2024 Annual Producer Meeting

October 24, 2024









Welcome

2024 Annual Producer Meeting



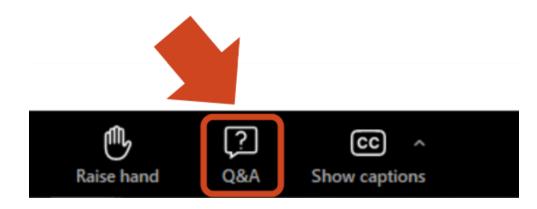
Land Acknowledgement







- Submit questions and feedback via the Zoom Q&A button at the bottom of screen.
- Will respond to a few questions after each presentation section and will have time for Q&A at the end.
- Today's presentation and webinar recording will be made available on all program websites.

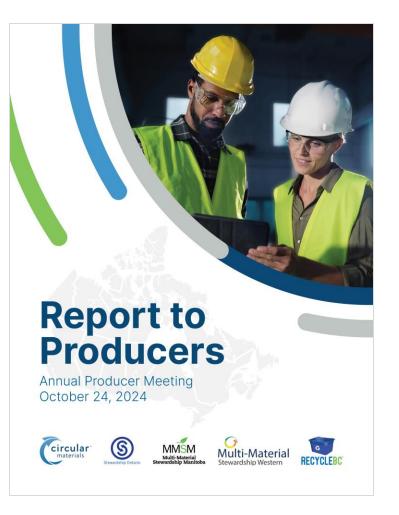




Agenda

- Opening Remarks
- Budget and Fee Setting Process
- Circular Materials in New Brunswick
- Stewardship Ontario
- Multi-Material Stewardship Manitoba
- Multi-Material Stewardship Western
- Circular Materials in Alberta
- Recycle BC
- Q&A





Report to Producers

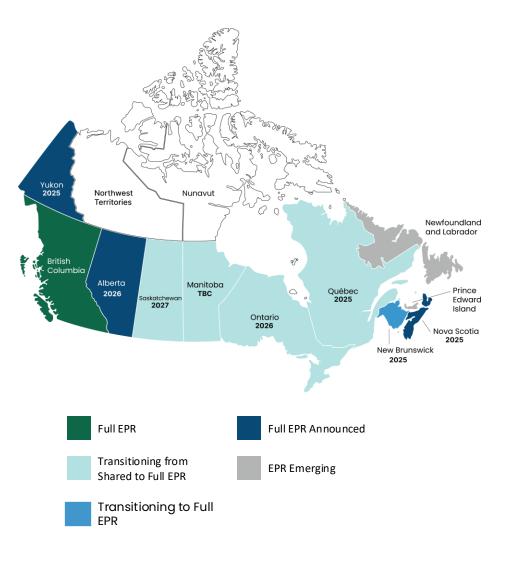
Opening Remarks

Allen Langdon CEO, Circular Materials

Circular Materials

Extended Producer Responsibility (EPR) Across Canada

- EPR is gaining momentum across Canada.
- Transition to EPR successfully underway in New Brunswick and Ontario.
- Manitoba preparing to move from a sharedresponsibility stewardship program to full EPR.
- Saskatchewan will transition from a shared responsibility model to full EPR on December 1, 2024.
- Alberta, Nova Scotia and the Yukon preparing for EPR to be rolled out in 2025.





Collaboration is Key to Advancing a Circular Economy

Circular Materials, Multi-Material Stewardship Manitoba, Multi-Material Stewardship Western and Recycle BC collaborating to leverage strengths and best practices, drive efficiencies and maximize value for producers.





PRFLEX Initiative to improve flexible plastic recycling

Circular Materials, Recycle BC, Éco Entreprises Québec (ÉEQ) and other circularity leaders collaborating on PRFLEX project to optimize the recycling system for flexible plastics packaging (FPP) in Canada and increase the use of recycled content in FPP.

Collaboration with Circular Materials, Recycle BC and ÉEQ on recycling innovation REOI

Circular Materials, Recycle BC and ÉEQ released an REOI seeking innovators with plastic packaging recycling technologies, systems and processes to help boost Canada's low recycling rates for flexible plastic packaging.



Enhancing the Producer Experience

We are committed to supporting a seamless experience, including the reporting and fees process.

WeRecycle Portal: to enable efficient and secure reporting of supply data for multiple programs across the country.

• Updates to Portal user guide, glossary of terms/acronyms.

Streamlining Producer Invoicing: in response to producer feedback, starting January 2025, we are updating our billing practices. Instead of receiving up to 24 email notifications with invoice attachments, producers will receive one email notification with a summary and link to invoices for all registered programs. This will provide a new and efficient producer experience and support:

- secure access of producer invoices through our WeRecycle Portal;
- the ability for producers to view/download invoices with additional fee information.

Dedicated Support: Our Customer Relations team is available to answer questions and provide support through various channels.





Continuing to Enhance the Producer Experience

- In 2024, we launched our new online **Producer Guide**.
- **One-stop-shop** to find information on registration, reporting requirements and the annual fee process.
- **Materials Tool** helps producers identify the correct material category for their products to support accurate reporting.
- **Tailored guidance** for six types of organizations to make it easier to understand unique reporting obligations.
- New Fee Setting 101 video to provide overview of fee setting process and methodologies.
- We continue to enhance the producer experience and **welcome your feedback**.

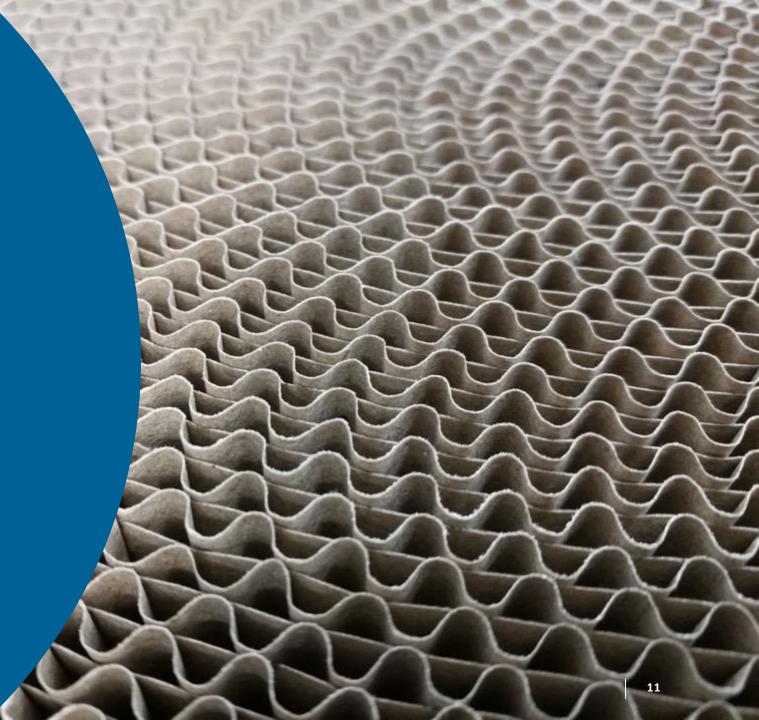


Notice: This Guide has been created for the convenience of producers. Every effort is made by Circular Materials staff to provide producers with accurate guidance. However, please note the following: this document does not constitute legal advice. In the event of a discrepancy between the information in this Guide and a program's legal documents, including legislation, guidance from regulators, the applicable program's approved packaging and paper plan, program Rules, Policies or Membership Agreements (collectively the "program's legal documents") the program slegal documents is legal documents in this Guide.



