Casella Waste Systems, Inc.

Investor Meetings

June 2018

Safe harbor statement

Certain matters discussed in this presentation, including, but not limited to, the statements regarding financial results and guidance, are “forward-looking statements” intended to qualify for the safe harbors from liability established by the Private Securities Litigation Reform Act of 1995. These forward-looking statements can generally be identified as such by the context of the statements, including words such as “believe,” “expect,” “anticipate,” “plan,” “may,” “would,” “intend,” “estimate,” "will," “guidance” and other similar expressions, whether in the negative or affirmative. These forward-looking statements are based on current expectations, estimates, forecasts and projections about the industry and markets in which the Company operates and management’s beliefs and assumptions. The Company cannot guarantee that it actually will achieve the financial results, plans, intentions, expectations or guidance disclosed in the forward-looking statements made. Such forward-looking statements, and all phases of the Company's operations, involve a number of risks and uncertainties, any one or more of which could cause actual results to differ materially from those described in its forward-looking statements.

Such risks and uncertainties include or relate to, among other things: new policies adopted by China as part of its “National Sword” program that will restrict imports of recyclable materials into China and have a material impact on the Company’s financial results; the planned capping and closure of the Southbridge Landfill and the pending litigation relating to the Southbridge Landfill, and the pending litigation relating to the North Country Landfill could result in unexpected material costs; adverse weather conditions may negatively impact the Company’s revenues and its operating margin; the Company may be unable to increase volumes at its landfills or improve its route profitability; the Company's need to service its indebtedness may limit its ability to invest in its business; the Company may be unable to reduce costs or increase pricing or volumes sufficiently to achieve estimated Adjusted EBITDA and other targets; landfill operations and permit status may be affected by factors outside the Company’s control; the Company may be required to incur capital expenditures in excess of its estimates; fluctuations in energy pricing or the commodity pricing of its recyclables may make it more difficult for the Company to predict its results of operations or meet its estimates; the Company may be unable to achieve its acquisition or development targets on favorable pricing or at all; and the Company may incur environmental charges or asset impairments in the future.

There are a number of other important risks and uncertainties that could cause the Company's actual results to differ materially from those indicated by such forward-looking statements. These additional risks and uncertainties include, without limitation, those detailed in Item 1A, “Risk Factors” in the Company's Form 10-K for the fiscal year ended December 31, 2017, and in other filings that the Company may make with the Securities and Exchange Commission in the future.

The Company undertakes no obligation to update publicly any forward-looking statements whether as a result of new information, future events or otherwise, except as required by law.

Casella Waste Systems - Overview

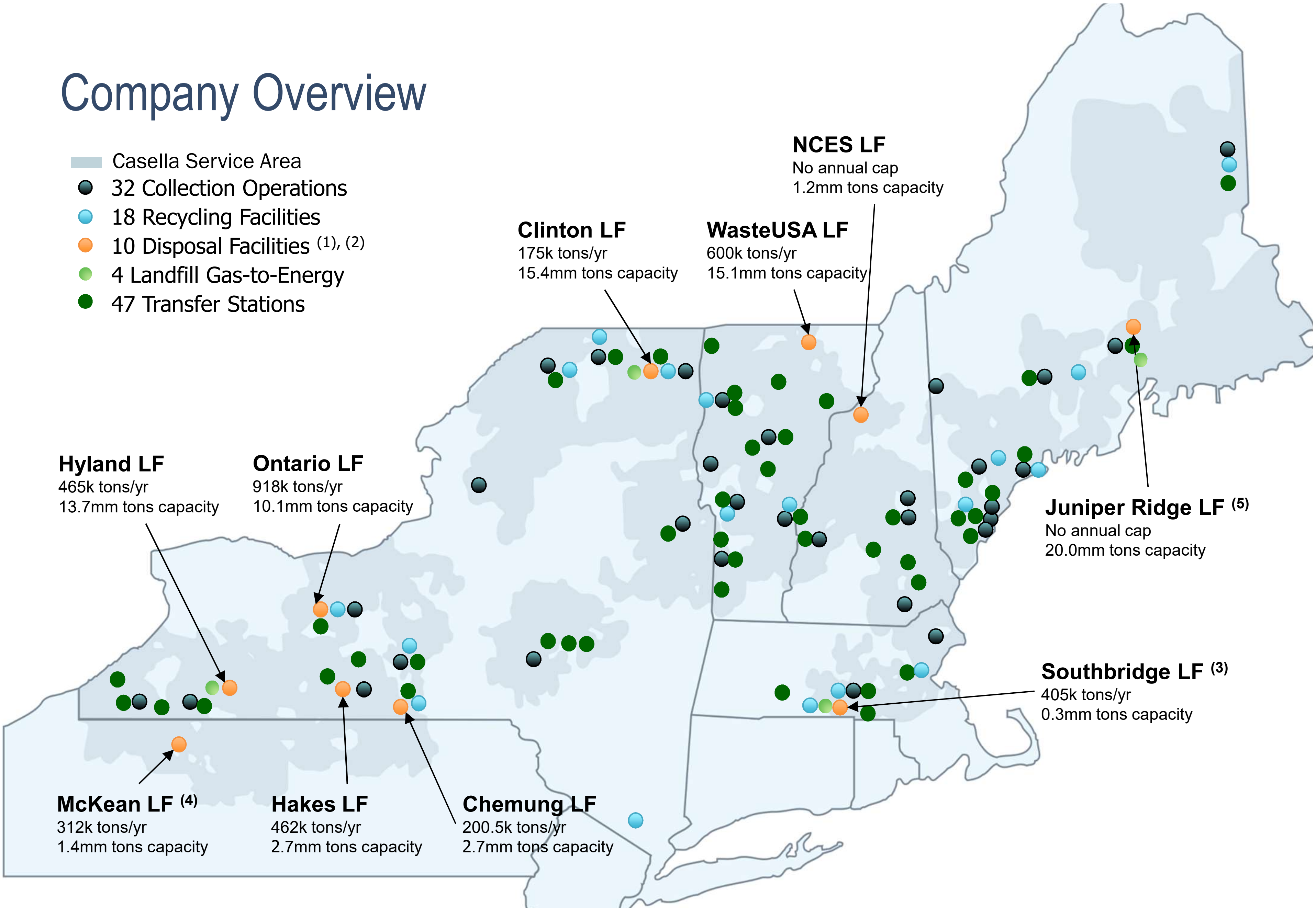
Casella provides integrated solid waste, recycling and resource services.

- $613.0mm of revenues for the 12-months ended 3/31/18.
- Integrated operations located in six northeast states.
- Emphasis on integrated waste operations including: disposal, recycling and Customer Solutions.

Focused on providing customers with waste and resource solutions.

- Waste and resource assets are well positioned in the northeast.
- Robust transfer network allows us to effectively move waste and recyclables to our disposal & processing facilities.
- Provide customers with value-added resource solutions through our Recycling, Organics, and Customer Solutions operations.

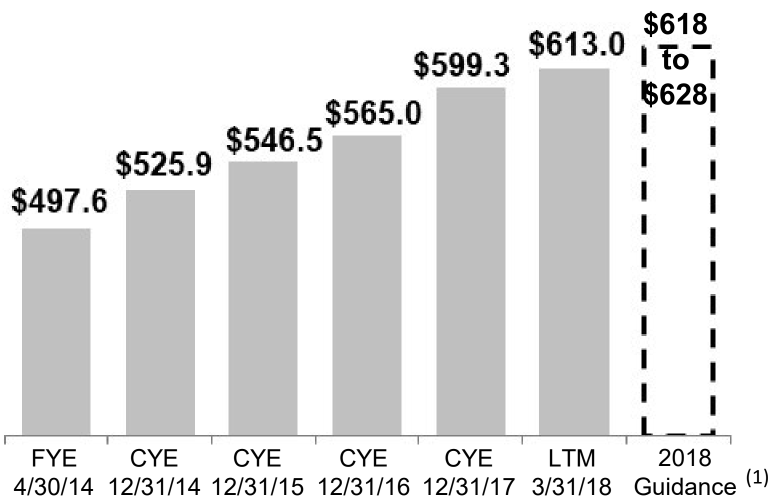
Company Overview



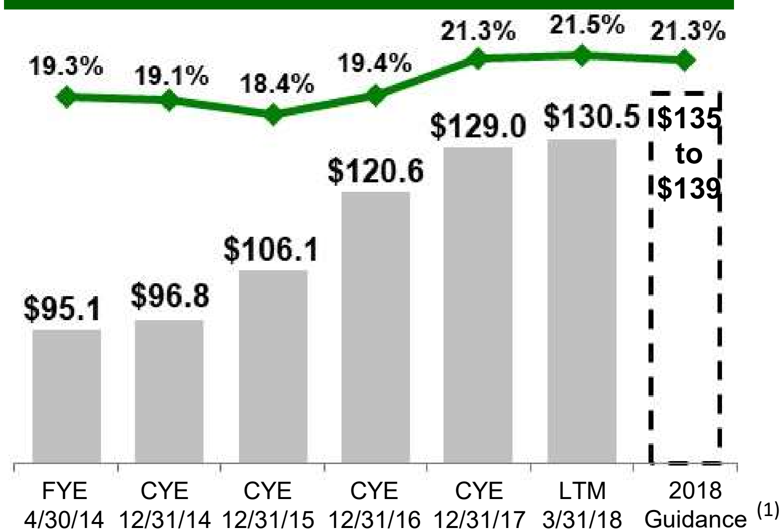
(1) Includes 9 Subtitle D landfills and 1 landfill permitted to accept construction and demolition materials. (2) Total disposal capacity includes permitted and permittable airspace estimates at each site as of 12/31/17. (3) The Company announced plans to abandon efforts to pursue additional permits at the Southbridge LF on 8/2/17, please refer to the Company's Form 10-Q for the quarter ended 6/30/17; (4) Annual capacity does not include the 1.5mm tons/yr rail permit at McKean LF; (5) Juniper Ridge LF has an annual limit of 81.8k tons/yr of MSW through 3/31/18.

