



Food Waste

May 21, 2020

CONFIDENTIAL



1 Billion pounds of conventional pesticides are used in the U.S. each year

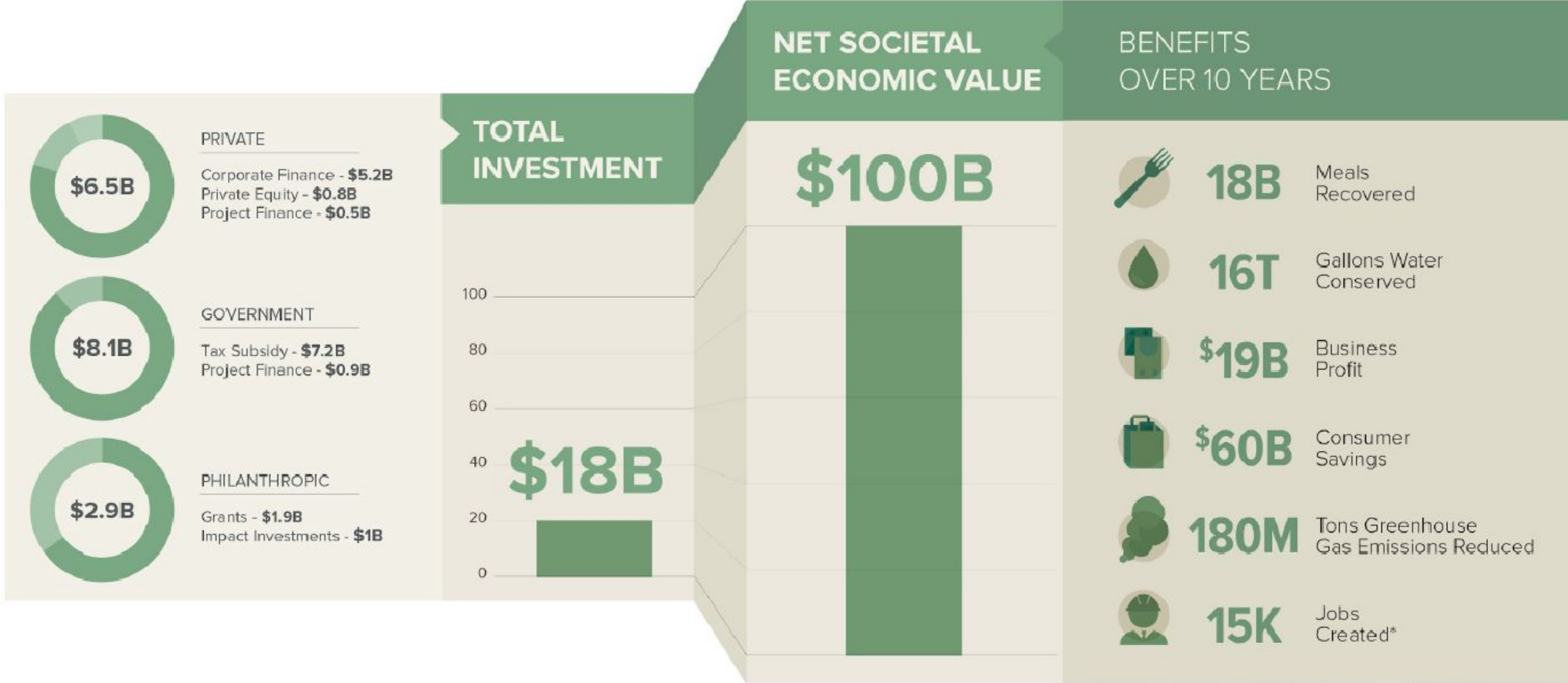
50+% of municipal garbage could be composted

40% of food is wasted globally across the supply chain, contributing 8% of total global greenhouse gas emissions



**Food waste alone
causes 10% of
greenhouse gases**

An \$18 Billion Investment Into 27 Solutions Can Yield \$100 Billion in Societal Economic Value



*Jobs created is a total number, not annual new jobs. Jobs and environmental benefits not included in \$100b calculation.

