

Machinery, E&C and Waste

Waste + Aggregates attending BofA event – clues to monitor

Industry Overview

BofA conference features waste & aggregates track

The BofA Ag & Materials Conference (February 28-29th) in Florida features public waste operators – Republic Services (CFO), Waste Connections (CFO), GFL Environmental (CEO), – as well as leading aggregates supplier – Martin Marietta (CEO, CFO). Regarding the waste sector, we look for an update on pricing power (commercial customers, landfills, fading CPI impact), volume backdrop, M&A runway, margin progression, sustainability ‘green’ capex investments, landfill to renewable natural gas (RNG), free cash flow conversion and other ESG topics (circular economy, plastics, PFAS).

Martin Marietta CEO – pricing, portfolio, volumes in focus

The conference features Martin Marietta Materials (MLM), a leading aggregates supplier to infrastructure and construction markets, key executive team: C. Howard Nye (Chairman, President & CEO), James A.J. Nickolas (Executive Vice President, CFO). At the conference, we look forward to an update on the impressive portfolio transformation playing out MLM (i.e., less cement, ready mix vs rising aggregates), volume trajectory into 2025 (i.e., infrastructure + residential offset heavy non-res), pricing sustainability (i.e., a ‘new normal’ post inflation spike in recent years), and if there is a stronger cash return story going forward given the FCF conversion and leverage post divestitures.

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Equity
Americas
Machinery, E&C and Waste

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PFAS = per-and polyfluoroalkyl substances

RNG = renewable natural gas

Non-res = non residential

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Underperform	N/A	≥ 20%

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