Results up significantly on strategic execution

Revenue ($mm)



Adj. EBITDA ($mm) & Margin (2)



Solid results for Q1 2018 year-over-year:

- Revenue growth +$13.7mm (or +10.2%) mainly driven by Collection (+$6.6mm), Disposal (+$9.0mm), Customer Solutions (+$1.3mm) and Organics (+$3.0mm), partially offset by Recycling (-$6.5mm).
- Adj. EBITDA up +$1.5mm (or +6.4%) mainly driven by strong pricing, higher solid waste volumes, strategic execution, partially offset by lower Recycling performance.
- Landfill average price per ton up +5.9%, reported price up +4.9%, and tonnages up +18.7% YOY.
- Collection price up +4.8% YOY and volumes up +0.5%.

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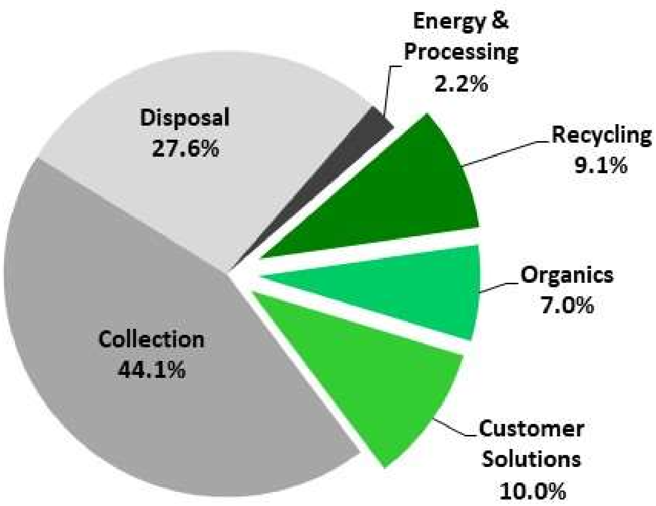
(1) CY 2018 Guidance as reaffirmed on 5/3/18.

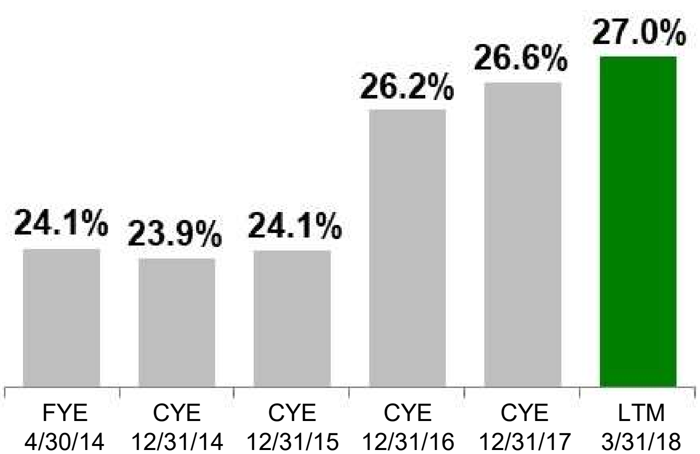
(2) Please refer to the appendix for further information and a reconciliation of Adjusted EBITDA to the most directly comparable GAAP measure, which is net loss. Net loss was ($27.4mm) for the fiscal year ended 4/30/14, ($29.1mm) for the calendar year ended 12/31/14, ($11.8mm) for the fiscal year ended 12/31/15, ($6.9mm) for the fiscal year ended 12/31/16, ($21.8mm) for the fiscal year ended 12/31/17, and ($25.5mm) for the 12 months ended 3/31/18.

Solid Waste operations driving improving margins

LTM 3/31/18 – Revenue Splits (1)



Solid Waste Adjusted EBITDA Margins



~74% revenues in Solid Waste.

- Solid Waste consists of integrated collection, transfer, landfill, energy, and processing services.
- Margin improvement driven by higher landfill tons, pricing, cost efficiencies, and asset repositioning.
- Target Adj. EBITDA margins > 29% in CYE 2021.

~26% revenues in Resource Solutions.(1)

- Resource Solutions consists of Recycling, Organics, and Customer Solutions operations.
- Recycling business implementation of our SRA Fee, contract resets, and operating efficiencies.
- Organics margins flat; lower margin, higher return business.
- Customer Solutions margins up on industrial services growth and higher G&A leverage.

(1) Resource Solutions includes revenues derived from the Recycling, Organics, and Customer Solutions business units; disclosed as the Recycling and Other segments.

2018 Strategic plan has driven significant shareholder value

In August 2015 we first announced our 2018 strategic plan that focused on 4 key areas to increase free cash flow and to reduce debt leverage:

1. Increasing landfill returns
2. Driving additional profitability in collection operations
3. Creating incremental value through Resource Solutions
4. Improving balance sheet and reducing risk

2018 Strategic plan has driven significant shareholder value

	Results before announcing 2018 plan		2018 plan as first announced on 8/11/15	Executed CY2018 plan 1-year ahead of schedule	
	CY 2014 Actuals		**CY 2018 Financial Targets (1)**	**CY 2017 Actuals**	**CY 2018 Guidance Ranges (1)**
Revenues	\$525.9mm	➔	\$562mm to \$583mm	\$599.3 mm	\$618mm to \$628mm
Adjusted EBITDA (2)	\$96.8mm	➔	\$122mm to \$132mm	\$129.0mm	\$135mm to \$139mm
Normalized Free Cash Flow (2)	\$9.3mm	➔	\$30mm to \$40mm	\$38.8mm	\$42mm to \$46mm
Total Debt-to-EBITDA (3)	5.42x	➔	3.25x to 3.75x	3.68x	N/A

(1) CY 2018 Financial Targets as first presented on 8/11/15; CY 2018 Guidance Ranges as reaffirmed on 5/3/18.

(2) Adjusted EBITDA and Normalized Free Cash Flow as described in the appendix reconciliation.

(3) Total Debt-to-EBITDA as defined as "*Consolidated Net Leverage Ratio*" in the our Credit Agreement dated as of 10/17/16 ("ABL Revolver"); Total Debt-to-EBITDA as defined as "*Consolidated Leverage Ratio*" in the our Loan & Security Agreement dated as of 2/27/15 ("ABL Revolver") for CY 2015; and calculated as of last day of each above listed period.

2021 Strategic plan expected to further drive shareholder value

In Aug 2017 we launched 2021 plan that focuses on the following strategies to enhance free cash flow growth, while reducing leverage:

Key Strategies

1. Increasing landfill returns
2. Driving additional profitability in collection operations
3. Creating incremental value through Resource Solutions
4. Reducing G&A costs and improving efficiencies
5. Allocating capital to balance delevering with smart growth

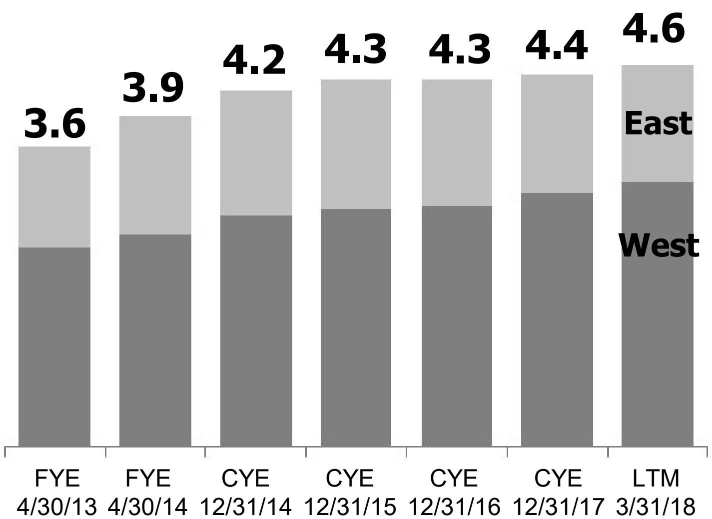
Financial framework

- Organic revenue growth targeted at +3% to +4% per year (including -2% from the closure of Southbridge landfill).
- $20mm to $40mm per year of acquisition or development activity. Opportunistic, not budgeted, with strict capital hurdle rates and process.
- Normalized Free Cash Flow growth of +10% to +15% per year (minimum of $50mm by 2021).
- Consolidated Net Leverage targeted between 3.00x and 3.25x.

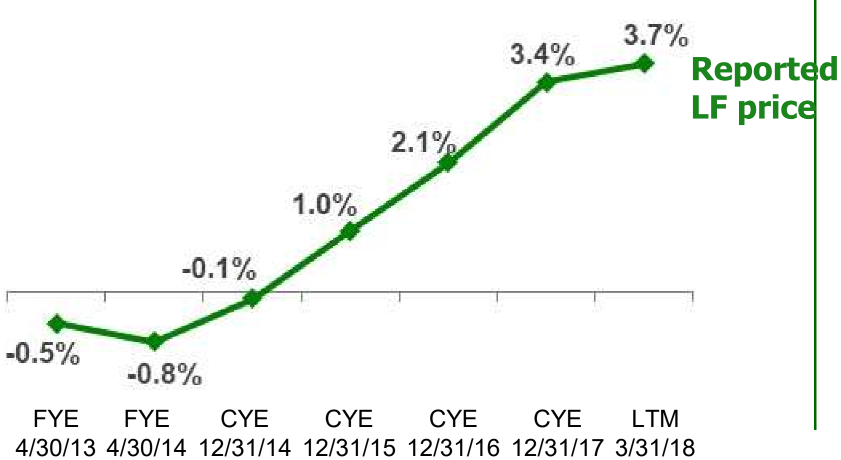
1

Increasing landfill returns

Annual Landfill Volumes (mm Tons) (1)



Landfill Price Growth



Landfill Highlights:

- Casella controls 10 landfills in strategic locations across the Northeast.
- Total disposal capacity ~82.5mm tons.(2)
- Roughly 0.9mm tons/yr of excess annual permitted capacity at 12/31/17.
- Jan 2016 - Hyland LF annual permit increased by +150k tons/yr.
- Jan 2016 - Ontario LF total permitted capacity increased by +15.7mm cyds.
- Jun 2016 - Chemung LF total permitted capacity increased by +8.2mm cyds and increased the annual permit by 237k tons/yr.
- Jun 2017 - Juniper Ridge LF total permitted capacity increased by +9.4mm cyds.
- Aug 2017 – announced plan to abandon permitting activities at Southbridge LF. Site expected to close by 12/31/18.

