



# Investor Presentation

## First Quarter 2023 Results

April 27, 2023

# Safe Harbor Statement

This document may contain forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. When we use words such as “believes”, “expects”, “anticipates”, “estimates”, “may”, “plan”, “will”, “goal”, or similar expressions, we are making forward-looking statements. Forward-looking statements are prospective in nature and are not based on historical facts, but rather on current expectations and projections of our management about future events and are therefore subject to risks and uncertainties, which could cause actual results to differ materially from the future results expressed or implied by the forward-looking statements. Factors that could cause such differences include, among others, inflationary cost pressure in labor, supply chain, energy, and other expenses, decreases in the volume of regulated wastes or personal and confidential information collected from customers, the ability to implement the remaining phases of our ERP system, and disruptions resulting from deployment of our ERP system, disruptions in our supply chain, disruptions in or attacks on information technology systems, labor shortages, a recession or economic disruption in the U.S. and other countries, SOP pricing volatility or pricing volatility in other commodities, rising interest rates or a downgrade in our credit rating resulting in an increase in interest expense, changing market conditions in the healthcare industry, competition and demand for services in the regulated waste and secure information destruction industries, foreign exchange rate volatility in the jurisdictions in which we operate, changes in governmental regulation of the collection, transportation, treatment and disposal of regulated waste or the proper handling and protection of personal and confidential information, the level of government enforcement of regulations governing regulated waste collection and treatment or the proper handling and protection of personal and confidential information, charges related to portfolio optimization or the failure of acquisitions or divestitures to achieve the desired results, failure to consummate transactions with respect to non-core businesses, the obligations to service substantial indebtedness and comply with the covenants and restrictions contained in our credit agreements and notes, political, economic, and other risks related to our foreign operations, pandemics and the resulting impact on the results of operations, long-term remote work arrangements which may adversely affect our business, supply chain disruptions, disruptions in transportation services, restrictions on the ability of our team members to travel, closures of our facilities or the facilities of our customers and suppliers, changes in the volume of paper processed by our secure information destruction business and the revenue generated from the sale of SOP, weather and environmental changes related to climate change, requirements of customers and investors for net carbon zero emissions strategies, and the introduction of regulations for greenhouse gases, which could negatively affect our costs to operate, the outcome of pending, future or settled litigation or investigations including with respect to the U.S. Foreign Corrupt Practices Act and foreign anti-corruption laws, failure to maintain an effective system of internal control over financial reporting, as well as other factors described in our filings with the SEC, including our Annual Report on Form 10-K and subsequent Quarterly Reports on Form 10-Q. As a result, past financial performance should not be considered a reliable indicator of future performance, and investors should not use historical trends to anticipate future results or trends. We disclaim any obligation to update or revise any forward-looking or other statements contained herein other than in accordance with legal and regulatory obligations.

## Stericycle's Key Business Priorities

- Quality of Revenue
- Operational Efficiency, Modernization and Innovation
- ERP Implementation
- Debt Reduction and Leverage Improvement
- Portfolio Optimization

# Q1 2023 Key Business Highlights

- Grew organic revenues 7.2%, with SID growing 11.8% and RWCS growing 5.0%
- Improved Adjusted Income from Operations<sup>(1)</sup> 350 bps
- Achieved Adjusted EPS<sup>(1)</sup> of \$0.49
- Improved Free Cash Flow<sup>(2)</sup> \$89.4 million
- Reduced debt leverage to 3.05X
- Divested operations in Brazil in April 2023, our last remaining Latin America business

