regional and smaller companies gives tough competition to the company. Municipalities are particularly a threat to the company's market share as these maintain their own waste collection and disposal activities and benefit from the availability of tax revenues and tax-exempt financing. Price increase and profitability expansion becomes difficult under such a fierce competitive situation.
- ▼ Republic Services' **revenues are highly seasonal in nature** with comparatively lower revenues in the fourth and first quarter, as against the second and third quarters. This is mainly due to lower volume of solid waste generated during winter, owing to lesser construction and demolition activities. Severe cold weather conditions further result in a slowdown in waste collection and disposal activities. All these seasonal factors lower revenue generation and increase operating risks
- ▼ Republic Services has a **highly leveraged balance sheet**. As of Dec 31, 2019, long-term debt (net of current maturities) was \$7.76 billion while cash and cash equivalents were \$47.1 million. Such a cash position implies that Republic Services needs to generate adequate amount of operating cash flow to service its debt. Also, high debt may limit the company's future expansion, worsen its risk profile and negatively impact the stock price that has declined 6.8% over the past year.

Stiff competition, seasonality and high debt weigh on Republic Services' prospects.

## Last Earnings Report

### Republic Services Q4 Earnings Top Estimates, EPS View Up

Republic Services reported mixed fourth-quarter 2019 results wherein earnings surpassed the Zacks Consensus Estimate but revenues lagged the same.

Adjusted earnings per share of 91 cents outpaced the consensus mark by 2.2% and increased 13.8% year over year.

#### Revenues

Quarterly revenues of \$2.58 billion lagged the consensus estimate by 1.7% but increased 1.8% year over year. A positive impact of 0.8% internal growth and 1% impact of acquisitions benefited the top line.

Revenues in the **Collection** segment totaled \$1.94 billion, up 2.6% year over year. **Transfer** segment revenues of \$141.6 million increased 6.4% year over year. **Landfill** segment revenues of \$326.1 million increased 2.6% year over year. It contributed 13% to total revenues. **Environmental** services segment revenues of \$48.1 million improved 6.7% year over year. Other segment revenues of \$116.5 million decreased 13.4% year over year.

#### Operating Results

Adjusted EBITDA came in at \$2.9 billion and adjusted EBITDA margin was 28.3% (up 30 basis points year over year) in 2019.

Operating income was \$459.2 million compared with \$483.3 million in the year-ago quarter. Operating margin came in at 17.8% compared with 19.1% in the year-ago quarter. Total selling, general and administrative expenses were \$285.7 million compared with \$284.5 million in the year-ago quarter.

#### Balance Sheet and Cash Flow

Republic Services exited fourth-quarter 2019 with cash and cash equivalents of \$47.1 million compared with \$55.6 million at the end of the prior quarter. Long-term debt was \$7.76 billion compared with \$7.71 billion at the end of the previous quarter.

The company generated \$565.2 million of cash from operating activities and capex was \$349.3 million in the reported quarter. Adjusted free cash flow was \$226.1 million.

The company spent more than \$525 million on acquisitions in 2019.

#### Share Repurchase and Dividend Payout

Republic Services returned \$891 million to shareholders through dividends and share repurchases in 2019.

The company repurchased 0.5 million shares at an aggregate cost of \$45.6 million and at average cost of \$86.23 per share during the reported quarter. As of Dec 31, 2019, it had \$704.6 million available under its share repurchase authorization.

In Oct 2019, the company paid out \$129.3 million of cash dividend to shareholders of record as of Oct 1. The company paid out quarterly dividend totaling \$129.2 million to shareholders of record as of Jan 2 on Jan 15, 2020.

Concurrent with the earnings release, the company's board of directors declared a quarterly cash dividend of 40.5 cents per share, payable on Apr 15, 2020, to shareholders of record as of Apr 1, 2020.

#### 2020 Guidance

Republic Services unveiled its 2020 guidance for revenues while raising the same for adjusted earnings and adjusted free cash flow. Revenues are expected to register 4.25-5% growth. The company now expects adjusted earnings in the range of \$3.48-\$3.53 per share compared with the prior guided range of \$3.46-\$3.51. Adjusted free cash flow is now anticipated in the range of \$1,175-\$1,225 million compared with the prior guided range of \$1,150 million to \$1,200 million. The company expects adjusted EBITDA margin to expand by approximately 20-40 basis points. Effective tax rate is expected approximately 21%. The company plans to invest roughly \$200 million in tuck-in acquisitions and \$120 million in solar energy investments, which qualify for tax credits. Further, it expects to return approximately \$925 million of cash to shareholders, which includes nearly \$525 million through dividends and \$400 million through share repurchases.

Quarter Ending **12/2019**

Report Date	<b>Feb 13, 2020</b>
Sales Surprise	<b>-1.67%</b>
EPS Surprise	<b>2.25%</b>
Quarterly EPS	<b>0.91</b>
Annual EPS (TTM)	<b>3.34</b>

---

## Recent News

On **Jan 21, 2020**, Republic Services announced that it has been named to the prestigious Climate "A List" for its science-based goals, strategies and actions to lower greenhouse gas emissions and mitigate climate risks, by CDP, a global environmental impact nonprofit.

---

## Valuation

Republic Services shares are down 6.8% over the trailing 12-month period. The Zacks sub-industry, sector and S&P 500 index are down 8.1%, 19.9% and 16.8%, respectively in the same time frame.

The stock is currently trading at trailing 12-month EV/EBITDA of 10.76X, which compares to 9.65X for the Zacks sub-industry, 9.25X for the Zacks sector and 8.87X for the S&P 500 index.

Over the past five years, the stock has traded as high as 13.93X and as low as 8.58X, with a 5-year median of 10.44X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$78.00 price target reflects 21.78X forward 12-month earnings.