Overview of Budget and Fee Setting Process

Sarah Auten VP, Business Intelligence & Reporting, Circular Materials



Approach to Fee Setting

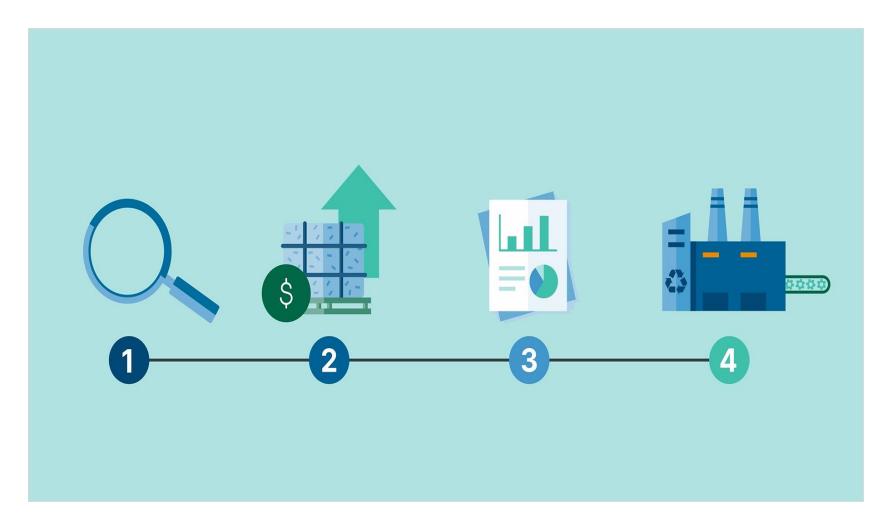
- The annual fee setting process is designed to ensure fairness and transparency.
- Fees cover the costs associated with the collection, transportation and processing of designated materials.
- Fee methodologies were developed through extensive consultation with producers; continue to be refined to ensure fairness and reflect ongoing changes in the recycling industry.
- Fees between programs are not directly comparable.



For more information on fee methodologies, see the <u>Producer Guide</u>.



Overview: Fee Setting Process (video)





Summary: How we Calculate Producer Fees

Budget

Total cost to collect, sort and market materials (offset by commodity revenue), plus all program management expenses.

Material Cost Input

The Material Cost Index (MCI) assigns each material a relative value representing its impact on the cost of recycling system activities.

Fees

The total fees to be paid by each material category once budget items have been allocated in accordance with the **four-step fee methodology**.

Final Fee Rates

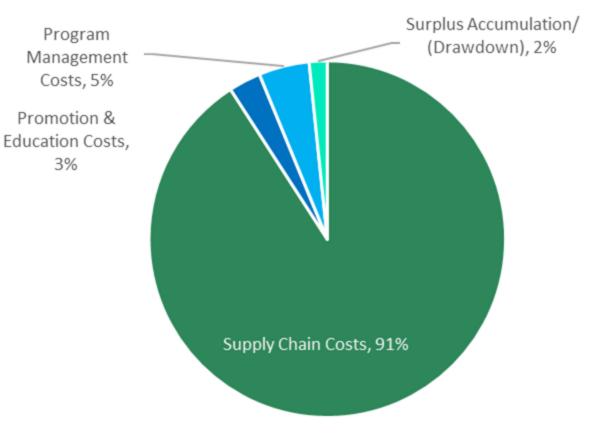
¢/kg

The final fee rate (expressed in cents/kg) is produced by dividing the total fees for each material category by the quantity of material supplied by the producers.



Breakdown of 2025 Budget Costs

 Over 90% of aggregate* budget costs are supply chain costs: costs includes all collection, processing and operational oversight costs.



*Note: figures exclude Stewardship Ontario program.



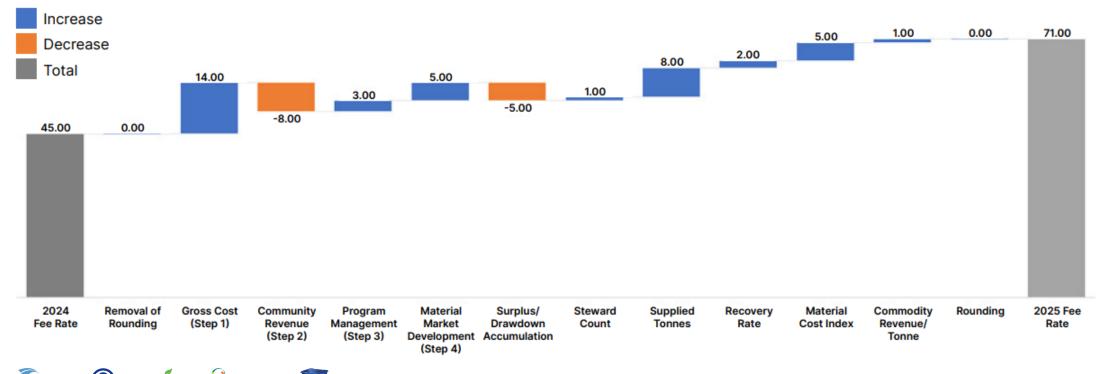
Understanding Fee Rates Cause of Change

- Cause of Change graphs provide detail on the factors influencing changes to material fee rates.
- See <u>Report to Producers</u> for detailed descriptions of these factors.
- Graphs available on <u>Producer Guide</u> and program websites.

Multi-Materia

RFCYCI FB

circular



Example of a Fee Setting Material Cause of Change Graph (cents/kgs)



Circular Materials Overview and NB Operations

Allen Langdon Chief Executive Officer

About Us

- National not-for-profit producer responsibility organization (PRO) created and governed by producers.
- We support producers in meeting their obligations under extended producer responsibility (EPR) regulations for packaging and paper across Canada.
- Our efforts are also focused on advancing the circular economy by building efficient and effective recycling systems that:
 - Advance innovation.
 - Increase performance.
 - Deliver improved environmental outcomes.



Circular Materials Across Canada



New Brunswick Residential transition near complete (Nov. 1, 2024).

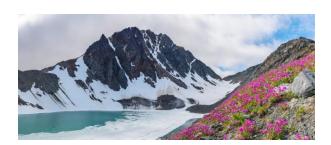


Alberta

Preparing for program implementation (April 1, 2025).



Nova Scotia Program implementation (Dec. 1, 2025). 2026 budgets and fees will be shared at 2025 APM.



The Yukon Program implementation (2025). 2026 budgets and fees will be shared at 2025 APM.



Ontario

Transition completes Dec. 31, 2025. Due to the competitive PRO environment, fees are shared directly with Circular Materials in Ontario producers.