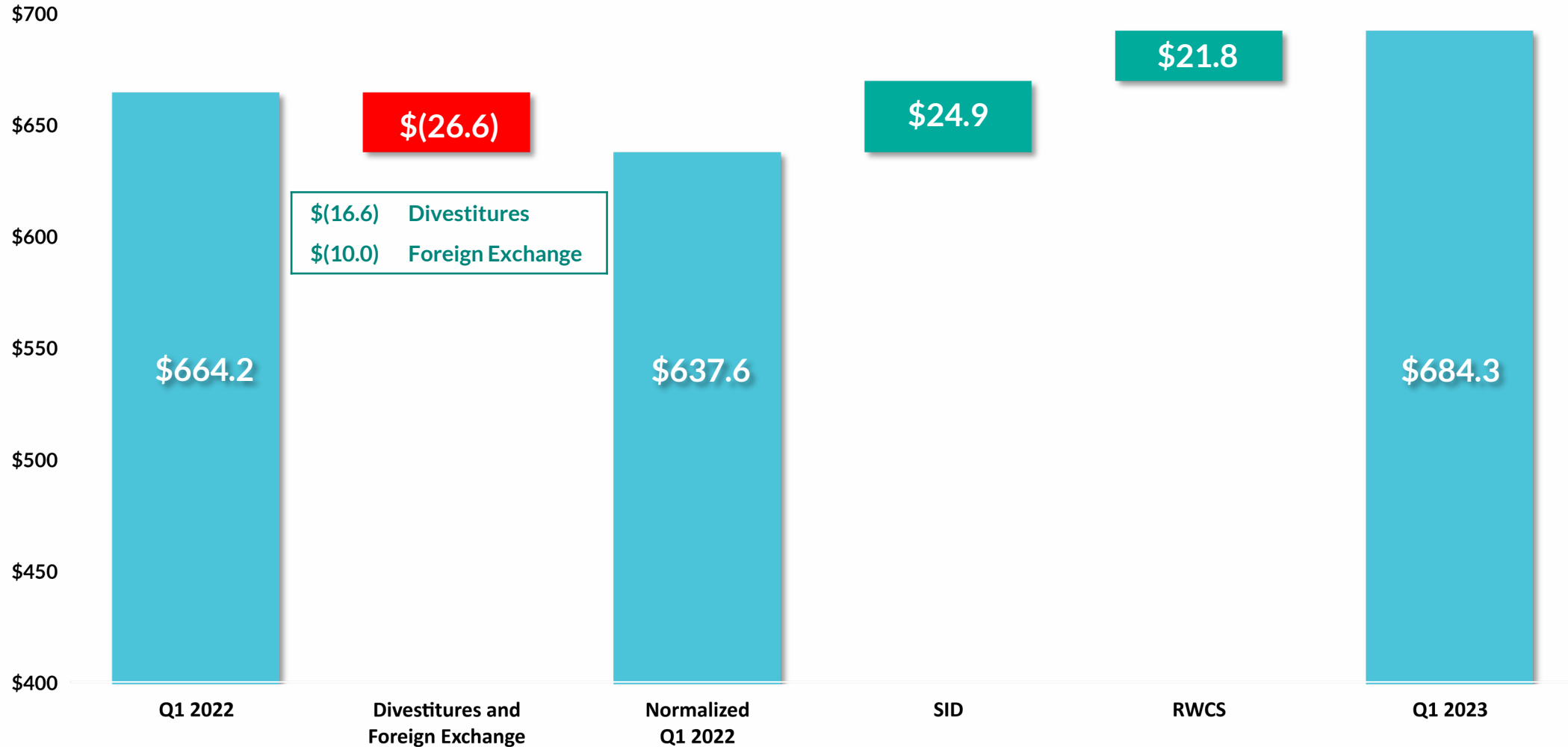
(\$ millions except for EPS)	Three Months Ended March 31, 2023
Revenues	\$684.3
Income from Operations	\$40.0
Adjusted Income from Operations <sup>(2)</sup>	\$84.7
Adjusted EBITDA <sup>(2)</sup>	\$111.3
Diluted Earnings per Share	\$0.12
Adjusted Diluted Earnings per Share <sup>(2)</sup>	\$0.49
Net Cash from Operating Activities	\$49.5
Free Cash Flow <sup>(1)</sup>	\$13.1

(1) Reconciliation of Adjusted Income from Operations, Adjusted EBITDA and Adjusted Diluted EPS to their respective U.S. GAAP measures can be found in the appendix of this presentation.

(2) Free cash flow is calculated as Net cash from operating activities less Capital expenditures.