(1) Annual Landfill Disposal Volumes include amortizable and non-amortizable tons, and exclude low-priced soils at the Worcester landfill closure project.
(2) Includes both permitted and permittable airspace at landfills; does not include 30mm cyds of capacity at McKean landfill.

1

Increasing landfill returns - continued

Strategy capitalizes on improving market and asset positioning to further improve landfill returns.

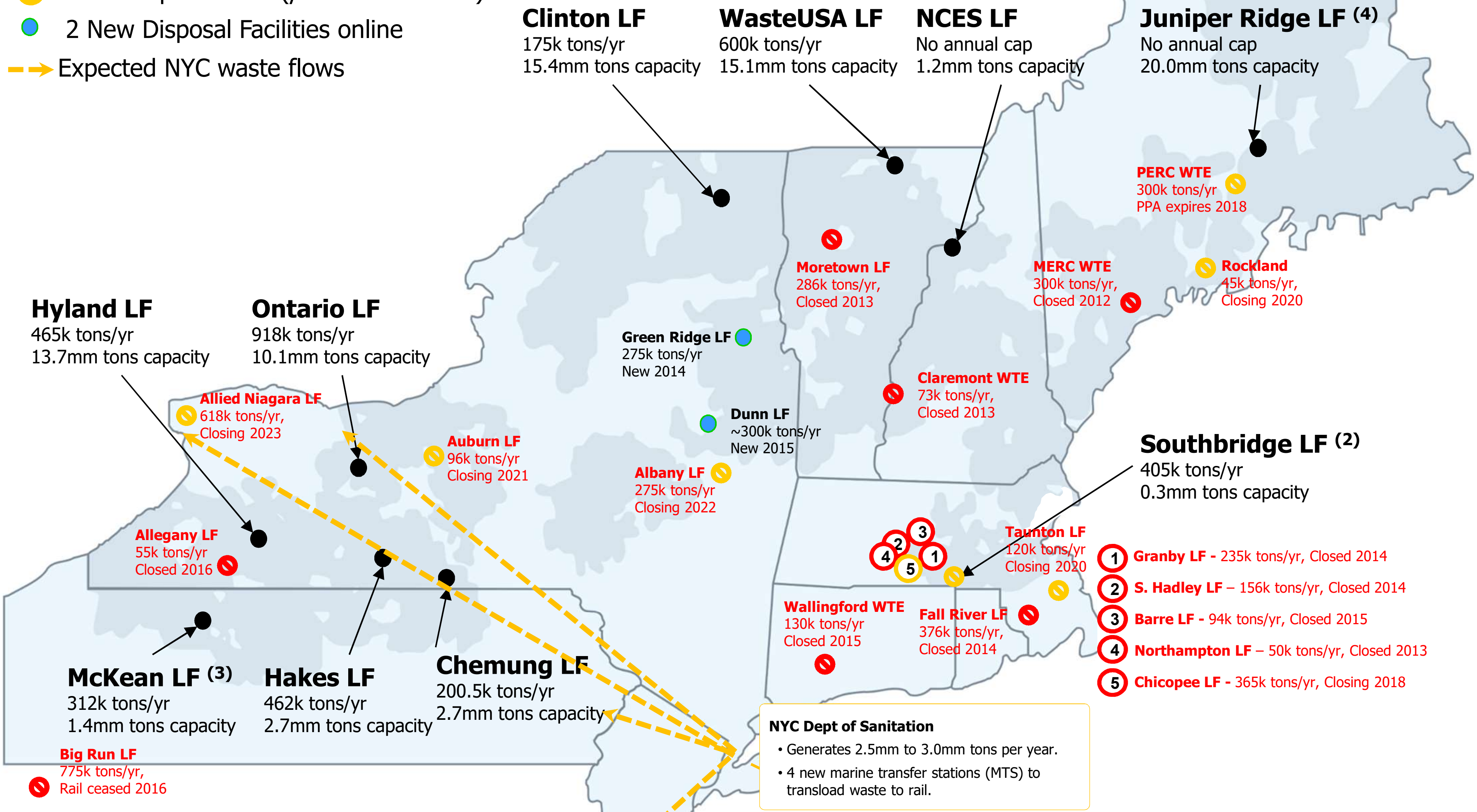
- Q1 2018 reported landfill price up +4.9% and avg price per ton up +5.9% with continued tightening disposal capacity across the northeast.
- Landfill volumes up +18.7% in Q1 2018 as higher tons in the Western Region offset our ramp-down at Southbridge.

Market dynamics are improving across our footprint area.

- Disposal site closures (and expected closures) are creating a supply-demand imbalance.
- Within our footprint, roughly 1.7mm tons/yr of disposal capacity has closed since Dec 2012, and an additional 2.2mm tons/yr of disposal capacity is expected to permanently close in the next couple years, offset by 0.4mm tons/yr of new disposal capacity (= <u>**net closure of -3.6mm tons/yr**</u>).
- NYC Dept. of Sanitation marine transfer stations expected to shift roughly +1.0mm tons/yr of additional waste to competitor landfills in upstate NY (reducing excess capacity in market).

Disposal market in Northeast is contracting…

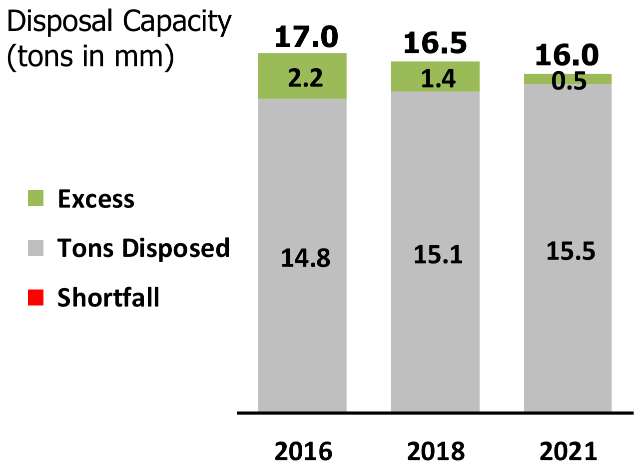
- 10 Disposal Facilities [1]
- Other disposal sites (*closed*)
- Other disposal sites (*potential to close*)
- 2 New Disposal Facilities online
- Expected NYC waste flows

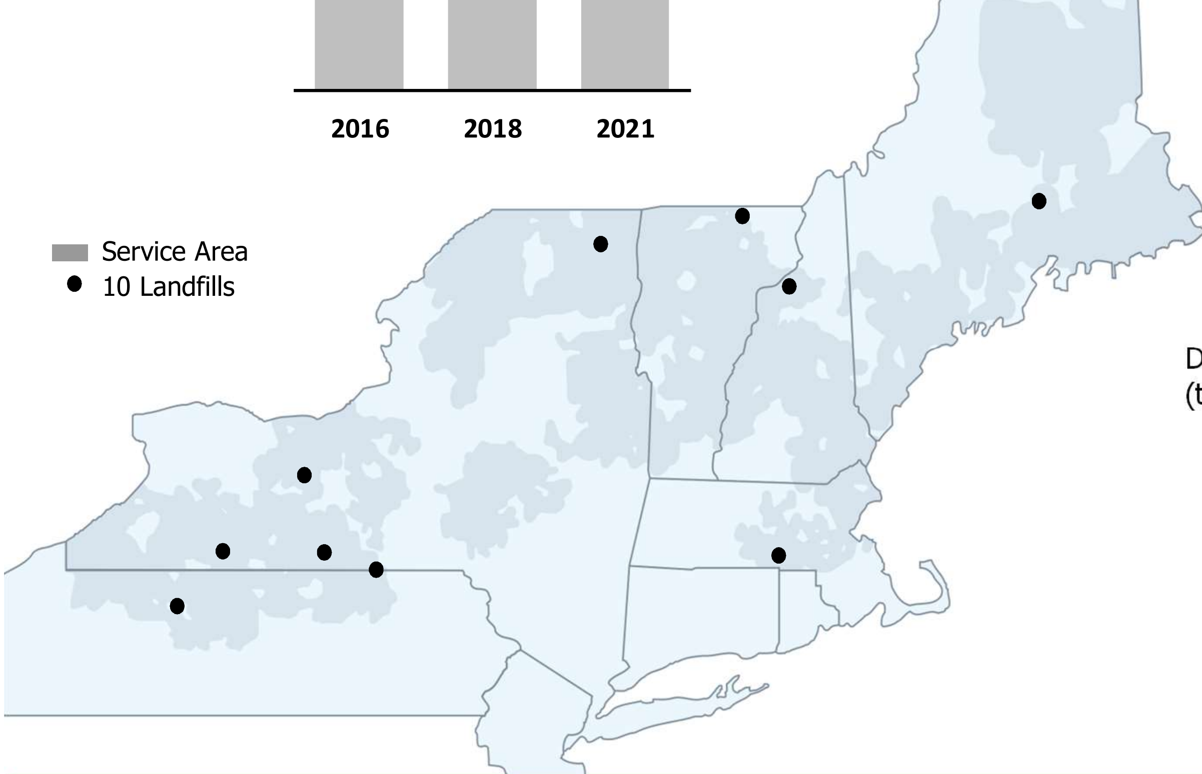


(1) Total disposal capacity includes permitted and permittable airspace estimates at each site as of 12/31/17. (2) The Company announced plans to abandon efforts to pursue additional permits at the Southbridge LF on 8/2/17, please refer to the Company's Form 10-Q for the quarter ended 6/30/17; (3) McKean LF annual capacity does not include the 1.5mm tons/yr rail permit; (4) Juniper Ridge LF has an annual limit of 81.8k tons/yr of MSW through 3/31/18.