2024 Highlights – Advancing Recycling Efforts









- **Developing a First-of-its-kind Material Access Program:** Returns recycled materials directly back to producers to meet recycled content targets.
- UN INC-4 panel: Role of EPR in Creating a Circular Economy for Plastics: In collaboration with ÉEQ and producers, highlighted EPR as an effective mechanism to improve recycling rates and influence material design.
- Continuing efforts through MOU with Éco Entreprises Québec (ÉEQ) to optimize operations and drive innovation and investments in recycling infrastructure.
- **Partnered with EXPRA** to advance joint interests and initiatives aimed at optimizing practices to improve recycling rates and drive innovation.
- Collaboration with HPSA to Advance Recycling Efforts: Advancing common goals and sharing best practices for recycling education and material management in New Brunswick and Ontario to enhance public awareness and support recycling.

Circular Materials in New Brunswick

Andrew Philopoulos Managing Director, Atlantic Canada



Circular Materials



2023 Review

May 5

Recycle NB approves the Circular Materials Stewardship Plan.

May - Sept.

Development of bilingual promotion and education materials for New Brunswick residents.

Sept. 1

Communications plan submitted to Recycle NB for 2023.

🕜 Nov. 1

Phase 1 of the transition launches.

Nov. - Dec.

Accepted offer to contract with Circular Materials:

3 processing facilities; 5 municipalities; 1 First Nation Community.

Dec 15

Communications plan submitted to Recycle NB for 2024.

2024 Update: Residential Transition Near Complete

- First Atlantic province to transition to EPR.
- Program implementation rolled out in two phases:
 - Nov. 1, 2023 May 1, 2024: Approx. 80% of province transitioned.
 - May 1, 2024 Nov. 1, 2024: Approx. 20% of province to transition.
- 13 of 15 First Nations communities have, or are in process of, transitioning to EPR.
- Expansion of services to multi-family and schools in 2025, and public space in 2027.



On May 1, 2024, we celebrated the milestone of 80% of New Brunswick transitioned to EPR.

2025 Budget

- 2025 budget captures full year of single-family dwellings and the expansion to multi-family dwellings and schools for both Phase 1 and Phase 2.
- Fee budget of \$38.9 million includes \$0.9 million to build operating reserves.
- Going forward, once we reach steady state operations in New Brunswick, we will be in a position to share budget forecasts.

Circular Materials New Brunswick Budget									
	2025	2024	YOY Variance						
Obligation Share	100%	100%							
Supply Chain Cost	\$33,215,217	\$16,586,080	100%						
Promotion & Education Cost	\$2,155,655	\$1,530,000	41%						
Program Management Cost	\$ 2,032,394	\$2,190,000	-7%						
Program Management as % of Total Fees	5.4%	10.4%	-49%						
Regulatory Fee (Recycle NB oversight fees)	\$560,000	\$660,000	-15%						
Total Fee Obligation (before reserves)	\$37,963,266	\$20,966,080	81%						
Reserves	\$934,644	\$2,450,796	-62%						
TOTAL FEE BUDGET	\$38,897,910	\$23, <mark>4</mark> 16,875	66%						

2025 Fee Schedule

 Due to the expanded scope of the Regulation and materials managed in 2025, average fee rates increased by 53% from 2024.



+53% AVG from 2024

View this fee schedule on pages 15-16 of the <u>Annual</u> <u>Report to Producers</u>.

<u></u>			Fee Schedule (cents/kg)					
Category	Material	2025 Fee Rates (cents/kg)	2024 Fee Rates (cents/kg)	Variance %				
Paper	Newspapers	80.00	50.00	60.0%				
	Newsprint (inserts and circulars)	80.00	50.00	60.0%				
	Magazines and Catalogues	80.00	50.00	60.0%				
	Directories	80.00	50.00	60.0%				
	Other Printed Materials	80.00	50.00	60.0%				
	Purchased Posters, Calendars, Greeting Cards and Envelopes	80.00	50.00	60.0%				
	Paper for General Use	80.00	50.00	60.0%				
	Kraft Paper Carry-Out Bags	61.00	39.00	56.4%				
	Kraft Paper - Non-Laminated	61.00	39.00	56.4%				
	Corrugated Cardboard	61.00	39.00	56.4%				
	Boxboard and Other Paper Packaging	61.00	39.00	56.4%				
	Gable Top Containers	61.00	39.00	56.4%				
	Paper Laminates	61.00	39.00	56.4%				
	Aseptic Containers	61.00	39.00	56.4%				
Rigid	PET Containers, Jars and Jugs < 5 Litres	121.00	73.00	65.8%				
Plastic PET Cor Litres	PET Containers, Jars and Jugs >= 5 Litres	121.00	73.00	65.8%				
	PET Thermoform Containers < 5 Litres	121.00	73.00	65.8%				
	HDPE Containers, Jars and Jugs < 5 Litres	57.00	20.00	185.0%				
	HDPE Containers, Jars and Jugs >= 5 Litres	57.00	20.00	185.0%				
	Expanded Polystyrene	356.00	225.00	58.2%				
	Non-Expanded Polystyrene	176.00	103.00	70.9%				
	Other Plastic Packaging (not listed above) < 5 Litres	101.00	65.00	55.49				
	Other Plastic Packaging (not listed above) >= 5 Litres	101.00	65.00	55.49				
	PLA, PHA, PHB	101.00	65.00	55.49				
lexible	LDPE/HDPE Film	166.00	102.00	62.79				
Plastic	LDPE/HDPE Film Carry-Out Bags	166.00	102.00	62.79				
	PLA, PHA, PHB - Plastic Film	166.00	102.00	62.79				
	PLA, PHA, PHB Carry-Out Bags	166.00	102.00	62.75				
	Plastic Laminates	166.00	102.00	62.75				
detal	Other Steel Containers and Packaging	78.00	59.00	32.25				
	Steel Aerosol Containers	78.00	59.00	32.29				
	Aluminum Food Containers	90.00	64.00	40.69				
	Aluminum Aerosol Containers	90.00	64.00	40.69				
	Other Aluminum Packaging	90.00	64.00	40.69				
Glass	Clear Glass	60.00	41.00	46.39				
	Coloured Glass	60.00	41.00	46.33				



2024 Annual Meeting

LYLE CLARKE Executive Director





- Stewardship Ontario's (SO) transition out of Ontario's legacy Blue Box Program (which it has operated since 2004) is almost complete.
- We will continue to focus on a smooth and cost-effective transition, as we reach the end of the producer obligation to municipalities in 2025 and wind up SO as an organization in 2026.
- Our last invoices will be issued in January 2025, and despite the fact that they cover costs for both 2025 and 2026, they will be less than 40% of the 2024 invoices. The steward obligation is down 83% from its peak in 2023.