# Q1 2023 Organic Revenues Grew \$46.7M

\$ millions



# Q1 2023 Revenues by Service and Segment Compared to Q1 2022

	Three Months Ended March 31,						
	In millions				Components of Change (%) <sup>(1)</sup>		
	2023	2022	Change (\$)	Change (%)	Organic Growth <sup>(2)</sup>	Divestitures	Foreign Exchange <sup>(3)</sup>
<b>Revenue by Service</b>							
Regulated Waste and Compliance Services	\$ 451.3	\$ 452.6	\$ (1.3)	(0.3)%	5.0%	(3.7)%	(1.4)%
Secure Information Destruction Services	233.0	211.6	21.4	10.1%	11.8%	-%	(1.7)%
<b>Total Revenues</b>	<b>\$ 684.3</b>	<b>\$ 664.2</b>	<b>\$ 20.1</b>	<b>3.0%</b>	<b>7.2%</b>	<b>(2.5)%</b>	<b>(1.5)%</b>
<b>North America</b>							
Regulated Waste and Compliance Services	\$ 368.7	\$ 362.1	\$ 6.6	1.8%	6.5%	(4.1)%	(0.3)%
Secure Information Destruction Services	204.7	181.6	23.1	12.7%	13.4%	-%	(0.7)%
<b>Total North America Segment</b>	<b>\$ 573.4</b>	<b>\$ 543.7</b>	<b>\$ 29.7</b>	<b>5.5%</b>	<b>8.8%</b>	<b>(2.7)%</b>	<b>(0.4)%</b>
<b>International</b>							
Regulated Waste and Compliance Services	\$ 82.6	\$ 90.5	\$ (7.9)	(8.8)%	(0.7)%	(1.9)%	(6.2)%
Secure Information Destruction Services	28.3	30.0	(1.7)	(5.6)%	2.1%	-%	(7.7)%
<b>Total International Segment</b>	<b>\$ 110.9</b>	<b>\$ 120.5</b>	<b>\$ (9.6)</b>	<b>(8.0)%</b>	<b>-%</b>	<b>(1.5)%</b>	<b>(6.5)%</b>

<sup>(1)</sup> Components of Change (%) in summation may not cross foot to the total Change (%) due to rounding.

<sup>(2)</sup> Organic growth is the change in revenues which includes SOP (sorted office paper) pricing and volume and excludes the impact of divestitures and foreign exchange.

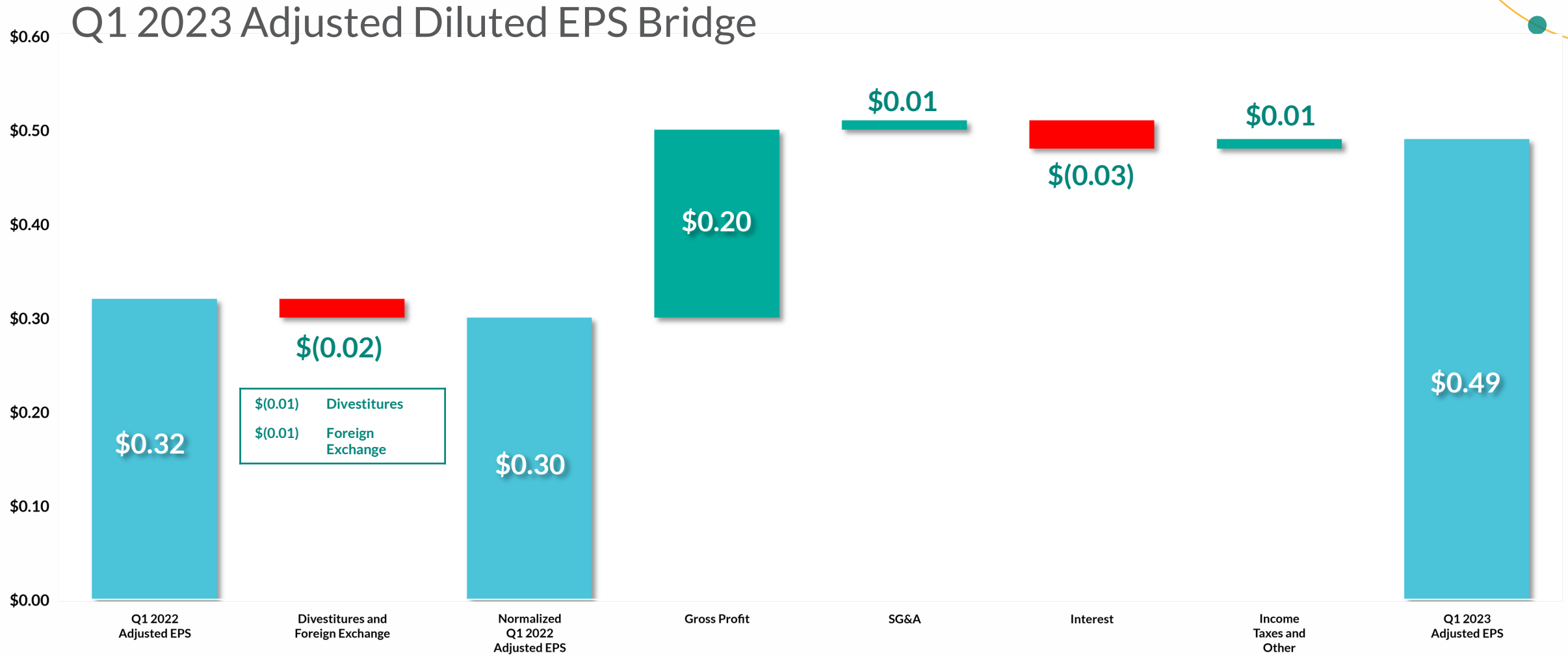
<sup>(3)</sup> Foreign Exchange is change in revenues attributed to effects of foreign currency exchange rates.