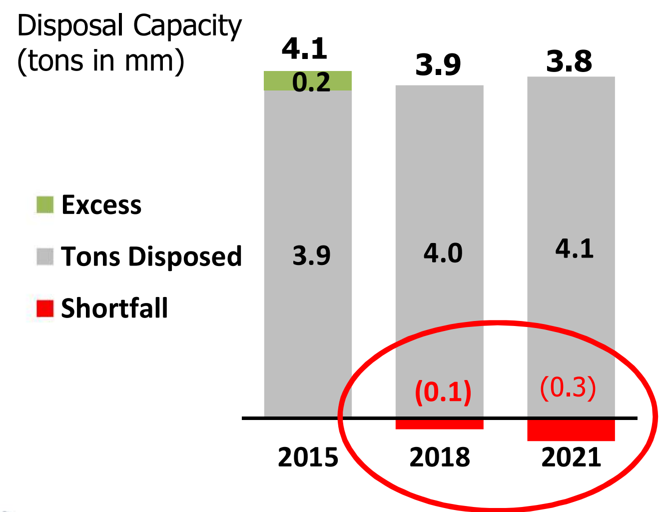
…creating a supply-demand imbalance

New York

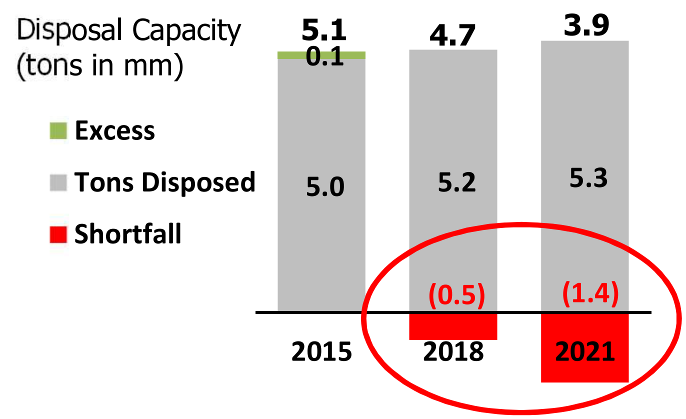




Vermont, New Hampshire & Maine



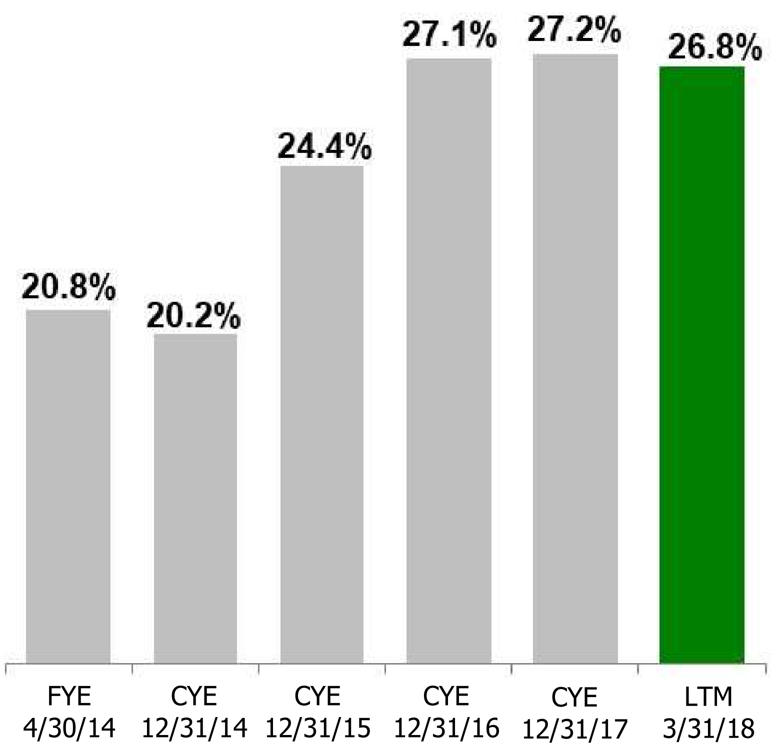
Massachusetts



Note: Data collected from active landfill and waste to energy facilities from State Annual Facility Reports for 2015 and 2016, and includes company estimates.

2 Driving additional profitability in collection operations

Collection Adjusted EBITDA Margins



Strategies to improve Collection margins:

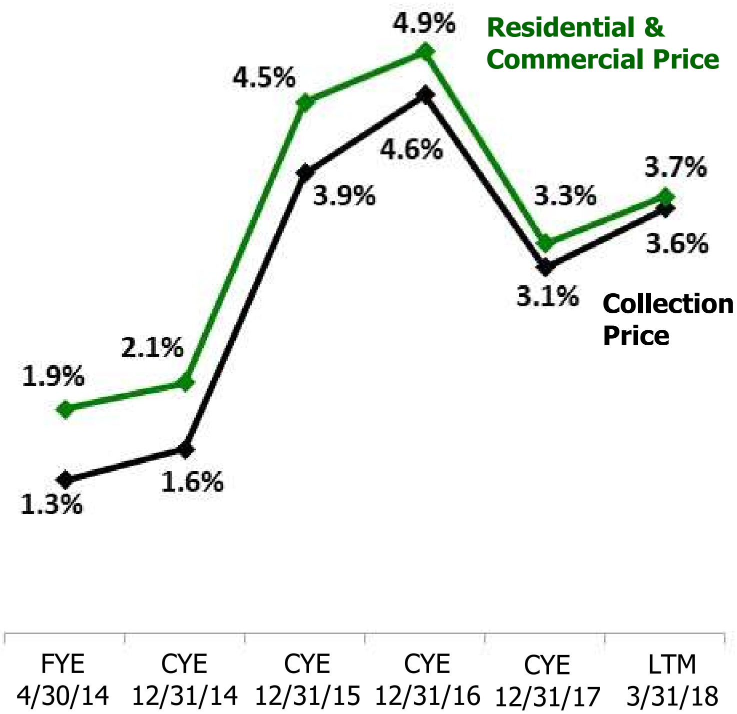
1) Pricing over inflation;
2) Operating efficiencies; and
3) Selling or swapping under-performing routes or operations.

Slight tick-down in margins mainly due to higher intercompany recycling fees not fully offset by SRA due to timing.

2

Driving additional profitability in collection operations - continued

Collection Price



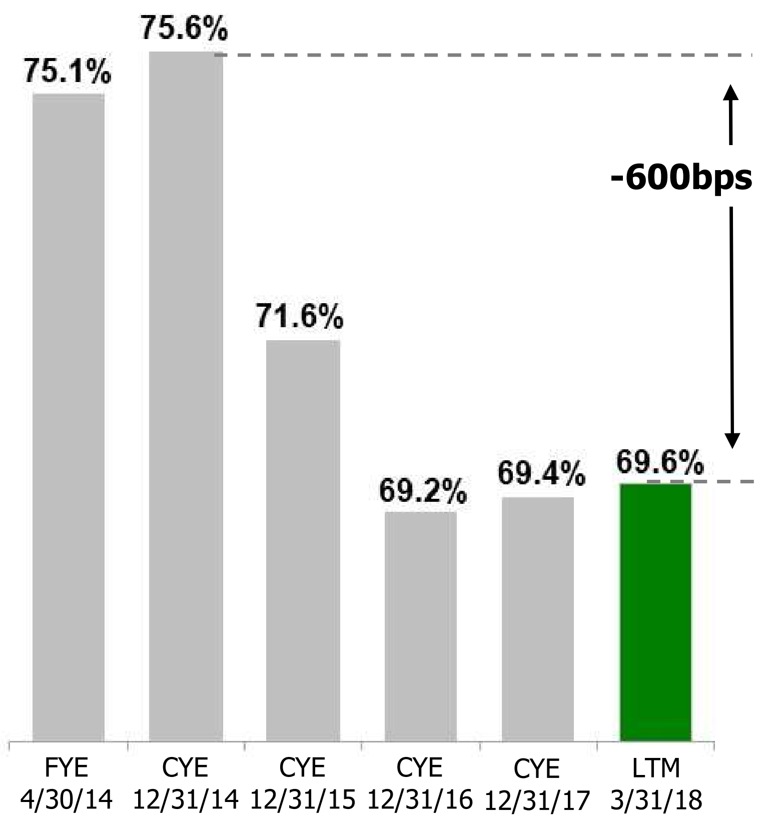
(1) Focus on pricing discipline.

- Collection pricing <u>up +4.8% YOY in Q1 2018.</u>
- Centralized pricing strategy with a decentralized sales model focused on pricing execution and quality of revenues.
- Launched an Sustainability Recycling Adjustment ("SRA") fee in Q2 2015 to offset lower recycling commodity values.
- Launched an Energy & Environmental ("E&E") fee in Q2 2017 to offset fuel volatility and environmental inflation.
- The roll-off market is experiencing positive trends with pricing up +3.9% in Q1 2018.

2

Driving additional profitability in collection operations – continued

Collection Cost of Operations as % of Collection Revenues



(2) Focus on operating efficiencies.

