

Deal Me In:

Understanding Mergers and Acquisitions in the Environmental Services Industry

An MBA-like Case Study and Competition!

March 23 - 24, 2022

PRESENTED BY

Michael E. Hoffman
John McNamara

FROM:

STIFEL

Brought to you by: FILA in collaboration with Women's Council



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Overview

Have you ever wanted to be a fly on the wall when you've heard that a merger or acquisition (M&A) has taken place? Have you ever wondered how deals are struck in our industry? Maybe you have participated in a few deals yourself? Regardless of your experience with M&A, here is your chance to learn, grow and compete with your peers!

The National Waste & Recycling Association's (NWRA) Future Industry Leaders Alliance (FILA), in collaboration with Women's Council, are excited to deliver to its' members an MBA-like case study of a model M&A opportunity within our industry, presented and facilitated by Michael E. Hoffman and John McNamara, managing directors at Stifel. This first-ever collaboration between FILA and Women's Council will be highly engaging, intellectually riveting and rewarding. Participants will be assigned to teams of six or more with the goal of striking the best deal.

Across the environmental services industry, M&A is reshaping the corporate and competitive landscape with above-average pace of consolidation since the 2017 tax reform. Deals are all over the map in terms of size and geography. This M&A case study takes you inside the process—from strategy and valuation to execution and post-merger management. Whether your company is private or public, small or large, currently looking to buy or to sell, all participants will emerge with a critical cross-functional perspective of the M&A process by building a case with your teammates and receiving feedback on your deal from some of the most active M&A professionals in our industry.

PRIZES & RECOGNITION AWARDED TO THE TOP 3 TEAMS

How it Works

Once teams are assigned, each will be provided the case study information and have six weeks to strike the best deal. Upon registration, individuals will receive all necessary details for the program. Teams will have the chance to present in person to a panel of independent judges made up by our industry's dealmakers.

Timeline & Key Dates

(Subject to change)

01

REGISTRATION:

Open - January 10, 2022
Closes - February 3, 2022

02

LUNCH & LEARN:

January 17, 2022

03

TEAMS ASSIGNED:

February 7, 2022

04

RECEIPT OF CASE STUDY:

February 9, 2022

05

FINAL PRESENTATIONS
SUBMITTED :

March 22, 2022

06

IN-PERSON PRESENTATION:

March 24, 2022

Facilitators

Michael E. Hoffman

Group Head, Diversified Industrials and
Managing Director, Equity Research

Based out of the Baltimore office, Mr. Hoffman is a Managing Director in the Diversified Industrials sector, covering Environmental Services. Mr. Hoffman has been an analyst for more than 34 years. He has been a director of research, president, chief operating officer of a broker-dealer, deputy director of research, head of fixed income research and group head of diversified industrial research, and head of global value research. He is a member of the National Waste & Recycling Association Hall of Fame Class of 2020.

John McNamara

Managing Director
Building Products, Industrial & Environmental
Services

Mr. McNamara is a Managing Director in the Diversified Industries Investment Banking Group and is responsible for coverage of the building products and environmental services industries. Mr. McNamara has more than 15 years of investment banking experience and has completed more than 60 transactions representing more than \$10 billion in consideration.

REGISTRATION DEADLINE :
DON'T MISS OUT ON THIS EXPERIENCE!

February 3, 2022

Participant Information

1. Upon registering for the event (\$200 per participant), FILA will assign participants into groups of no less than six by February 7.
2. Teams will be divided with participants assigned either a role of buyer or seller. Your objective is to strike the best deal!
3. Each team will receive the case study distributed by Stifel on February 9. Teams will engage with each other, review the case and determine how to distribute the workload and assign responsibilities.
4. Once deals have been made, teams will build their deal into a PowerPoint presentation.
5. Each team will designate at least one representative to present the deal to the judges in person (pending COVID restrictions). Stifel facilitators will provide guidance on presentation expectations and limitations.
6. Participants will be responsible for coordinating all travel to the event and hotel blocks will be designated by NWRA.

In-Person Event Details

When: March 23 & 24, 2022

Where: To Be Announced

(Virtual attendance available for registered participants)

March 23, 2022

- Participants arrive afternoon/early evening
- Group dinner

March 24, 2022

8:00am Breakfast
8:45am Program start and introduction
9:00am Presentations begin
10:00am Break
10:30am Presentations continue
11:30am Lunch
12:30pm Presentations continue
1:30pm Break
2:00pm Panel deliberation and award presentation
3:00pm Fireside chat

Judges

A panel of judges comprised of corporate development leaders from the environmental services industry will evaluate and determine the winning teams.

Prizes

The top three winning teams, selected by the judges, will be awarded cash prizes with a matched amount donated to the charity of the team's choosing. The 1st place team will also be recognized during the Waste360/Stifel Investor Summit.

Lunch & Learn

If you are interested in learning more about this event before deciding to register, FILA Board Members will be hosting a virtual event on Monday, January 17, 2022, at 12pm ET to answer your questions.

An email was sent to all FILA and Women's Council members with the meeting details and a calendar invite.

Registration Instructions

To participate in Stifel's MBA case study "Deal Me In," you must be a current member of the National Waste & Recycling Association's FILA or Women's Council.

The registration fee for this event is \$200.

As you register, you will be asked a series of questions, such as "What is your level of financial acumen?" and "How much experience have you had with M&A?" Your answers will assist in balancing out the competing teams.

Scan the QR code to register by February 3, 2022.

*An email with registration details was distributed to each member.



Sponsorship Interest

This industry-first special event will be a highly engaging program with participants across the environmental services industry. If you are interested in sponsorship opportunities, please contact:

Eric Voss (FILA Marketing and Membership)

770-312-6675

Eric@bigtruckrental.com

If you have any questions or did not receive the Lunch & Learn calendar invite with the link, please reach out to FILA Co-Chairs:

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