The table below shows summary valuation data for RSG.

Valuation Multiples - RSG					
		Stock	Sub-Industry	Sector	S&P 500
EV/EBITDA TTM	Current	10.76	9.65	9.25	8.87
	5-Year High	13.93	12.26	13.24	12.88
	5-Year Low	8.58	8.68	8.52	8.31
	5-Year Median	10.44	10.27	10.46	10.79
P/E F 12M	Current	20.62	21.92	17.92	14.12
	5-Year High	28.55	26.88	25.11	19.34
	5-Year Low	18.39	19.88	17.92	14.12
	5-Year Median	23.26	22.51	20.47	17.42
P/S F12 M	Current	2.17	2	2.82	2.58
	5-Year High	2.95	2.45	3.94	3.43
	5-Year Low	1.48	1.69	2.82	2.54
	5-Year Median	2.14	2.06	3.57	3

As of 03/19/2020

---

## Industry Analysis Zacks Industry Rank: Top 43% (108 out of 254)



## Top Peers

Sharps Compliance Corp. (SMED)	Outperform
Clean Harbors, Inc. (CLH)	Neutral
Covanta Holding Corporation (CVA)	Neutral
US Ecology, Inc. (ECOL)	Neutral
Stericycle, Inc. (SRCL)	Neutral
Waste Connections, Inc. (WCN)	Neutral
Waste Management, Inc. (WM)	Neutral
Casella Waste Systems, Inc. (CWST)	Underperform

Industry Comparison Industry: Waste Removal Services				Industry Peers		
	RSG Neutral	X Industry	S&P 500	SRCL Neutral	WCN Neutral	WM Neutral
<b>VGM Score</b>	<b>B</b>	-	-	<b>F</b>	<b>C</b>	<b>B</b>
Market Cap	23.61 B	505.58 M	16.45 B	4.46 B	21.86 B	42.41 B
# of Analysts	8	4.5	13	8	9	8
Dividend Yield	2.19%	0.00%	2.67%	0.00%	0.89%	2.18%
<b>Value Score</b>	<b>C</b>	-	-	<b>D</b>	<b>D</b>	<b>D</b>
Cash/Price	0.00	0.04	0.06	0.01	0.01	0.08
EV/EBITDA	11.15	9.87	10.36	28.60	16.18	12.45
PEG Ratio	2.19	2.67	1.49	2.14	3.02	2.56
Price/Book (P/B)	2.91	1.31	2.16	1.91	3.15	5.99
Price/Cash Flow (P/CF)	10.75	8.27	8.92	6.00	14.89	11.92
P/E (F1)	20.75	21.36	13.12	17.92	28.37	21.71
Price/Sales (P/S)	2.29	1.35	1.72	1.35	4.06	2.74
Earnings Yield	4.76%	4.06%	7.54%	5.59%	3.52%	4.61%
Debt/Equity	0.96	0.80	0.70	1.25	0.63	1.88
Cash Flow (\$/share)	6.89	0.59	7.01	8.14	5.57	8.38
<b>Growth Score</b>	<b>A</b>	-	-	<b>F</b>	<b>B</b>	<b>A</b>
Hist. EPS Growth (3-5 yrs)	12.52%	11.38%	10.85%	-6.82%	11.81%	14.53%
Proj. EPS Growth (F1/F0)	5.43%	8.44%	4.90%	2.88%	7.43%	4.55%
Curr. Cash Flow Growth	3.25%	8.62%	6.03%	-27.67%	8.62%	4.96%
Hist. Cash Flow Growth (3-5 yrs)	5.45%	5.38%	8.55%	9.45%	28.79%	6.90%
Current Ratio	0.52	0.93	1.23	0.93	1.12	1.97
Debt/Capital	48.86%	48.86%	42.57%	55.53%	38.79%	65.26%
Net Margin	10.42%	-0.41%	11.57%	-10.48%	10.52%	10.81%
Return on Equity	13.44%	3.82%	16.74%	9.70%	10.66%	28.14%
Sales/Assets	0.46	0.49	0.54	0.49	0.41	0.59
Proj. Sales Growth (F1/F0)	4.55%	4.55%	3.13%	-3.41%	7.72%	4.83%
<b>Momentum Score</b>	<b>C</b>	-	-	<b>D</b>	<b>B</b>	<b>C</b>
Daily Price Chg	-2.49%	1.32%	1.03%	-1.27%	-1.71%	-2.55%
1 Week Price Chg	-11.03%	-10.91%	-11.01%	-10.16%	-11.91%	-10.08%
4 Week Price Chg	-25.34%	-30.00%	-33.45%	-25.74%	-19.18%	-19.51%
12 Week Price Chg	-17.37%	-27.71%	-30.67%	-24.13%	-8.34%	-11.78%
52 Week Price Chg	-6.75%	-45.62%	-23.69%	-2.59%	-2.69%	-2.06%
20 Day Average Volume	2,002,656	93,861	3,981,936	935,758	2,062,581	3,981,936
(F1) EPS Est 1 week change	0.00%	0.00%	-0.01%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	-0.11%	-2.64%	-0.85%	-5.85%	0.00%	0.00%
(F1) EPS Est 12 week change	1.23%	-1.52%	-1.70%	-7.13%	0.03%	-1.20%
(Q1) EPS Est Mthly Chg	-0.31%	-0.72%	-0.88%	-0.72%	0.00%	0.00%

## Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	C
Growth Score	A
Momentum Score	C
VGM Score	B

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

## Disclosures

**This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock. The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page.** Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment. This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time. ZIR is not a broker-dealer. ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients. Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

No part of this report can be reprinted, republished or transmitted electronically without the prior written authorization of ZIR.