2025 Budget

	S	TEWARDSHI	P ONTARIO B	UDGET (\$ TI	HOUSANDS)	
	2020 Actual	2021 Actual	2022 Actual	2023 Actual	2024 Forecast	2025 Budget*	Variance 2025 vs. 2024
Steward Obligation to Municipalities	\$126,226.4	\$149,246.5	\$169,143.2	\$148,953.5	\$83,711.1	\$28,240.3	(\$55,470.8)
Program Operations	\$7,966.6	\$7,316.4	\$8,363.1	\$5,076.5	\$5,163.9	\$8,058.5	\$2,894.6
Transition	\$1,371.8	\$ 898.6	\$641.7	\$638.8	\$776.5	\$1,592.9	\$816.4
Total Fee Budget	\$135,564.8	\$157,461.5	\$178,148.0	\$154,668.8	\$89,651.5	\$37,891.7	(\$51,759.8)
Less: Glass Market Development Fund		\$666.0					\$0.0
Plastic Market Development Fund		\$4,964.4					\$0.0
General Reserve	\$1,371.8	\$898.6	\$10,641.7	\$638.8	\$5,776.5	\$8,592.9	\$2,816.4
Net Fee Budget After Reserves	\$134,193.0	\$150,932.5	\$167,506.3	\$154,030.0	\$83,875.0	\$29,298.8	(\$54,576.2)



- The 2025 net fee budget to be paid by stewards is \$29.3 million.
- The obligation to municipalities is lower by over \$55 million compared to 2024.



Use of Reserves Through Transition

USE OF RESERVE THROUGH TRANSITION 2020-2026 (\$000 INCLUDES HST)									
	2020 Actual	2021 Actual	2022 Actual	2023 Actual	2024 Forecast	2025 Budget	2026 Budget	Total	
			Trans	ition Plan					
Transition Costs	\$2,381.5	\$ 1,118.5	\$1,491.2	\$1,644.8	\$1,475.1	\$1,850.2	\$1,325.9	\$11,287.2	
Disburse Plastic Markets Restricted Fund		\$4,964.4						\$4,964.4	
Fee Reductions						\$12,000.0		\$12,000.0	
Plan Total	\$2,381.5	\$6,082.9	\$1,491.2	\$1,644.8	\$1,475.1	\$13,850.2	\$1,325.9	\$28,251.6	
			Revised Us	se of Reserv	ves				
Transition Costs	\$1,37 <mark>1</mark> .8	\$898.6	\$641.7	\$638.8	\$776.5	\$742.1	\$850.8	\$5,920.3	
Disburse Plastic Markets Restricted Fund		\$4,964.4						\$4,964.4	
Operating (Surplus)/ Deficit	(\$9,269.9)	\$3,835.8	(\$969.1)	(\$8,391.7)	\$5,200.0			(\$9,621.9)	
Fee Reductions			\$10,000.0		\$5,000.0	11,988.8		\$21,988.8	
Revised Total	(\$7,925.1)	\$9,698.8	\$9,672.6	(\$7,725.9)	\$10,976.5	12,730.9	\$850.8	\$28,251.6	
Difference	(\$10,306.6)	\$3,615.9	\$8,181.4	(\$9,397.7)	\$9,501.4	(\$1,119.3)	(\$475.1)	-	

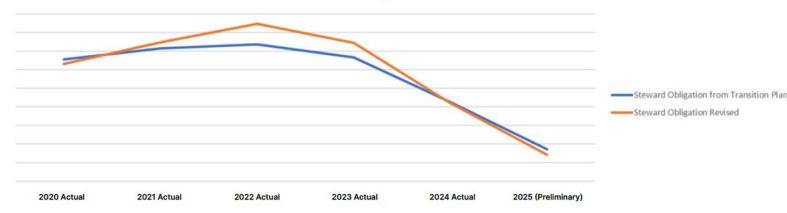
- The estimated fee reduction from reserves for 2025 is approx. \$7.0 million.
- Additional steward refund (from 2025 contingency fund) of ~\$5 million.
- Accumulated reserves will be exhausted by the end of 2025 through a reserve distribution and steward refund.

Estimated Budgets and Costs Through Transition – Steward Obligation



со	CONSOLIDATION/SUMMARY OF PROJECTED COSTS – STEWARSHIP OBLIGATION 2020-2026 (\$000 INCLUDES HST)									
	2020 Actual	2021 Actual	2022 Actual	2023 Actual	2024 Forecast	2025 Budget	Total			
Steward Obligation from Transition Plan	\$130,783.7	\$142,632.8	\$147,358.7	\$133,197.1	\$85,169.7	\$33,832.6	\$672,929.6			
Steward Obligation Revised	\$126,226.4	\$149,246.5	\$169,143.2	\$148,953.5	\$83,7 <mark>1</mark> 1.1	\$28,240.3	\$705,521.1			
Difference	(\$4,512.3)	\$6,613.7	\$21,784.5	\$15,756.4	(\$1,458.6)	(\$5,592.3)	\$32,591.5			
Difference for 2023-2025				\$15,756.4	(\$1,458.6)	(\$5,592.3)	(\$8,705.5)			

Steward Obligation 2020-2025

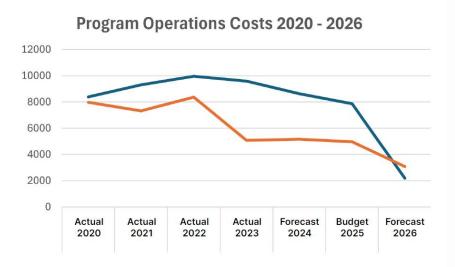


- Steward Obligation costs will be less than Transition Plan estimates for 2025.
- Total obligation (2020-2025) is \$32.5 million or 4.8% higher than the initial projection.

Estimated Budgets and Costs Through Transition – Operating Costs



	CONSOLIDATION/SUMMARY OF PROJECTED SO COSTS 2020-2026 (\$000 INCLUDES HST)									
	2020 Actual	2021 Actual	2022 Actual	2023 Actual	2024 Forecast	2025 Budget	2026 Budget	Total		
Program Operations - Transition Plan	\$8,394.3	\$9,307.8	\$9,957.6	\$9,577.7	\$8,636.3	\$7,863.8	\$2,189.2	\$55,926.7		
Program Operations - Revised	\$7,966.6	\$7,316.4	\$8,363.1	\$5,076.5	\$5,163.9	\$4,976.4	\$3,082.1	\$41,945.0		
Difference	(\$427.7)	(\$1,991.4)	(\$1,594.5)	(\$4,501.2)	(\$3,472.4)	\$2,112.6	\$892.9	(\$13,981.7)		



- Operating Costs are lower than initial estimates in the Transition Plan for almost every year.
- Total savings are \$13.9 million or 25% less than estimated in the Plan.

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Estimated Budgets and Costs Through Transition- Transition Costs

	CONSOLIDATION/SUMMARY OF PROJECTED COSTS 2020-2026 (\$000 INCLUDES HST)									
	2020 Actual	2021 Actual	2022 Actual	2023 Actual	2024 Forecast	2025 Budget	2026 Budget	Total		
Program Operations – Transition Plan	\$2,381.5	\$1,118.5	\$1,491.2	\$1,644.8	\$1,475.1	\$1,759.2	\$1,325.9	\$11,196.2		
Program Operations – Revised	\$1,371.8	\$898.6	\$641.7	\$638.8	\$776.5	\$742.1	\$850.8	\$5,290.3		
Difference	(\$1,009.7)	(\$219.9)	(\$849.5)	(\$1,006.0)	(\$698.6)	(\$1,017.1)	(\$475.1)	(\$5,275.9)		



Transition Costs are lower in every year of transition compared with the Transition Plan estimates, for total savings of \$5.3 million or 47.1% less than estimated.

