CIRCULAR SERVICES

Recycling Market Update

Prepared for Five County Recycling Workshop

Presented by Jimmy Lawler

September 23, 2026

Agenda

Introduction to Circular Services 1

Introduction to Jimmy Lawler 2

Recycling Market Update by Commodity

- Metal (aluminum & steel)
- Glass
- Plastic (#1 PET, #2 HDPE, #5 PP) 3

Who We Are (or Who We Were)…

2003 – **Sims Municipal Recycling** was formed as a division of Sims Limited to begin processing municipal recyclables

2022 – Closed Loop Partners acquired a majority stake in the company, rebranded as "**SMR**"

2023 – SMR started operating under the name **Balcones Recycling** after merging with Texas MRF Operator Balcones Resources

2025 – Balcones Recycling rebranded as **Circular Services**

Circular Services

- Municipal Recycling Services (today's focus)
- Commercial Recycling Services
- Advisory
- Document Shredding & Media Destruction
- Collection & Processing of Organics
- Materials Trading for Buyers & Suppliers

Circular Operations throughout the US



Who I Am

- 10 years – scrap metal/electronics recycling
- 10 years (and counting) – shift supervisor, logistics, commodity sales
- Marketing tons from 6 East Region MRFs, including Jersey City
- **Direct end-market relationships**
- ANJR Board since 2018
- NJ Recycling Market Development Council, Plastic Advisory Council
- Board Member - Association of Plastic Recyclers (APR)
- Board Member – ReMA (formerly ISRI) and Chair of MRF Committee

Recycling is a Commodity Business – Supply & Demand

METAL
- Vs. Primary aluminum
- Vs. Virgin steel

GLASS
- Vs. New glass

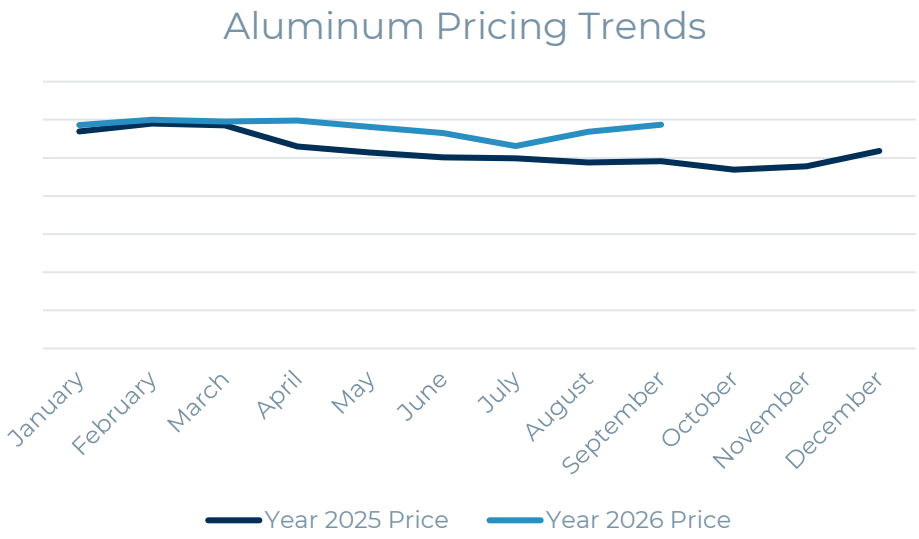
PLASTIC
- Vs. Virgin plastic
- **Vs. cheap imports**

PAPER
- Vs. Virgin fiber (wood pulp)

Commodity Deep Dive - Metal

Aluminum Market Drivers

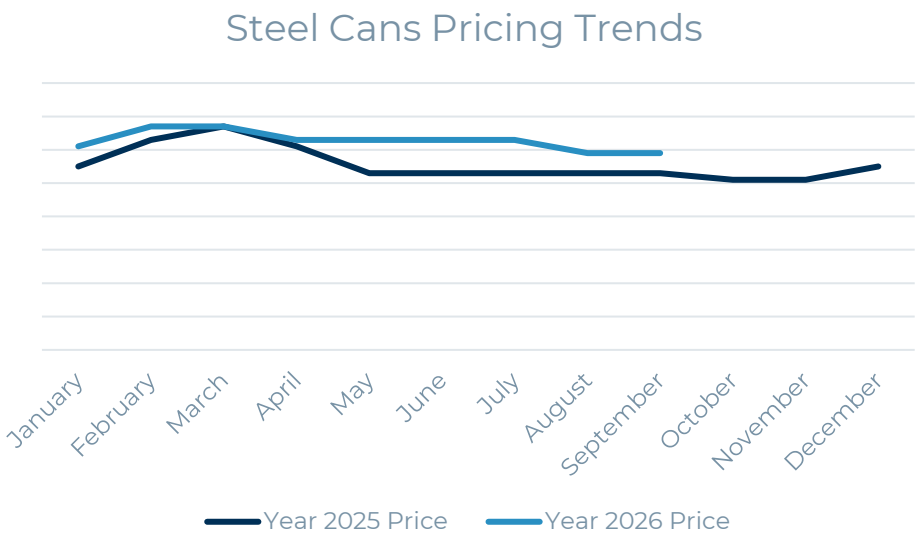
- 50% Section 232 tariffs on aluminum imports
- Roughly 9% of global smelting capacity is in the Middle East