- Cost of Operations as a % of revenues down -600bps since CYE 12/31/14.
- Route profitability - improving routing efficiency with new routing tools, on-route marketing for improved route density, and equipment choices.
- Fleet optimization - implementing fleet plan to standardize fleet selection, reducing maintenance costs, reducing spare ratios, and solving lingering fleet issues.
- Reducing volatility by locking in roughly 38% of fuel at fixed forward prices.

(3) Focus on selling or swapping under-performing routes.

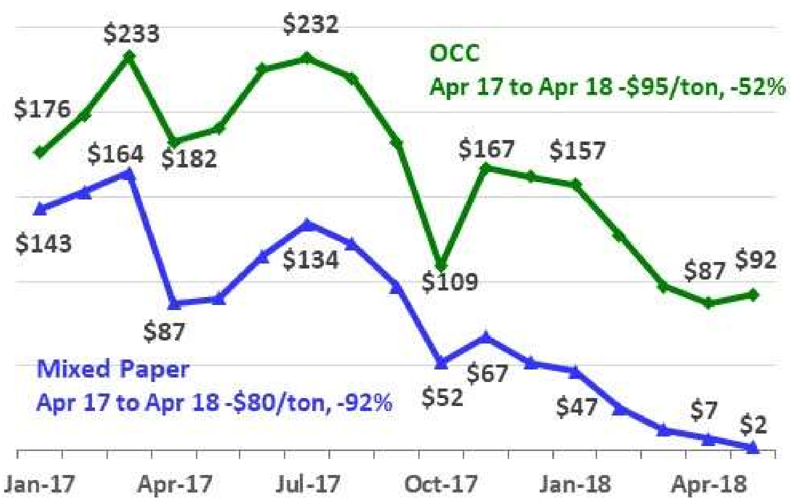
- Continuous review of opportunities.

3

Creating incremental value through Resource Solutions

Average Commodity Revenue per ton (ACR)

Mixed Paper & OCC export prices (1)



Reshaped recycling model to improve returns and reduce commodity risk.

- Increased revenue share thresholds for 3rd party recycling customers.
- Introduced the Sustainability Recycling Adjustment fee (SRA) for collection customers.
- Pass back increased processing costs to customers with Net Average Commodity Rate.

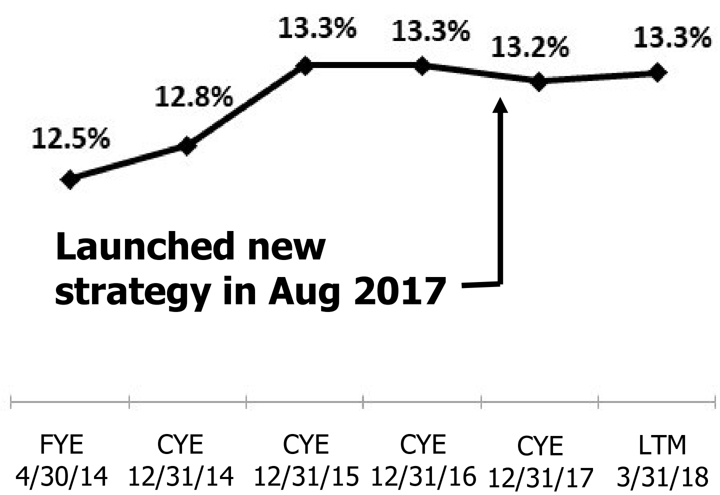
Commodity prices down -50% from Q1 2017 to Q2 2018.

- China's National Sword program has driven decline as they drastically reduced purchases & reduced contamination standards.
- Mixed Paper prices down -90% year-over-year. Commodity prices are down -37% from Dec to April as paper prices have further declined.
- Forecasting Recycling Adj. EBITDA down -$8.0mm in 2018.

(1) Pulp & Paper Week, Yellow Sheet data for Recovered Paper exports to Asia

4 Reducing G&A costs and improving efficiencies

G&A Costs
as % of Revenues



Goal to improve G&A costs as a % of revenues by +75 to +100bps through CY 2021:

1) **Update key systems to drive finance and back-office transformation.**
   - Launched an effort to update our financial systems and to transform the finance organization. NetSuite chosen as ERP system; launched in Feb. 2018 on-time & on-budget.
   - 5-year technology plan focuses investment into core systems and infrastructure to drive cost efficiencies, customer value, and growth.

2) **Optimize sales organization and activities.**
   - Migrated from 5 antiquated CRM systems to Microsoft Dynamics CRM.
   - Focused on enhancing opportunity and retention management activities, enhancing cross-selling, and driving higher salesforce effectiveness and efficiency.

5

Allocating capital to balance delevering with smart growth

Over the last 5 years we have focused capital strategy on reducing risk, improving the balance sheet, and increasing free cash flow. [(1)]

- Sold non-core and negative cash flow operations and investments.
- Completed multiple refinancing efforts to reduce cash interest costs, improve financial flexibility, and extend debt maturities.

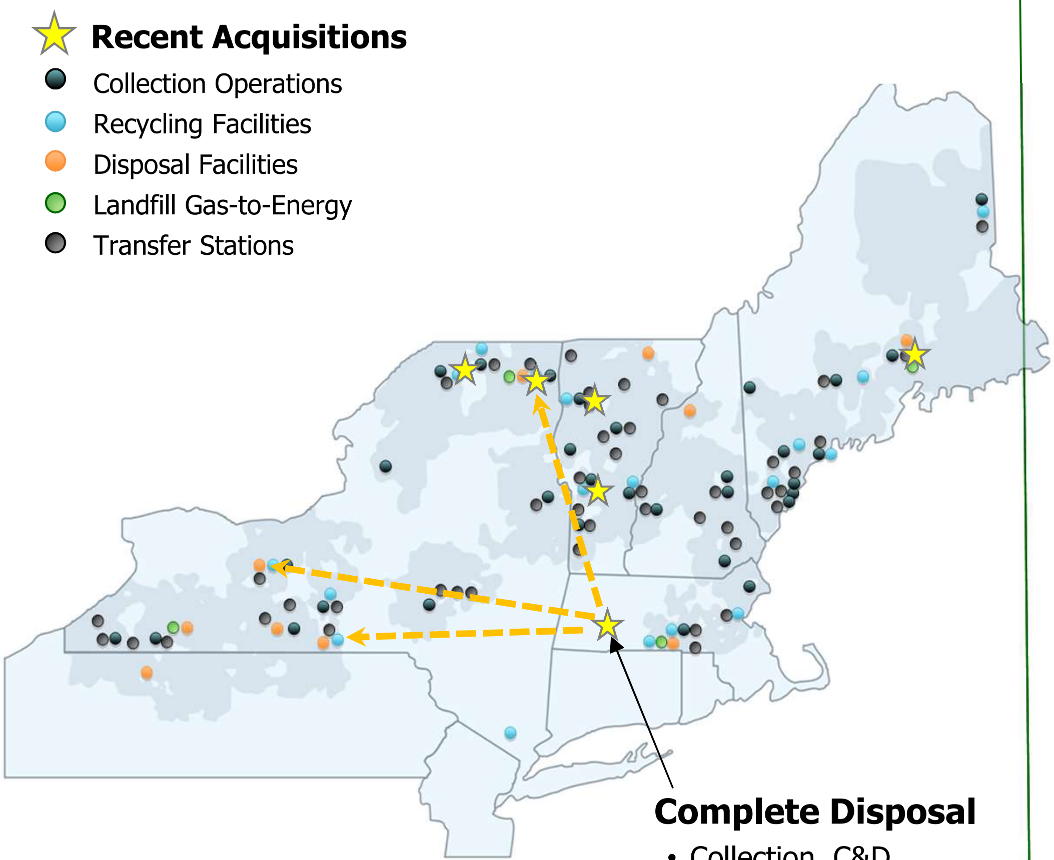
We pivoted capital strategy in August 2017 to balance delevering with smart acquisition and development growth.

- Targeted $20 million to $40 million of acquisitions or development activity per year.
- Acquisitions or development activity will be opportunistic, and will strictly adhere to our disciplined capital return hurdles and rigorous review process.
- We have identified roughly $500mm of potential acquisition opportunity in our northeast markets (either tuck-in or could be strategically integrated with our assets).

(1) Please see the appendix for additional information on divestitures, closures, and the October 2016 refinancing.

5 Allocating capital to balance delevering with smart growth

Acquisition activity



Complete Disposal

- Collection, C&D Processing, Transfer station.
- Opportunity to: grow adjacent market and internalize waste volumes to landfills.

Ramping up tuck-in acquisitions across footprint.

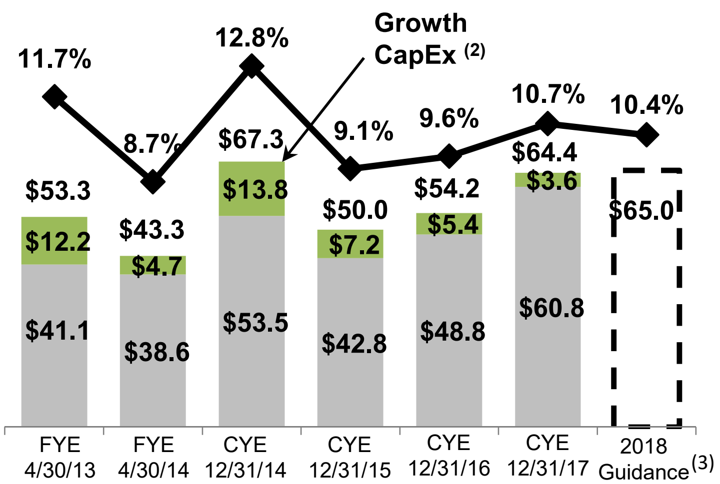
- LTM 3/31/18, completed 5 tuck-in collection acquisitions: $10.6mm total purchase price with roughly $8.2mm of revenues.
- Synergies recognized through operating efficiencies, eliminating G&A, and internalization.

