

Who is Waste Connections, Inc.?

QUOTES TAKEN FROM 10-K REPORT COVERING 2024

"Our operating strategy seeks to improve financial returns and deliver superior shareholder value creation within the solid waste industry. We generally seek to avoid highly competitive, large urban markets and instead target markets where we can attain high market share either through exclusive contracts, vertical integration or asset positioning . . .

"Key components of our operating strategy . . .

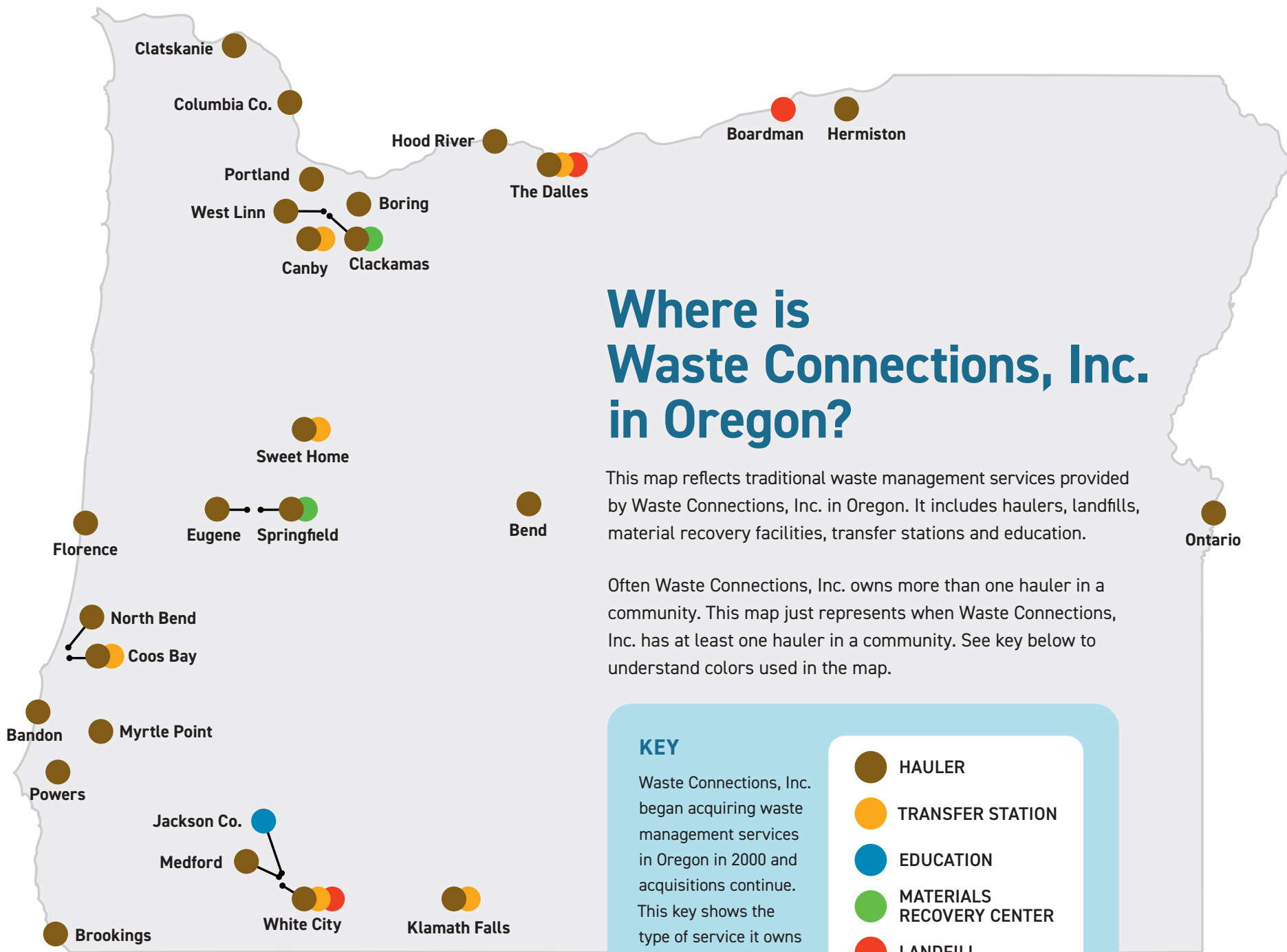
- "Target Secondary and Rural Markets . . . by targeting secondary and rural markets, we believe that we are able to achieve a higher local market share than would be attainable in more competitive urban markets, we believe this reduces our exposure to customer churn and improves financial returns.*
- "Control the Waste Stream . . . controlling the waste stream by providing collection services under exclusive arrangements.*
- "Optimize Asset Positioning . . . having disposal capacity proximate to the waste stream may provide a competitive advantage and serve as a barrier to entry.*
- "Provide Vertically Integrated Services . . . because of competitive and regulatory factors, we generally focus on providing integrated services, from collection through disposal of solid waste in landfills that we own or operate.*
- "Manage on a Decentralized Basis . . . through six geographic operating segments . . . and allows us . . . to operate in relatively small communities that larger competitors may not find attractive . . . and makes us an attractive buyer to many potential acquisition candidates."*

Waste Connections, Inc. keeps the brands of the businesses that it acquires, and records that as "goodwill," e.g., premium paid for an acquired company that reflects the value of brand, reputation and customer loyalty. Locally, Sanipac, Ecosort, Waste Reduction Services and County Transfer & Recycling are all owned by Waste Connections, Inc. and they operate under the original brands.

Waste Connections, Inc. trades on the New York Stock Exchange as WCN and operates in 46 states and 6 Canadian provinces. Based in Texas, the corporation reported revenue of \$9.5 billion in 2025.

Information provided is taken from public records up to 2024. Some information could be out-of-date, or changes could have been made to companies owned by Waste Connections, Inc..





Note: Waste Connections, Inc. provides related services through some of its haulers: shredding, portable restrooms and septic. It also has companies in Oregon that provide services not in traditional waste management: rail logistics, trucking, real estate, compactor sales and self-storage.