Commodity Deep Dive - Metal

Steel Market Drivers

- Growth of electric-arc furnaces (EAFs) – away from Blast Furnaces (greener, cheaper steel)
- Customer push for “Green Steel”



Commodity Deep Dive - Glass

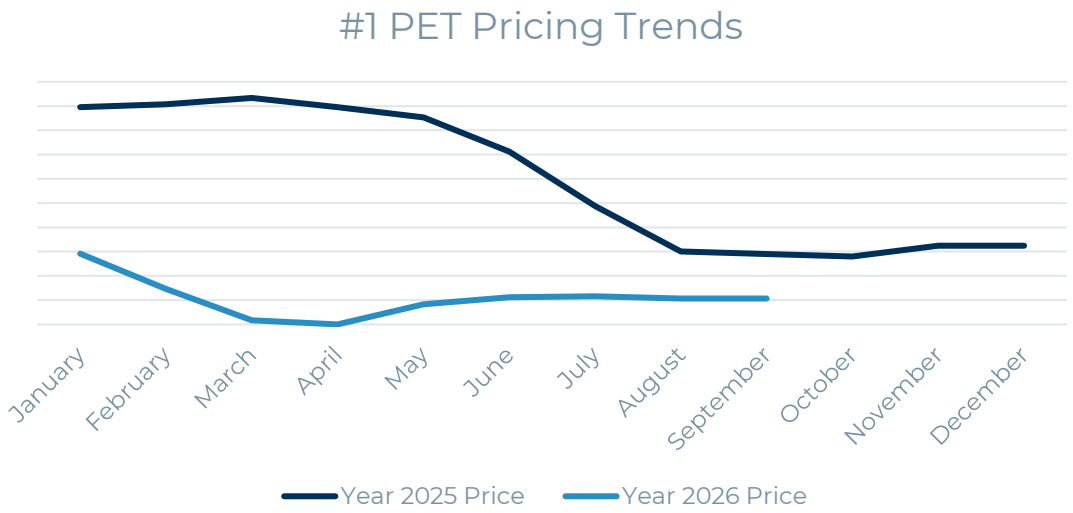
Glass Market Drivers

- Recycled content requirements (let's go New Jersey!)
- Competition with virgin glass
- **Enter shameless plug for glass plant here**
- **Sorry, no chart**

Commodity Deep Dive - Plastic

#1 PET Market Drivers

- 2025 was supposed to be the year where bottles were made with predominantly recycled content. Legislation not passed, voluntary commitments pushed
- Influx of cheap virgin plastics (even some saying “recycled”)
- 6 out of 30 PET reclaimers have closed their doors
- Reading, PA; Fayetteville, NC; Clyde, OH; Bowling Green, OH