Acquired Complete Disposal in Holyoke, MA on Jan 2, 2018.

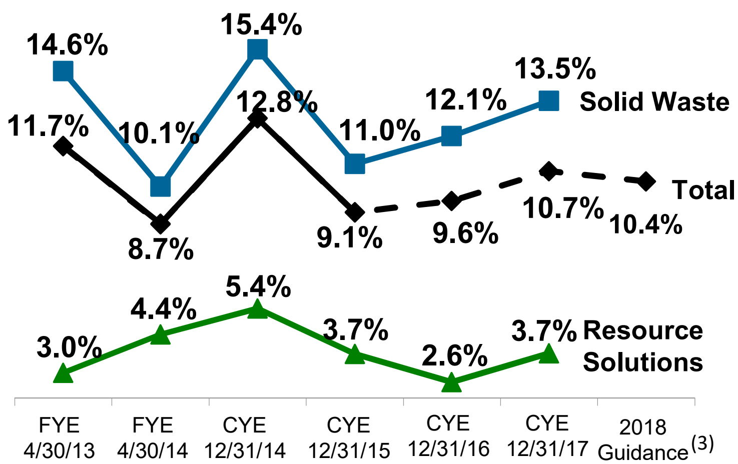
- $16.5mm purchase price with roughly $17.0mm of revenues.
- Integrated solid waste company with collection services, C&D processing, and 750 tons/day truck & rail transfer station.
- Entered a new adjacent market, with a key transfer station in the capacity constrained Western MA market that will help to internalize additional waste to our landfills.

Focus on capital discipline driving higher returns

Capital Expenditures (1) ($mm)



Capital Expenditures as % of revenues



Disciplined capital strategy.

- Hurdle rates increased to reduce risk and improve return on invested capital.
- Capital investments focused in fleet and long-term landfill capacity.

Capital expenditures estimated at roughly 10.5% of CY 2018 revenues.

- 74% revenues in integrated Solid Waste and 26% in Resource Solutions (Recycling, Organics, Customer Solutions, and other).
- Solid Waste CapEx at 13.5% as a % of revenues in CY 2017.
- Resource Solutions CapEx at 3.7% as a % of revenues in CY 2017.

(1) Excludes acquisition capital expenditures.

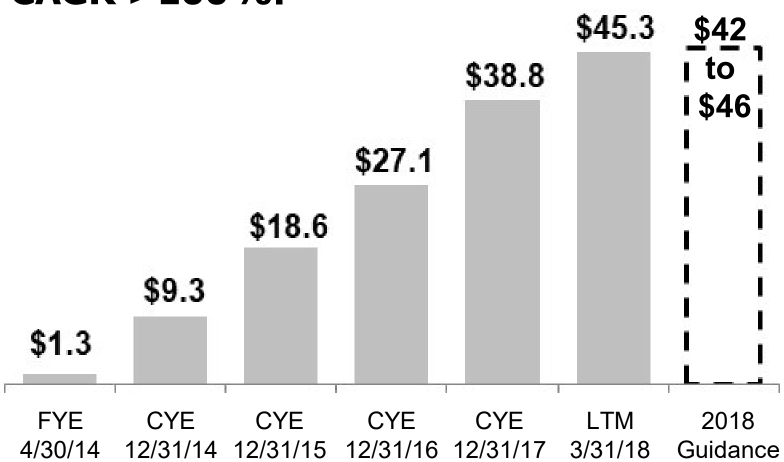
(2) Growth capital expenditures as defined in the Appendix.

(3) CY 2018 Guidance as announced on 3/1/18.

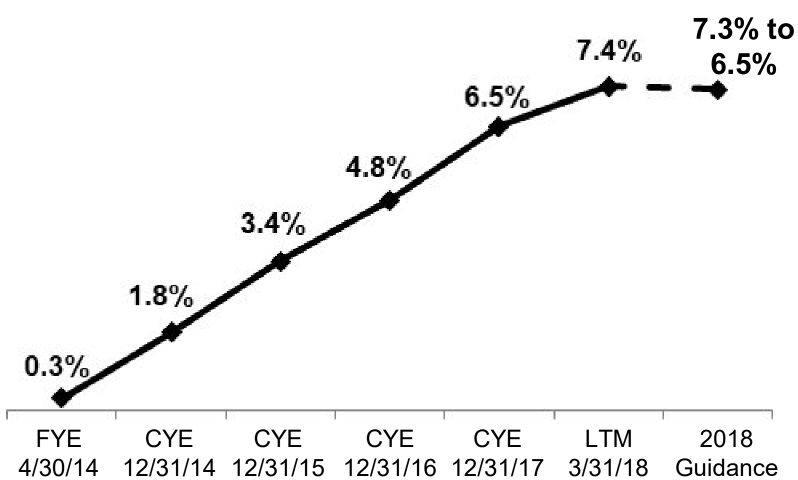
Strategic execution driving higher Free Cash Flows

Normalized Free Cash Flow ($mm) (1), (2)

CAGR >100%.



Normalized Free Cash Flow Yield (as % of revenues) (1), (2)



Focused on improving Free Cash Flow:

- Goal to grow Free Cash Flow +10% to +15% per year through 2021.
- Normalized FCF +$45.3m LTM 3/31/18.
- Strategic actions taken since Dec 2012 have reduced risk and improved free cash flows.
- Plan to use excess cash to repay debt, along with select strategic tuck-in acquisitions or investments.
- Driving higher Free Cash Flow through operating cash flows, lower interest costs, and maintaining strict capital discipline.
- Adjusted Tax loss carryforwards will help to accelerate delevering (as of 12/31/17, $110.4mm of Federal NOLs and tax credits).[3]

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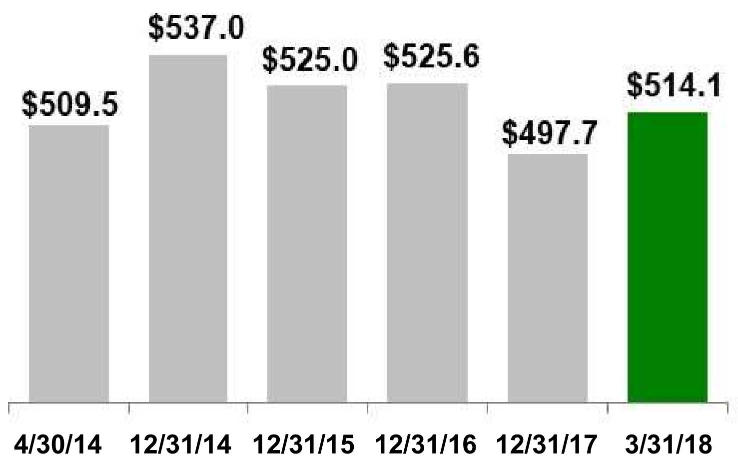
(1) See attached appendix for further information and for a reconciliation of Free Cash Flow and Normalized Free Cash Flow to net cash provided by operating activities, which is the most directly comparable GAAP measure. Net cash provided by operating activities for the periods presented above was $49.6mm for FYE 4/30/14, $62.2mm for CYE 12/31/14, $70.5mm for CYE 12/31/15, $80.4mm for CYE 12/31/16, $107.5mm for CYE 12/31/17, and $108.7mm for CYE 3/31/18.

(2) CY 2018 Guidance as reaffirmed on 5/3/18.

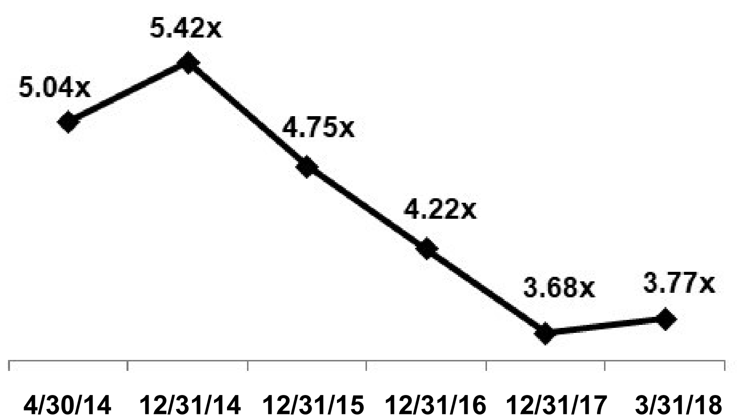
(3) Total tax carryforwards include $101.2mm of Federal NOLs and $9.2mm of Federal tax credits; total tax carry forwards exclude $114.4mm of State NOLs.

Balancing delevering with smart growth

Total Debt ($mm)



Consolidated Net Leverage Ratio (1)



Targeting Consolidated Net Leverage Ratio of 3.00x to 3.25x by CY 2021.

Reduced leverage by -1.65x and paid down $22.9mm of debt since 12/31/14.(1)

- Slight tick-up in leverage from 12/31/17 to 3/31/18 due to $18.8mm of consideration paid for acquisitions in Q1 2018.
- Upgraded from 'B' to 'B+' with a Positive Outlook by S&P on 2/26/18; upgraded from 'B2' to 'B1' by Moody's on 3/2/18.
- Refinanced Credit Facility on 5/14/18; expect to save > $2.0mm/yr of cash interest and enhance financial flexibility.
- Completed several refinancings and repricings since 10/17/16 that have saved $14.8mm/yr of cash interest.

(1) Defined as "*Consolidated Net Leverage Ratio*" in the our Credit Agreement dated as of 10/17/16 ("ABL Revolver") for 12/31/16 and 12/31/17; Total Debt-to-EBITDA as defined as "*Consolidated Leverage Ratio*" in the our Loan & Security Agreement dated as of 2/27/15 ("ABL Revolver") for all other periods; see appendix for a reconciliation.