# Q1 2023 Adjusted Diluted EPS Increased \$0.17

(\$ millions except for EPS)	Three Months Ended March 31,	
	2023	2022
Revenues	\$684.3	\$664.2
Income from Operations	\$40.0	\$5.9
Diluted Earnings (Loss) per Share	\$0.12	\$(0.15)
Adjusted EBITDA <sup>(1)</sup>	\$111.3	\$86.3
Adjusted Income from Operations <sup>(1)</sup>	\$84.7	\$59.0
Adjusted Diluted Earnings per Share <sup>(1)</sup>	\$0.49	\$0.32

<sup>(1)</sup> Reconciliation of Adjusted Income from Operations, Adjusted EBITDA and Adjusted Diluted EPS to their respective U.S. GAAP measures can be found in the appendix of this presentation.

# Pricing Levers Grew Gross Profit





# Generated Free Cash Flow of \$13.1 Million in Q1 2023, an \$89.4 Million Improvement

(\$ millions)		
Free Cash Flow <sup>(1)</sup> for the three months ended March 31, 2022		\$(76.3)
Changes in Free Cash Flow:		
Accounts Receivable Improvements	32.9	
Higher Operating Income	30.8	
Lower Annual Incentive Payments	22.3	
Other Net Working Capital Improvements	2.3	
Capital Expenditures	1.1	
Year-over-year change in Free Cash Flow		89.4
Free Cash Flow <sup>(1)</sup> for the three months ended March 31, 2023		\$13.1

<sup>(1)</sup> Free Cash Flow is calculated as Net cash from operating activities less Capital expenditures.

# Debt Reduction and Leverage Improvement

- Reduced credit agreement defined debt leverage ratio to 3.05X
- Reduced net debt to \$1,453.0 million, down \$8.4 million
- Approximately \$1 billion of available capacity in the \$1.2 billion revolving credit facility

(\$ millions except leverage ratio)	As of March 31, 2023	As of December 31, 2022
Net Debt <sup>(1)</sup>	\$1,453.0	\$1,461.4
Credit Agreement Defined Debt Leverage Ratio <sup>(2)</sup>	3.05X	3.28X
Unused Portion of the Revolving Credit Facility	\$981.4	\$985.7

(1) Net debt is calculated as total debt less cash and cash equivalents as defined by our credit agreement.

(2) The amended credit agreement allows add backs when calculating the credit agreement defined debt leverage ratio as of March 31, 2023.

For additional information, see Note 4 – Long-Term Debt in the Form 10-Q for the quarter ended March 31, 2023.

# 2023 Guidance\*

We expect the following:

**Organic Revenue Growth<sup>(1)</sup>** 3 to 5 percent on a base of \$2.62 billion

**Adjusted EPS<sup>(2)(3)</sup>** \$1.75 to \$2.05

**Free Cash Flow<sup>(4)</sup>** \$175-\$205 million

**Capital Expenditures** \$125-\$145 million

**Debt Leverage <3.0X** Achieve a credit agreement defined debt leverage ratio below 3 times in the first half of 2023

<sup>(1)</sup> Organic revenue base of \$2.62 billion represents 2022 revenues normalized for revenues from the divestitures of Communication Solutions (December 2022), Sanypick Plastics (January 2023) and Brazil (April 2023).

<sup>(2)</sup> Assumes recent foreign exchange rates, SOP recycling revenue per ton market price and variable interest rates movement with changing market conditions.

<sup>(3)</sup> Assumes adjusted effective tax rate remains in the range of 26% to 29%, reflecting more normalized income tax levels in 2023.

<sup>(4)</sup> Includes final payments of approximately \$8 million for the FCPA settlement in April and assumes approximately \$5 to \$10 million for FCPA monitor costs which is expected to be reflected in Adjusted Litigation, Settlements and Regulatory Compliance in 2023.