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Annual Producer Meeting

Karen Melnychuk Executive Director





2023 PERFORMANCE REVIEW

• Founded in 2010, Multi-Material Stewardship Manitoba Inc. (MMSM) is a not-for-profit, industry-funded organization that funds and provides support for Manitoba's residential recycling programs for packaging and printed paper.

MMSM PERFORMANCE							
	2023	2022	YOY VARIANCE				
RECYCLING PERFORMANCE							
Recovered Tonnes	62,203	64,206	-3.1%				
Supplied Tonnes	86,655	89,471	-3.1%				
Recovery Rate	71.8%	71.8%	0.0%				
Population Serviced by PPP Program	1,274,727	1,275 <mark>,</mark> 689	-0.1%				
Recovered KG per Capita	48.8	50.3	-3.0%				
ACCESSIBILITY PERFORMANCE							
# Households Serviced	547,311	549,426	-0.4%				
% Households with Access to PPP Program*	95%	95%	-0.1%				
Promotion & Education Cost per Capita*	\$0.80	\$0.81	-1.7%				
% of residents aware and using recycling services	93%	94%	-1.0%				
COST PERFORMANCE							
Recovered Tonnes	62,203	64,206	-3.1%				
Net Cost**	\$35,512,951	\$28,096,520	26.4%				
Net Cost per Tonne	\$571	\$438	30.5%				
Net Cost per Capita	\$28	\$22	26.5%				

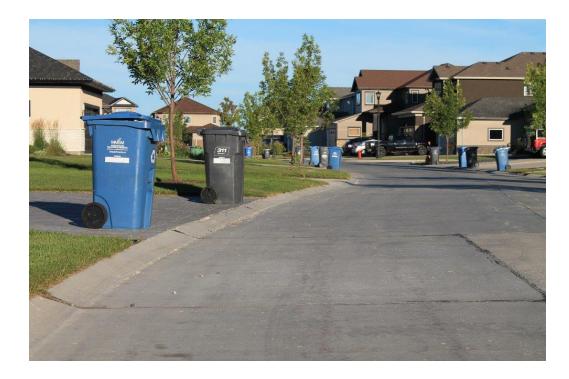
- <u>2023 MMSM Annual Report</u>: performance remained stable compared to 2022; recovery rate of 71.8% for 2023.
- 95% of Manitobans have access to a residential recycling program and 93% of residents participate in their residential recycling program.
- Recyclepedia has become Manitoba's go-to source for recycling information.

*Total Municipal and MMSM promotion and education. **Net costs include 100% of municipal costs and 100% of commodity revenues. Also included are MMSM's promotion and education, regulatory, market development and all other program management costs.



2024 UPDATE

- The province will transition from the current shared-responsibility program to full EPR.
- MMSM team continues to prepare for the shift to full EPR while the Transition Plan is further reviewed.
- The Manitoba Environment and Climate Change Ministerial Advisory Committee discussions concluded in May 2024 and the facilitator's report was submitted to the government.
- MMSM will continue to keep stakeholders updated on EPR transition developments and timelines.





2025 BUDGET

- Fee budget of \$23.4 million represents a 0.6% decrease from 2024.
- Decrease driven by lower administrative costs.

MMSM BUDGET								
	2025	2024	YOY VARIANCE					
OBLIGATION SHARE	80%	80%						
Supply Chain Costs	\$ 19,936,937	\$19,803,854	0.7%					
Promotion & Education	\$710,000	\$730,000	-2.7%					
Program Management	\$2,707,985	\$2,884,141	-6.1%					
Program Management as % of Total Fees	11.6%	12.3%	-0.7%					
Total Fee Obligation (before surplus)	\$23,354,922	\$23,417,995	-0.3%					
Surplus Accumulation/(Drawdown)	-\$2,377	\$74,748	-103.2%					
TOTAL FEE BUDGET	\$23,352,545	\$23,492,742	-0.6%					



2025 FEE SCHEDULE

	MMSM FEE SCHEDULE (CENTS/KG)						
Category	Material	2025 Fee Rates (cents/ kg)	2024 Fee Rates (cents/ kg)	Variance %			
Printed	Newsprint - Publishers	27.97	26.19	6.8%			
Paper	Newsprint - Other	31.20	29.33	6.4%			
	Magazines and Catalogues	24.21	20.47	18.3%			
	Telephone Books	24.52	21.38	14.7%			
	Other Printed Paper	32.45	25.33	28.1%			
	Corrugated Cardboard	22.93	19.89	15.3%			
	Boxboard	14.16	13.30	6.5%			
	Gable Top Cartons	44.44	42.32	5.0%			
	Paper Laminates	34.40	33.64	2.3%			
	Aseptic Containers	33.59	32.79	2.4%			
Plastics	PET Containers and Bottles	30.57	31.52	-3.0%			
	HDPE Containers and Bottles	-18.43	-17.28	-6.7%			
	Plastic Film	74.76	69.48	7.6%			
	Plastic Laminates	71.58	69.14	3.5%			
	Polystyrene	118.47	121.63	-2.6%			
	Other Plastics	44.73	45.54	-1.8%			
Steel	Steel Food & Beverage Cans	29.12	29.27	-0.5%			
	Steel Aerosols	22.70	23.61	-3.9%			
	Other Steel Containers	17.24	22.83	-24.5%			
Aluminum	Aluminum Food & Beverage Cans	-11.51	0.26	-4526.9%			
	Other Aluminum Packaging	14.63	9.38	56.0%			
Glass	Clear Glass	21.47	20.45	5.0%			
	Coloured Glass	20.68	20.30	1.9%			



Other Aluminum Packaging, Printed Paper, Glass

Aluminum Food & Beverage Cans, Plastics, Steel Containers

View this fee schedule on page 35 of the <u>Annual Report to Producers</u>.



2025 FLAT FEES

- Eligible stewards have an option to continue submitting detailed reports, or they may choose to pay flat fees instead.
- Low-volume flat fee rates remain unchanged, consistent with stable budget.

MMSM LOW-VOLUME FLAT FEES						
TOTAL SUPPLIED (KG) 2025 FLAT FEE 2024 FLAT FEE VARIANCE						
1,000 - 2,499	\$900	\$900	0% or \$0			
2,500 - 4,999	\$1,900	\$1,900	0% or \$0			



Multi-Material Stewardship Western

Annual Producer Meeting October 24, 2024

Tamara Burns Executive Director, Western Canada



2023 Performance Review

Multi-Material Stewardship Western (MMSW): established in 2016 as a non-profit organization to help producers meet Saskatchewan's Household Packaging and Paper Stewardship Program Regulations.

