



HOW DO YOU CLEAN UP ENERGYSM ?

IT TAKES AMAZING PEOPLE, LIKE...



Frank W. Schageman
Executive Vice President & Chief Financial Officer

Q. What makes Milestone’s business model attractive to the capital markets?

Capital providers are very focused on investing debt and equity into businesses that can demonstrate, through data, the ability to reduce the carbon footprint of industry. This aligns well with Milestone’s carbon-negative business model. For example, in 2022 we entered into a credit facility that rewarded Milestone for achieving CO₂ avoided emissions targets; greenhouse gas emissions that would have otherwise been emitted into the atmosphere if our customers' waste had not been injected at one of our eight slurry injection facilities. Milestone exceeded these targets, resulting in a lower cost of capital. I’m happy to say we achieved our goals every year the loan was outstanding.

Q. How might funding based on ESG performance impact the energy industry?

It’s an all-around innovation. If investors have mandates to support sustainable, carbon-negative business models, the market has a significant incentive to innovate new processes and ways of doing business that attract this funding. It’s an exciting time in finance generally, as investors are really “putting their money where their mouth is”, so to speak.

Q. What message about Milestone does this type of funding tell stakeholders?

Our ability to consistently access the capital markets is clear validation of Milestone’s carbon-negative business model. We exceeded our carbon negative targets and received lower-cost financing, allowing us to invest further into innovative practices to sequester more GHGs. It’s a self-reinforcing “loop” of capital raising and rewards for innovation that is a key part of Milestone’s strategy.

Q. What about Milestone generates confidence for investors and insurers?

While it may seem old fashioned, if you execute on what you commit to, you engender respect and support from investors, insurers, and all other stakeholders for that matter. This is something that hasn’t changed.

Q. How might the trend of ESG performance-based loans impact Milestone’s growth in the next five years?

Milestone’s ability to grow is found at the proverbial intersection of great people, good/profitable ideas, availability of capital, and cost of capital. With investors focused on financing sustainable businesses and rewarding those that perform with access to reasonably priced capital, Milestone is very well-positioned to take further advantage of financing markets to support the exciting growth that is in front of this company. I’m really looking forward to the next five years.