\*Forward Looking Statements. Please refer to the Safe Harbor Statement on Slide 2. This guidance is based on currently known items and certain business assumptions, including assumptions with respect to foreign exchange rates and estimates for SOP and other commodity pricing. This guidance also excludes future acquisitions, divestitures and litigation costs. For guidance purposes, it is not possible to predict or provide without unreasonable effort a reconciliation reflecting the impact of future acquisitions, divestitures, certain litigation, settlements and regulatory compliance matters, uncertain tax matters, certain other items, or other unanticipated events, such as a recession or prolonged inflationary environment, which would be included in reported (U.S. GAAP) results and could be material.



# Appendix

# Non-GAAP Financial Measures

The Non-GAAP financial measures contained in this document are reconciled to the most comparable measures calculated in accordance with U.S. GAAP. Management believes the Non-GAAP financial measures are useful measures of Stericycle's performance because they provide additional information about Stericycle's operations and exclude certain specified items, allowing better evaluation of underlying business performance and better period-to-period comparability. Additionally, the Company uses such Non-GAAP financial measures in evaluating business unit and management performance. All Non-GAAP financial measures are intended to supplement the applicable U.S. GAAP measures and should not be considered in isolation from, or a replacement for, financial measures prepared in accordance with U.S. GAAP and may not be comparable to or calculated in the same manner as Non-GAAP financial measures published by other companies. Please see Stericycle's Current Report on Form 8-K furnished to the SEC on the date hereof for more information regarding these Non-GAAP financial measures. For guidance purposes, it is not possible to predict or provide without unreasonable effort a reconciliation reflecting the impact of future acquisitions, divestitures, certain litigation, settlements and regulatory compliance matters (including monitoring costs), uncertain tax matters, certain other items or other unanticipated events, which would be included in reported (U.S. GAAP) results and could be material.

# Reconciliation of U.S. GAAP to Adjusted Q1 2023 Financial Measures

(In millions, except per share data)

	Three Months Ended March 31, 2023			
	Selling, General and Administrative Expenses	Income from Operations	Net Income Attributable to Common Shareholders	Diluted Earnings Per Share
<b>U.S. GAAP Financial Measures</b>	\$ 216.0	\$ 40.0	\$ 11.2	\$ 0.12
<b>Adjustments:</b>				
ERP and System Modernization	(2.7)	2.7	2.1	0.02
Intangible Amortization	(28.2)	28.2	21.9	0.24
Portfolio Optimization	(0.6)	5.6	5.4	0.06
Litigation, Settlements and Regulatory Compliance	(8.2)	8.2	4.9	0.05
Total Adjustments	(39.7)	44.7	34.3	0.37
<b>Adjusted Financial Measures</b>	<b>\$ 176.3</b>	<b>\$ 84.7</b>	<b>\$ 45.5</b>	<b>\$ 0.49</b>
Depreciation		26.6		
<b>Adjusted EBITDA</b>		<b>\$ 111.3</b>		

For more details on adjusted items, please see Stericycle's earnings press release for Q1 2023 issued on April 27, 2023.

# Reconciliation of U.S. GAAP to Adjusted Q1 2022 Financial Measures

(In millions, except per share data)

	Three Months Ended March 31, 2022			
	Selling, General and Administrative Expenses	Income from Operations	Net (Loss) Income Attributable to Common Shareholders	Diluted (Loss) Earnings Per Share
<b>U.S. GAAP Financial Measures</b>	\$ 238.6	\$ 5.9	\$ (14.2)	\$ (0.15)
<b>Adjustments:</b>				
ERP and System Modernization	(5.6)	5.6	4.2	0.05
Intangible Amortization	(32.4)	32.4	25.2	0.27
Portfolio Optimization	(1.3)	1.3	1.0	0.01
Litigation, Settlements and Regulatory Compliance	(13.8)	13.8	12.9	0.14
Total Adjustments	(53.1)	53.1	43.3	0.47
<b>Adjusted Financial Measures</b>	<b>\$ 185.5</b>	<b>\$ 59.0</b>	<b>\$ 29.1</b>	<b>\$ 0.32</b>
Depreciation		27.3		
<b>Adjusted EBITDA</b>		<b>\$ 86.3</b>		

For more details on adjusted items, please see Stericycle's earnings press release for Q1 2023 issued on April 27, 2023.

# Contact Us

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