MMSW PERFORMANCE						
2023 2022 YOY VARIAN						
RECYCLING PERFORMANCE						
Collected Tonnes	35,774	37,371	-4.3%			
Supplied Tonnes	55,444	54,477	1.8%			
Recovery Rate	64.5%	68.6%	-4.1%			
Population Serviced by PPP Program*	933,450	926,100	0.8%			
Recovered KG per Capita	38.3	40.4	-5.0%			
ACCESSIBILITY PERFORMANCE						
# Households Serviced*	380,886	377,740	0.8%			
% Households with Access to PPP Program*	84.7%	84.0%	0.7%			
Promotion & Education Cost per Capita	\$0.06	\$0.05	21.5%			
COST PERFORMANCE						
Collected Tonnes	35,774	37,371	-4.3%			
Net Cost	\$19,141,371	\$16,616,071	15.2%			
Net Cost per Tonne	\$535	\$445	20.3%			
Net Cost per Capita	\$21	\$18	14.3%			

MMSW's 2023 Annual Report:

- More than 35,700 tonnes collected, resulting in a recovery rate of 64.5%.
- More than 88% of collected materials diverted from landfills (increase from 2022).
- 85% of Saskatchewan households participated in the MMSW program.



*Represents access to curbside, multi-family and/or depot services.

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2024 Update

- MMSW's Program Plan was approved in May 2024. MMSW will transition to a full EPR program for PPP in Saskatchewan.
- Producers will assume operational and financial responsibility (shift from current shared-responsibility program and payment model of up to 75% funding).
- Phased approach to transition: Phase 1 (Dec. 1, 2024); Phase 2 (Dec. 1, 2025), Phase 3 (Dec. 1, 2026 focus on depots).
- MMSW and Circular Materials are supporting existing and newly obligated producers on producer obligation changes.
- Updated brand to reflect our evolved role working with partners and residents to support, promote, inform, manage and recycle household packaging and paper in Saskatchewan.







2025 Budget

- 2025 budget reflects the initiation of Phase 1 of the EPR transition (January November) and Phase 2 (December).
- Promotion and education activities will be significantly expanded to support the transition and inform Saskatchewan residents about the SK Recycles program.
- The financial impact of the 2024 launch delay is a surplus projected at \$4 million for 2024. MMSW intends to utilize this projected surplus in two ways to offset fee increases and to continue to build program reserves.
- Includes a \$2 million drawdown of accumulated surplus to mitigate 2025 fee increase for producers and to bring the budget close to the 2025 Draft Forecast Budget provided in last year's three-year forecast.
- With respect to the reserve position with \$2 million added, reserves are forecasted at approximately 29% of the 2025 operating budget.



2025 Fee Budget

- With the changes described on the previous slide, and the existing 75% payment model for the remainder of the province, the 2025 fee budget of \$32.5 million is a 24.9% increase from the previous year.
- Includes a \$2 million drawdown of accumulated surplus to mitigate 2025 fee increase.

MMSW BUDGET						
	2025	2024	YOY VARIANCE			
OBLIGATION SHARE	Phase 1 & 2	75%				
Supply Chain Costs	\$31,706,190	\$22,851,286	38.8%			
Promotion & Education	\$650,000	\$490,000	37.3%			
Program Management	\$2,171,804	\$2,696,137	-19.4%			
Program Management as % of Total Fees	6.3%	10.4%	-4.1%			
Total Costs (before surplus)	\$34,527,994	\$26,037,423	32.6%			
Surplus Accumulation / (Drawdown)	\$(2,000,000)	\$ -				
TOTAL FEE BUDGET	\$32,527,994	\$26,037,423	24.9%			



2025 Fee Schedule

MMSW FEE SCHEDULE (CENTS/KG)					
Category	Material	2025 Fee Rates (cents/ kg)	2024 Fee Rates (cents/ kg)	Variance %	
Printed	Newsprint	64.00	45.00	42.2%	
Paper	Magazines and Catalogues	27.00	17.00	58.8%	
	Telephone Books	26.00	17.00	52.9%	
	Other Printed Paper	58.00	39.00	48.7%	
Paper	Corrugated Cardboard	51.00	34.00	50.0%	
Packaging	Boxboard	31.00	22.00	40.9%	
	Gable Top Cartons	73.00	56.00	30.4%	
	Paper Laminates	68.00	52.00	30.8%	
	Aseptic Containers	55.00	42.00	31.0%	
Plastics	PET Bottles	86.00	63.00	36.5%	
	HDPE Bottles	64.00	25.00	156.0%	
	Plastic Film	115.00	84.00	36.9%	
	Plastic Laminates	131.00	100.00	31.0%	
	Polystyrene	253.00	200.00	26.5%	
	Other Plastics	72.00	53.00	35.8%	
Steel	Other Steel Packaging	49.00	37.00	32.4%	
	Steel Aerosols	0.00*	31.00	-	
	Steel Paint Cans	53.00	44.00	20.5%	
Aluminum	Aluminum Food & Other Containers	90.00	63.00	42.9%	
	Other Aluminum Packaging	91.00	65.00	40.0%	
Glass	Clear Glass	30.00	23.00	30.4%	
	Coloured Glass	30.00	23.00	30.4%	



- HDPE Bottles, Magazines and Catalogues, Telephone Books and Corrugated Cardboard increased above the average.
- Fees for steel aerosols removed in 2025 as no longer an obligated material.

View this fee schedule on page 44 of the <u>Annual Report to Producers</u>.

*No longer obligated.



2025 Low-Volume Flat Fees

• 25% increase from 2024 consistent with overall budget increase.

MMSW LOW-VOLUME FEES						
TOTAL SUPPLIED (KG) 2025 FLAT FEE 2024 FLAT FEE VARIAN						
1,000 - 2,499	\$1,050	\$840	\$210 or 25%			
2,500 - 4,999 \$1,760 \$440 or 25						



Transition Outlook & Forecasts

• Forecasts for years 2025-2027 reflect the planned transition to full EPR for planning purposes.

	FUTURE OUTLOOK (\$ IN 000s)							
	2024 BUDGET (\$000S)	2025 BUDGET (\$000S)	2026 DRAFT FORECAST BUDGET (\$000S)	2027 DRAFT FORECAST BUDGET (\$000S)	VARIANCE % 2025 VS. 2024	VARIANCE % 2026 VS. 2025	VARIANCE % 2027 VS. 2026	
	(a)	(b)	(c)	(d)	(c)=(b-a)/a	(f)=(c-b)/b	(g)=(d-c)/c	
Material Management Costs	\$22,851	\$31,708	\$37,353	\$38,426	39%	18%	3%	
Promotion & Education	\$490	\$650	\$766	\$788	33%	18%	3%	
Program Management	\$2,696	\$2,172	\$2,559	\$2,632	-19%	18%	3%	
Total Expenses	\$26,037	\$34,258	\$40,677	\$41,846	33%	18%	3%	



Circular Materials in Alberta

Allen Langdon

Chief Executive Officer



Overview: EPR in Alberta

- Transition to EPR set to begin in six months on April 1, 2025.
- We are committed to delivering a successful EPR program that delivers results and improves recycling rates across Alberta.
- A province-wide system will make the recycling system more effective through consistent education, resulting in less confusion, reduced contamination and improved recycling rates.





EPR Timeline

Oct. 2023 ARMA Bylaws & policies in place

Registration process opened for communities on October 2 and closed December 31, 2023.



Circular Materials develops collection and management plans

Ongoing engagement with communities on operations, facilities and promotion & education activities. Verification Plan submitted to ARMA on April 1, 2024.

April 2025

Phase 1 launch

Registered communities with existing services as of November 30, 2022.

Oct. 2026

Phase 2 launch

Registered communities without existing services as of November 30, 2022.