Casella's value drivers…

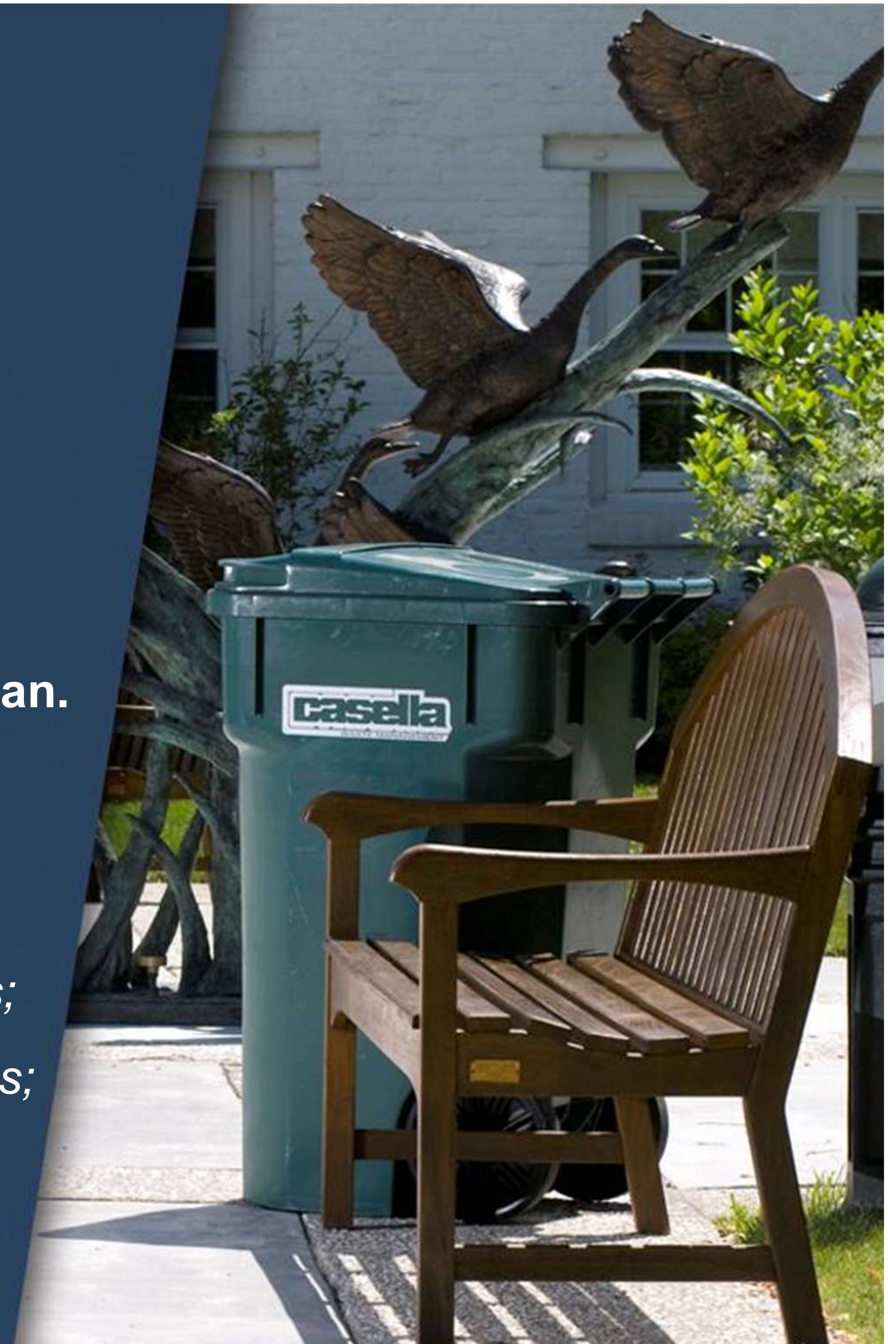
Valuable integrated solid waste assets in disposal limited Northeast markets.

Management focused on increasing Free Cash Flow and reducing debt leverage.

Results demonstrate strong execution of plan.

Near term focus of team:

- *Increasing landfill returns;*
- *Driving profitability of collection operations;*
- *Creating value through Resource Solutions;*
- *Reducing G&A costs;*
- *Allocating capital to balance delevering with smart growth.*



Appendix

Reconciliation of Adjusted EBITDA

Non-GAAP Reconciliation of Adjusted EBITDA to Net Loss (1)

	Fiscal Year ended April 30, 2013	Fiscal Year ended April 30, 2014	12 months ended Dec. 31, 2014	12 months ended Dec. 31, 2015	12 months ended Dec. 31, 2016	12 months ended Dec. 31, 2017	12 months ended Mar. 31, 2018
Revenue	**$ 455,335**	**$ 497,633**	**$ 525,938**	**$ 546,500**	**$ 565,030**	**$ 599,309**	**$ 612,962**
Net loss	$ (54,463)	$ (27,404)	$ (29,136)	$ (11,781)	$ (6,858)	$ (21,799)	$ (25,485)
Loss on disposal of discontinued operations, net	-	378	-	-	-	-	-
Loss (income) from discontinued operations, net	4,480	(284)	-	-	-	-	-
(Benefit) provision for income taxes	(2,526)	1,799	1,340	1,351	494	(15,253)	(16,857)
Other income	(1,036)	(1,059)	(1,177)	(1,119)	(1,090)	(935)	(943)
Loss on derivative instruments	4,512	280	575	227	-	-	-
Loss (gain) from equity method investments	4,441	936	(90)	-	-	-	-
(Gain) loss on sale of equity method investment	-	(593)	221	-	-	-	-
Impairment of investments	-	-	2,320	2,099	-	-	-
Loss on debt extinguishment	15,584	-	-	999	13,747	517	45
Interest expense, net	41,429	37,863	38,082	40,090	38,652	24,887	24,931
Southbridge landfill closure charge	-	-	-	-	-	65,183	66,769
Gain on settlement of acquisition related contingent consideration	-	(1,058)	(1,058)	-	-	-	-
Expense from divestiture, acquisition and financing costs	1,410	144	24	-	-	176	176
Severance and reorganization costs	3,709	586	426	302	-	-	-
Environmental remediation charge	-	400	950	-	900	-	-
Development project charge	-	1,394	1,394	-	-	-	311
Divestiture transactions	-	7,455	6,902	(5,517)	-	-	-
Contract settlement charge	-	-	-	1,940	-	-	2,100
Depreciation and amortization	56,576	60,339	61,206	62,704	61,856	62,102	64,236
Fiscal year-end transition costs	-	-	538	-	-	-	-
Proxy contest costs	-	-	-	1,902	-	-	-
Tax settlement costs	679	-	-	-	-	-	-
Depletion of landfill operating lease obligations	9,372	9,948	10,725	9,428	9,295	9,646	10,274
Interest accretion on landfill and environmental remediation liabilities	3,675	3,985	3,606	3,449	3,606	4,482	4,939
Adjusted EBITDA	**$ 87,842**	**$ 95,109**	**$ 96,848**	**$ 106,074**	**$ 120,602**	**$ 129,006**	**$ 130,496**
Solid Waste	80,824	89,720	92,346	98,086	108,982	116,313	122,271
Recycling segment	3,768	1,913	2,609	2,074	6,754	6,930	2,330
Other segment	3,250	3,476	1,893	5,914	4,866	5,763	5,895
Adjusted EBITDA	**$ 87,842**	**$ 95,109**	**$ 96,848**	**$ 106,074**	**$ 120,602**	**$ 129,006**	**$ 130,496**
Adjusted EBITDA Margin (%)	**19.3%**	**19.1%**	**18.4%**	**19.4%**	**21.3%**	**21.5%**	**21.3%**

(1) We present Adjusted EBITDA, a non-GAAP measure, because we consider it an important supplemental measure of our performance and believe it is frequently used by securities analysts, investors and other interested parties in the evaluation of our results. Management uses Adjusted EBITDA to further understand our “core operating performance.” We believe our “core operating performance” is helpful in understanding our ongoing performance in the ordinary course of operations. We believe that providing Adjusted EBITDA to investors, in addition to the corresponding income statement measures, affords investors the benefit of viewing our performance using the same financial metrics that the management team uses in making many key decisions and understanding how the core business and our results of operations have performed. We further believe that providing this information allows our investors greater transparency and a better understanding of our core financial performance. In addition, the instruments governing our indebtedness use EBITDA (with additional adjustments) to measure our compliance with covenants.

Reconciliation of Free Cash Flow and Normalized Free Cash Flow

Non-GAAP Reconciliation of Free Cash Flow and Normalized Free Cash Flow to Net Cash Provided by Operating Activities (1)

	Fiscal Year ended April 30, 2013	Fiscal Year ended April 30, 2014	12 months ended Dec. 31, 2014	12 months ended Dec. 31, 2015	12 months ended Dec. 31, 2016	12 months ended Dec. 31, 2017	12 months ended Mar. 31, 2018
Net Cash Provided By Operating Activities	$ 43,906	$ 49,642	$ 62,158	$ 70,507	$ 80,434	$ 107,538	$ 108,699
Capital expenditures (net of acquisition)	(53,281)	(43,326)	(67,252)	(49,995)	(54,200)	(64,393)	(63,679)
Payments on landfill operating lease contracts	(6,261)	(6,505)	(5,440)	(5,385)	(7,249)	(7,240)	(6,772)
Proceeds from sale of property and equipment	883	1,524	815	715	1,362	711	969
Proceeds from divestiture transactions	-	-	-	5,335	-	-	-
Proceeds from property insurance settlement	-	-	-	546	-	-	-
Contributions from (distribution to) noncontrolling interest holders	2,531	-	-	(1,495)	-	-	-
Free Cash Flow	$ (12,222)	$ 1,335	$ (9,719)	$ 20,228	$ 20,347	$ 36,616	$ 39,217
Landfill closure, site improvement and remediation expenditures (i)			7,494	1,447	-	2,182	4,011
New contract and project capital expenditures (ii)			11,528	-	-	-	-
Cash proceeds, net from CARES dissolution (iii)			-	(3,055)	-	-	-
Interest payment on redemption of senior subordinated notes (iii)			-	-	6,770	-	-
Contract settlement charge (iiii)			-	-	-	-	2,100
Normalized Free Cash Flow			$ 9,303	$ 18,620	$ 27,117	$ 38,798	$ 45,328

(i) 2015 cash outlays associated with: Worcester landfill capping, BioFuels site improvement, Maine Energy decommissioning, demolition & site remediation. 2017 and 2018 cash outlays associated with the Southbridge landfill closure.