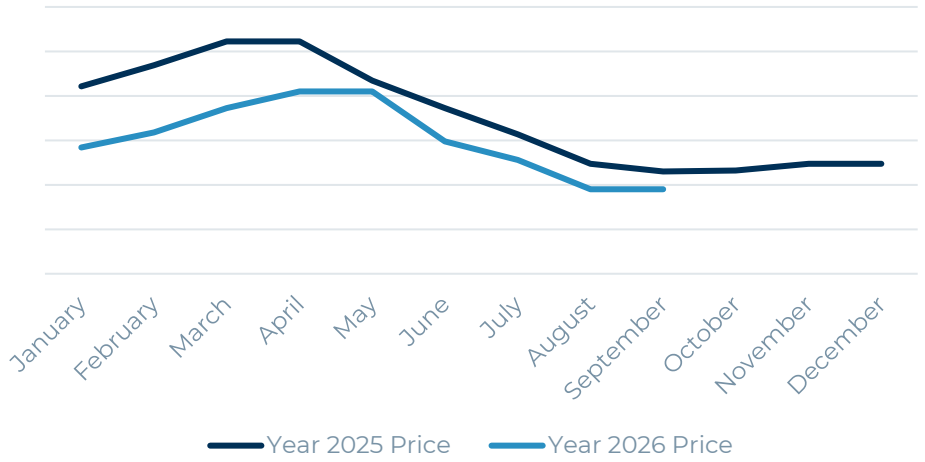


Commodity Deep Dive - Plastic

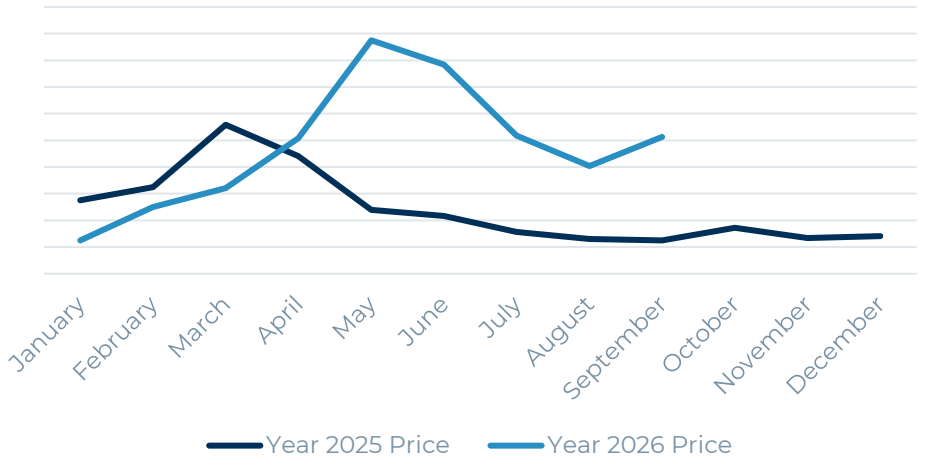
#2 HDPE Market Drivers

- Virgin economics – additional virgin PE capacity came online in 2026 (notably China and Texas)
- Packaging as an end-use has supported natural (versatility)
- Piping as an end-use has supported color (pipes going in the ground before the ground freezes)
- European demand – something to watch

#2 HDPE Natural Pricing Trends



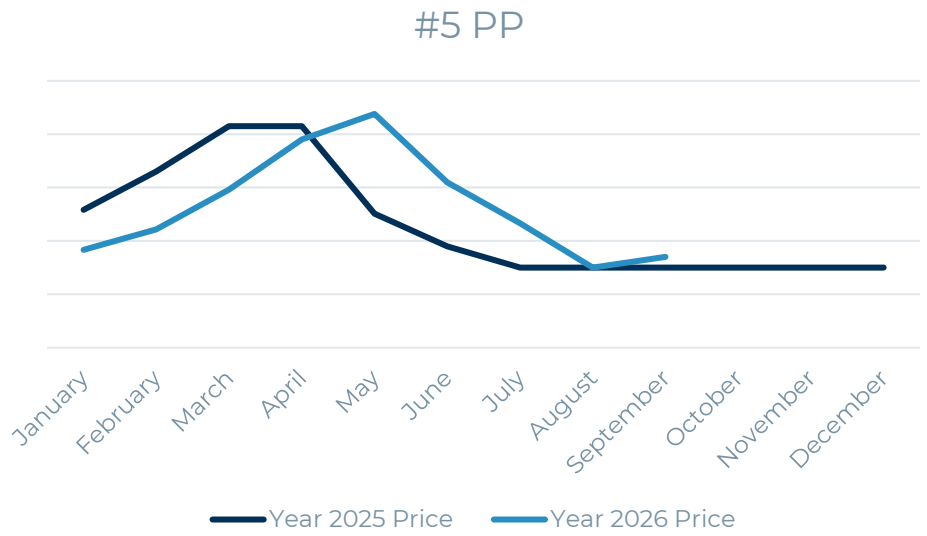
#2 HDPE Color Pricing Trends



Commodity Deep Dive - Plastic

#5 PP Market Drivers

- Geopolitical disruptions and demand from Europe
- Limited supply available domestically - Municipal PP Collection (ahem)
- Packaging shifts from PE to PP



What can we do??? Soapbox ready???

- We have the supply, we lack the stable/consistent demand.
- Packaging manufacturers are not going to use recycled materials because environmentally it is the right thing to do.
- They need to be incentivized to use recycled materials whether it be a discount to virgin (remember, it's a commodity) or to fill a legislative requirement (think recycled content, EPR).
- Even then, in some cases, it's cheaper to pay a fine and continue using virgin materials.
- Around and around we go…



Questions?

There's always questions.

THANK YOU!

Email: james.lawler@circularservices.com

CIRCULAR SERVICES

www.CircularServices.com

DISCLAIMER

This Presentation (the "Presentation") has been prepared solely for informational purposes for the recipient to whom such materials are directly addressed and delivered by CLP Circular Services, Inc. (the "Company", "our", "we" or "us), and may not be used or relied upon for any purpose other than as specifically contemplated by a written agreement with us.

This Presentation is not intended to provide the sole basis for evaluating and should not be considered a recommendation with respect to, any transaction or other matter. This Presentation is for informational purposes only, and does not constitute an offer, or the solicitation of an offer, to buy or sell any securities or other financial product, or to participate in any transaction, and should not be deemed to be a recommendation by the Company to buy or sell any securities, to make any investment or to participate in any transaction or trading strategy. This Presentation may contain forward-looking statements including statements regarding the Company's intent, belief or current expectations with respect to the Company's businesses and operations, market conditions, financial condition, and risk management practices.

Neither the Company nor any of its affiliates make any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein and nothing contained herein is, or shall be relied upon as, a promise or representation whether as to past, present or future performance. The information set forth herein may include estimates and/or involve significant elements of subjective judgment and analysis. No representations are made as to the accuracy of such estimates or that all assumptions relating to such estimates have been considered or stated or that such estimates will be realized. Information in this Presentation should not be considered as advice or a recommendations.

MATERIALS MANAGEMENT
FOR A CIRCULAR ECONOMY