Current Status



Key Factors Shaping the Budget

Significant limitations, caveats and assumptions underlie the budget, given the program has yet to begin operations.

Quality of Alberta-based data

- **ARMA's registration data**: Provided community enrollment data but concerns about accuracy.
- **Circular Materials' survey**: Voluntary collection of operational and cost data, however, responses lacked completeness and accuracy.
- Lack of consolidated reporting: Unlike Ontario (Datacall) and Manitoba (CMS), Alberta lacks a unified tracking system for recycling operations and costs.
- Assumptions in budgeting: Estimates were used for household counts and collection volumes.

Reliance on data from full EPR programs

- Material management costs for collection and postcollection were estimated using blended average costs from another program with full EPR implementation.
- Operational performance metrics, including material mix and recovery rates, were also derived from the same program.
- For producers not signed with Circular Materials in Alberta, a proxy was used to estimate their supply data, representing 16% of the total supply volume in the fee model.



Circular Materials Alberta Budget				
	2025			
Obligation Share	100%			
Supply Chain Cost	\$140,988,921			
Promotion & Education Cost	\$2,906,301			
Program Management Cost	\$6,987,841			
Program Management as % of Total Fees	4.6%			
Start-up Cost	\$1,013,000			
Total Fee Obligation (before reserves)	\$151,896,064			
Reserves	\$ 21,096,676			
TOTAL FEE BUDGET	\$172,992,739			

- 2025 budget captures the Phase 1 EPR launch that will begin on April 1, 2025, for registered communities.
- Fee budget includes \$21.1 million to build operating reserves.
- As we have not yet launched the Alberta program, accurate threeyear budget forecasts cannot yet be provided.

2025 Fee Schedule

- 2025 is first year of fee rates for the Circular Materials in Alberta program.
- 2025 fee rates use the Material Cost Index (MCI) values as an input under Step 1 of the Four-Step Fee Methodology, which are used alongside other factors (supplied tonnes, recovery rates and commodity prices under Steps 2-4), to allocate the program budget to the various material categories.

View this fee schedule on pages 20-21 of the <u>Annual</u> <u>Report to Producers</u>.

Circular Materials Alberta Fee Schedule (Cents/kg)				
Category	Material	2025 Fee Rates (cents/kg)		
Paper	Newspapers	84.00		
	Newsprint (inserts and circulars)	84.00		
	Magazines and Catalogues	33.00		
	Directories	33.00		
	Other Printed Materials	89.00		
	Purchased Posters, Calendars, Greeting Cards and Envelopes	89.00		
	Paper for General Use	89.00		
	Kraft Paper Carry-Out Bags	69.00		
	Kraft Paper - Non-Laminated	69.00		
	Corrugated Cardboard	69.00		
	Boxboard and Other Paper Packaging	38.00		
	Gable Top Containers	85.00		
	Paper Laminates	85.00		
	Aseptic Containers	85.00		
Rigid	PET Containers, Jars and Jugs < 5 Litres	121.00		
Plastic	PET Containers, Jars and Jugs >= 5 Litres	121.00		
	PET Thermoform Containers < 5 Litres	121.00		
	HDPE Containers, Jars and Jugs < 5 Litres	48.00		
	HDPE Containers, Jars and Jugs >= 5 Litres	48.00		
	Expanded Polystyrene	353.00		
	Non-Expanded Polystyrene	146.00		
	Other Plastic Packaging (not listed above) < 5 Litres	97.00		
	Other Plastic Packaging (not listed above) >= 5 Litres	97.00		
	PLA, PHA, PHB	97.00		
Flexible	LDPE/HDPE Film	197.00		
Plastic	LDPE/HDPE Film Carry-Out Bags	197.00		
	PLA, PHA, PHB - Plastic Film	163.00		
	PLA, PHA, PHB Carry-Out Bags	163.00		
	Plastic Laminates	163.00		
Metal	Other Steel Containers and Packaging	66.00		
	Steel Aerosol Containers	56.00		
	Aluminum Food Containers	72.00		
	Aluminum Aerosol Containers	70.00		
	Other Aluminum Packaging	70.00		
Glass	Clear Glass	44.00		
	Coloured Glass	44.00		

ANNUAL PRODUCER MEETING

October 24, 2024

TAMARA BURNS EXECUTIVE DIRECTOR, WESTERN CANADA



2023 REVIEW

Recycle BC is a not-for-profit organization responsible for residential packaging and paper product (PPP) recycling in British Columbia. Recycle BC is the first full EPR program for PPP in North America.

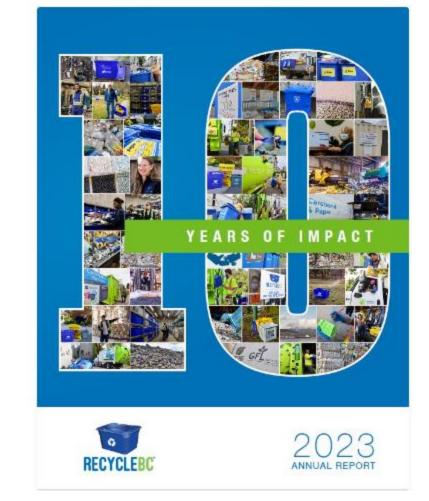
RECYCLE BC PERFORMANCE							
	2023	2022	YOY VARIANCE				
RECYCLING PERFORMANCE							
Gross Tonnes Collected	211,498	216,794	-2.4%				
Net Tonnes Collected*	201,033	201,169	-0.1%				
Supplied Tonnes	252,507	233,399	8.2%				
Recovery Rate	79.6%	86.2%	-6.6%				
Program Plan Recycling Target**	See note**	78.0%	1.0%				
Total Population Serviced by PPP Program***	4,974,000	4,969,000	0.1%				
Recovered KG per Capita	40.4	40.5	-0.1%				
ACCESSIBILITY PERFORMANCE							
Total Households Serviced	2,030,000	2,028,000	0.1%				
Per cent of Households with Access to Depots	99.4%	99.3%	0.1%				
Promotion & Education Cost per Capita	\$0.58	\$0.57	1.4%				
% of residents aware and using recycling services	95%	95%	0%				
COST PERFORMANCE							
Net Tonnes Collected	201,033	201,169	-0.1%				
Net Cost	\$143,982,670	\$134,055,615	7.4%				
Net Cost per Tonne	\$716	\$666	7.5%				
Net Cost per Capita	\$29	\$27	7.3%				

Recycle BC 2023 Annual Report:

- Collected and managed over 200,000 tonnes of residential packaging and paper (recovery rate of 79.6%).
- Sent the highest percentage of material to recycling end markets than ever before.
 - 98% of plastic collected sent to recycling end markets.

10 YEAR ANNIVERSARY

- 2023 marked Recycle BC's 10th year of operations.
- We are proud to celebrate our collaborative program impact over 10 years which includes:
 - Nearly two million tonnes of residential recycling collected.
 - Over \$1 billion contributed by producers to manage the program.
 - Over 98% of plastic collected being managed by recycling.
 - Over 99% of BC residents with access to curbside, multifamily and/or depot services across 196 communities.



Visit our website for more on our 10 years of impact.