(ii) Includes cash outlays related to capital investments associated with certain new contracts and projects, including: the Thiopaq gas treatment system, the Lewiston, ME Zero-Sort material recovery facility, the Rockland, NY material recovery facility, the Concord, NH waste services contract, the City of Boston, MA recycling contract, and the Brookline, MA, Otsego, NY, Tompkins, NY and Schoharie, NY transfer stations.

(iii) Includes cash proceeds and cash distribution associated with the dissolution of CARES.

(iiii) Includes interest payment required upon redemption of the senior subordinated notes.

(iiii) This includes a contract settlement charge associated with exiting a contract.

(1) We present Free Cash Flow, a non-GAAP measure, because we consider it an important supplemental measure of our performance and believe it is frequently used by securities analysts, investors and other interested parties in the evaluation of our results. Management uses Free Cash Flow and Normalized Free Cash Flow to further understand our "core operating performance." We believe our "core operating performance" is helpful in understanding our ongoing performance in the ordinary course of operations. We believe that providing Free Cash Flow and Normalized Free Cash Flow to investors, in addition to the corresponding cash flow statement measures, affords investors the benefit of viewing our performance using the same financial metrics that the management team uses in making many key decisions and understanding how the core business and our results of operations have performed. We further believe that providing this information allows our investors greater transparency and a better understanding of our core financial performance.

Reconciliation of Consolidated Leverage Ratio

Reconciliation of Consolidated EBITDA (as defined by the applicable credit facility agreement) to Net Cash Provided by Operating Activities (1)

($ in millions)	Fiscal Year ended April 30, 2013	Fiscal Year ended April 30, 2014	12 months ended Dec. 31, 2014	12 months ended Dec. 31, 2015	12 months ended Dec. 31, 2016	12 months ended Dec. 31, 2017	12 months ended Mar. 31, 2018
Net Cash Provided By Operating Activities	**$ 43.9**	**$ 49.6**	**$ 62.2**	**$ 70.5**	**$ 80.4**	**$ 107.5**	**$ 108.7**
Changes in assets and liabilities, net of effects of acquisitions and divestiture	(0.6)	9.2	(2.2)	(5.0)	9.4	4.6	3.9
Divestiture transactions	-	(7.5)	(6.9)	5.5	-	-	-
Gain (loss) on sale of property and equipment	0.4	0.8	0.5	0.1	0.6	(0.0)	0.1
Loss on debt extinguishment	(15.6)	-	-	(1.0)	(13.7)	(0.5)	-
Stock based compensation and related severance expense, net of excess ta	(2.4)	(2.4)	(2.3)	(2.9)	(3.4)	(6.4)	(7.3)
Development project charge	-	(1.4)	(1.4)	-	-	-	(0.3)
Impairment of investments	-	-	(2.3)	(2.1)	-	-	-
Loss on derivative instruments	(4.5)	(0.3)	(0.6)	(0.2)	-	-	-
Southbridge landfill non-cash charge	-	-	-	-	-	(63.5)	(65.1)
Interest expense, less amortization of debt issuance costs and discount on lc	40.9	37.9	38.2	40.1	35.1	22.5	22.4
Provision for income taxes, net of deferred taxes	1.0	0.2	0.2	0.6	(0.1)	0.3	(0.2)
Gain on settlement of acquisition related contingent consideration	-	1.1	1.1	-	-	-	-
Environmental remediation charge	-	-	-	-	(0.9)	-	-
EBITDA adjustment as allowed by the applicable credit facility agreement	2.8	9.3	7.5	(2.5)	-	-	-
Other adjustments as allowed by the applicable credit facility agreement	27.1	4.0	5.3	7.4	17.1	71.0	74.1
Minimum Consolidated EBITDA	**$ 93.0**	**$ 101.1**	**$ 99.1**	**$ 110.5**	**$ 124.5**	**$ 135.4**	**$ 136.4**
Consolidated Funded Debt (Total Debt)	$ 500.0	$ 509.5	$ 537.0	$ 525.0	$ 525.0	$ 497.7	$ 514.1
Consolidated Leverage Ratio (Total Debt-to-EBITDA)	**5.37**	**5.04**	**5.42**	**4.75**	**4.22**	**3.68**	**3.77**

(1) The amortization of debt issuance costs is included as a component of changes in assets and liabilities, net of effects of acquisitions and divestitures and has not been conformed to the 12-months ended 12/31/17 presentation of interest expense, less the amortization of debt issuance costs and the discount on long-term debt.

Capital Expenditure Detail

Capital Expenditure Detail [(1)]

($ in thousands)	Fiscal Year ended April 30, 2013	Fiscal Year ended April 30, 2014	12 months ended Dec. 31, 2014	12 months ended Dec. 31, 2015	12 months ended Dec. 31, 2016	12 months ended Dec. 31, 2017
Total Growth Capital Expenditures	**$ 12,192**	**$ 4,664**	**$ 13,789**	**$ 7,244**	**$ 5,373**	**$ 3,552**
Replacement Capital Expenditures:						
Landfill development	29,617	24,019	23,216	18,828	29,666	33,697
Vehicles, machinery / equipment and containers	8,552	10,465	25,102	18,866	15,512	21,581
Facilities	2,254	3,170	3,605	2,873	2,581	3,155
Other	666	1,008	1,540	2,184	1,068	2,408
Total Replacement Capital Expenditures	**41,089**	**38,662**	**53,463**	**42,751**	**48,827**	**60,841**
Total Capital Expenditures	**$ 53,281**	**$ 43,326**	**$ 67,252**	**$ 49,995**	**$ 54,200**	**$ 64,393**
Capital Expenditures as % of Revenues	11.7%	8.7%	12.8%	9.1%	9.6%	10.7%

(1) Our capital expenditures are broadly defined as pertaining to either growth, replacement or acquisition activities. Growth capital expenditures are defined as costs related to development of new airspace, permit expansions, and new recycling contracts along with incremental costs of equipment and infrastructure added to further such activities. Growth capital expenditures include the cost of equipment added directly as a result of organic business growth as well as expenditures associated with adding infrastructure to increase throughput at transfer stations and recycling facilities. Replacement capital expenditures are defined as landfill cell construction costs not related to expansion airspace, costs for normal permit renewals, and replacement costs for equipment due to age or obsolescence. Acquisition capital expenditures, which are not included in the table above, are defined as costs of equipment added directly as a result of new business growth related to an acquisition.

Reconciliations for 2018 Guidance Ranges

Reconciliation of the Company's anticipated Adjusted EBITDA from anticipated Net Income fo the fiscal year ending December 31, 2018

$ in thousands	**(Anticipated) Fiscal Year Ending December 31, 2018**
Net Income	**$24,003 - $28,003**
Interest expense, net	25,500
Southbridge landfill closure charge	1,586
Contract settlement charge	2,100
Development project charge	311
Depreciation and amortization	65,000
Depletion of landfill operating lease obligations	11,000
Interest accretion on landfill and environmental remediation liabilities	5,500
Adjusted EBITDA	**$135,000 - $139,000**

(1) We present Adjusted EBITDA, a non-GAAP measure, because we consider it an important supplemental measure of our performance and believe it is frequently used by securities analysts, investors and other interested parties in the evaluation of our results. Management uses Adjusted EBITDA to further understand our "core operating performance." We believe our "core operating performance" is helpful in understanding our ongoing performance in the ordinary course of operations. We believe that providing Adjusted EBITDA to investors, in addition to the corresponding income statement measures, affords investors the benefit of viewing our performance using the same financial metrics that the management team uses in making many key decisions and understanding how the core business and our results of operations have performed. We further believe that providing this information allows our investors greater transparency and a better understanding of our core financial performance. In addition, the instruments governing our indebtedness use EBITDA (with additional adjustments) to measure our compliance with covenants.

Reconciliation of Free Cash Flow and Normalized Free Cash Flow from Net Cash Provided by Operating Activities

$ in thousands	**(Anticipated) Fiscal Year Ending December 31, 2018**
Net Cash Provided by Operating Activities	**$108,900 - $112,900**
Capital expenditures	(65,000)
Payments on landfill operating lease contracts	(7,500)
Free Cash Flow	**$36,400 - $40,400**
Contract settlement charge (i)	2,100
Landfill closure, site improvement and remediation expenditures (ii)	3,500
Normalized Free Cash Flow	**$42,000- $46,000**

(i) This includes a contract settlement charge associated with exiting a contract.

(ii) This includes cash outlays associated with the Southbridge landfill closure charge.

(1) We present Free Cash Flow, a non-GAAP measure, because we consider it an important supplemental measure of our performance and believe it is frequently used by securities analysts, investors and other interested parties in the evaluation of our results. Management uses Free Cash Flow and Normalized Free Cash Flow to further understand our "core operating performance." We believe our "core operating performance" is helpful in understanding our ongoing performance in the ordinary course of operations. We believe that providing Free Cash Flow and Normalized Free Cash Flow to investors, in addition to the corresponding cash flow statement measures, affords investors the benefit of viewing our performance using the same financial metrics that the management team uses in making many key decisions and understanding how the core business and our results of operations have performed. We further believe that providing this information allows our investors greater transparency and a better understanding of our core financial performance.