2024 UPDATE

- To celebrate 10-year anniversary, Recycle BC hosted a conference for collection and post-collection partners to share learnings, tour end markets and celebrate shared successes.
- In Aug 2024, BC Government provided feedback on Program Plan submitted in April 2023. Recycle BC preparing response; next draft of Program Plan to be reviewed by approving authority.
- Implemented additional collection opportunities for flexible plastics in the province (e.g. select curbside and multi-family collection, school pilot program, increased collection events).
- Continued its end market due diligence efforts with a visits to plants in North America and overseas. In April, Recycle BC travelled to India.



Partner conference to share learnings and successes.



End-market due diligence visit to plants in India.

2025 BUDGET

2025 Budget

- Recycle BC's 2025 budget includes planned supply chain costs of \$177.9 million, a 14.4% increase from 2024.
- Including other costs, \$188.9 million of costs is planned for the 2025 budget, a \$22.9 million (13.8%) increase from 2024.
- The increased expense is primarily due to the incentive rate changes for collection service providers, reflecting the outcome of the required 2024 cost study.

2024 Surplus

- Recycle BC is currently projecting that for 2024, a lower volume of tonnes managed, combined with slightly higher commodity revenue and interest income, will result in a \$10 million surplus over the budgeted costs.
- To mitigate the \$22.9 million cost increase, the Recycle BC Board of Directors has authorized a \$12 million drawdown of accumulated surplus.

2025 BUDGET

Reserve Policy

- Recycle BC maintains a reserve fund on behalf of producers to ensure that sufficient funds are available for unexpected costs.
- Taking into account the approved \$12 million drawdown, reserves of approximately four months of the operating budget remain in a restricted fund for future contingencies.
- This drawdown is consistent with Recycle BC's past practice of allocating surplus, if any (including excess commodity revenue), to reduce fees where possible while maintaining prudent reserves.
- For example, in the 2024 fee budget, a \$6 million drawdown was taken.
- From 2022 to 2025, a total of \$33 million of surplus has been returned to producers while maintaining an appropriate reserve position.

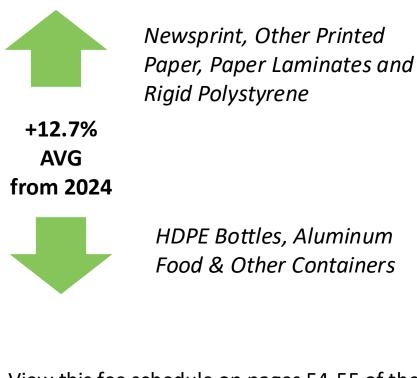
2025 BUDGET

- Overall, the total fee budget of \$176.9 million represents a 10.6% increase from the 2024 fee budget.
- Total fee budget includes \$12 million drawdown to offset fee increases in 2025.

RECYCLE BC BUDGET						
2025 2024 YOY VARIA						
OBLIGATION SHARE	100%	100%				
Supply Chain Costs	\$177,910,825	\$155,499,206	14.4%			
Promotion & Education	\$2,220,000	\$2,114,000	5.0%			
Program Management	\$8,829,188	\$8,373,315	4.2%			
Program Management as % of Total Fees	5.0%	5.2%	-0.2%			
Total Costs	\$188,960,013	\$165,986,521	13.8%			
Surplus Accumulation/(Drawdown)	\$(12,000,000)	\$(6,000,000)	100.0%			
TOTAL FEE BUDGET	\$176,960,013	\$159,986,521	10.6%			

2025 FEE SCHEDULE

RECYCLE BC FEE SCHEDULE (CENTS/KG)						
Category	Material	2025 Fee Rates (cents/ kg)	2024 Fee Rates (cents/ kg)	Variance %		
	Newsprint	72.00	55.00	30.9%		
PRINTED	Magazines and Catalogues	29.00	25.00	16.0%		
PAPER	Telephone Books	29.00	25.00	16.0%		
	Other Printed Paper	75.00	61.00	23.0%		
	Corrugated Cardboard	56.00	48.00	16.7%		
	Boxboard	33.00	29.00	13.8%		
PAPER PACKAGING	Gable Top Cartons	72.00	71.00	1.4%		
	Paper Laminates	65.00	53.00	22.6%		
	Aseptic Containers	87.00	77.00	13.0%		
	PET Bottles	102.00	98.00	4.1%		
	HDPE Bottles	42.00	46.00	-8.7%		
	Plastic Film	153.00	140.00	9.3%		
PLASTICS	Plastic Laminates	153.00	143.00	7.0%		
	Expanded Polystyrene	324.00	282.00	14.9%		
	Rigid Polystyrene	131.00	106.00	23.6%		
	Other Plastics	90.00	77.00	16.9%		
	Other Steel Packaging	65.00	55.00	18.2%		
STEEL	Steel Aerosols	44.00	36.00	22.2%		
	Steel Paint Cans	66.00	47.00	40.4%		
ALUMINUM	Aluminum Food & Other Containers	61.00	67.00	-9.0%		
ALOMINOM	Other Aluminum Packaging	70.00	63.00	11.1%		
	Clear Glass	50.00	42.00	19.0%		
GLASS	Coloured Glass	51.00	42.00	21.4%		



View this fee schedule on pages 54-55 of the <u>Annual Report to Producers</u>.

2025 LOW-VOLUME AND FLAT FEES

• Flat fee rates for low volume stewards increased by 8-11%, consistent with budget increase.

RECYCLE BC LOW-VOLUME AND FLAT FEES								
TOTAL SUPPLIED (KG)	2025	2024	YOY VARIANCE					
1,000 - 2,499	\$1,300	\$1,200	\$100 or 8%					
2,500 - 4,999	\$3,100	\$2,800	\$300 or 11%					
5,000 - 10,000	\$7,300	\$6,600	\$700 or 11%					
10,000 - 15,000	\$12,400	\$11,200	\$1,200 or 11%					

THREE YEAR BUDGET FORECAST

• Forecast reflects the increases in budget required to meet new Program Plan material recovery performance targets. 2025 with drawdown is \$176.9 million.

FUTURE OUTLOOK (\$ IN MILLIONS)									
	2024 BUDGET	2025 BUDGET	2026 DRAFT FORECAST BUDGET	2027 DRAFT FORECAST BUDGET	VARIANCE % 2025 VS. 2024	VARIANCE % 2026 VS. 2025	VARIANCE % 2027 VS. 2026		
	(a)	(b)	(c)	(d)	(e)=(b-a)/a	(f)=(c-b)/b	(g)=(d-c)/c		
Material Management	\$155.5	\$177.9	\$192.5	\$206.8	14%	8%	7%		
Promotion & Education	\$2.1	\$2.2	\$2.4	\$2.6	5%	8%	7%		
Program Management	\$8.4	\$8.8	\$9.1	\$9.3	5%	3%	3%		
Total Expenses	\$166.0	\$188.9	\$204.0	\$218.7	14%	8%	7%		

Producer Resources

- Producer Guide (link)
- Report to Producers (link)
- Fee Rate Cause of Change graphs (link)
- National Material Fee Rates Excel file (<u>link</u>)
- APM presentation & webcast replay (link)

MMSM

Multi-Material

circular

materials

Stewardship Ontario









Thank you!