ADDRESSABLE MARKET

Residential & Municipal Composting

3,288,785

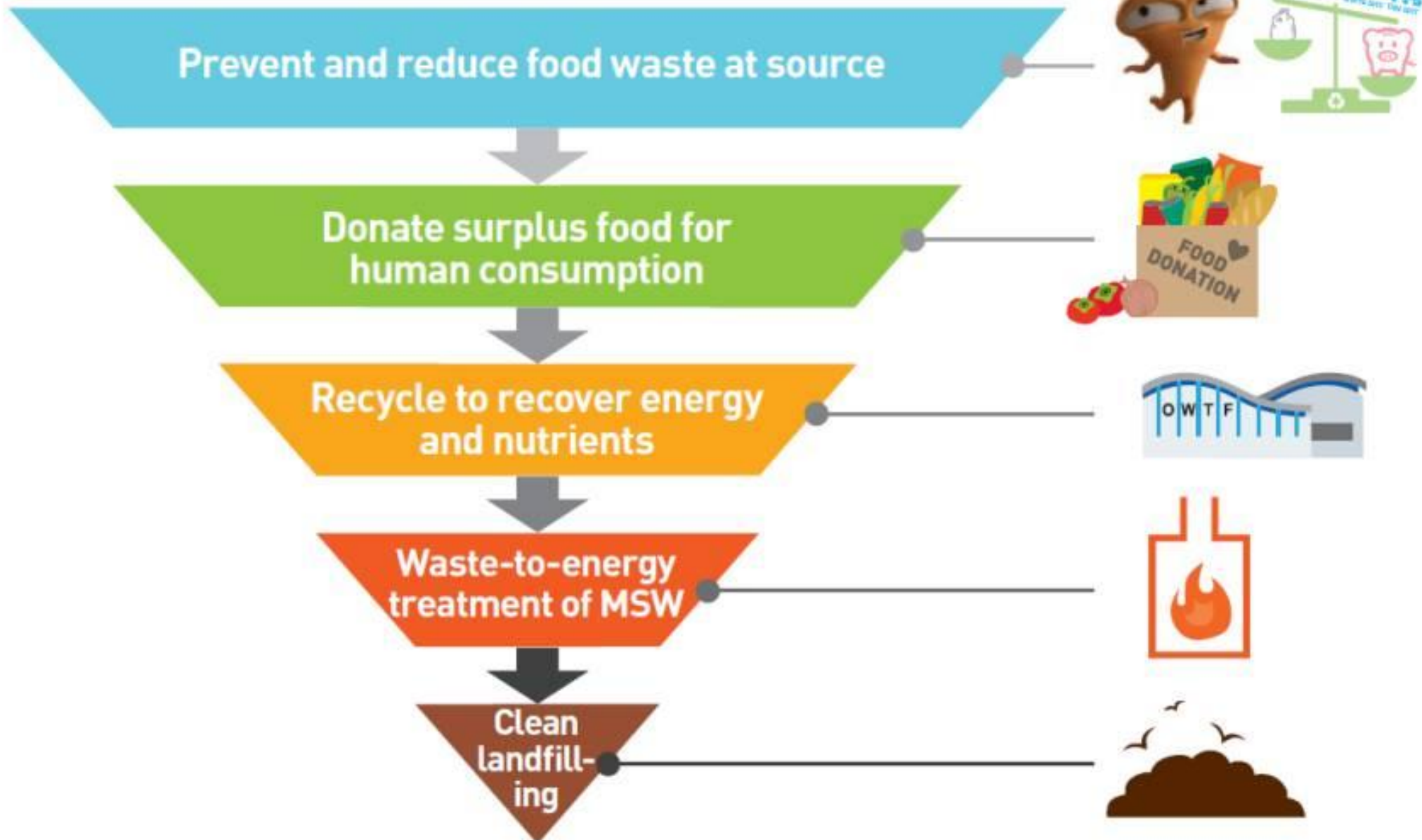
Households in DC +
Baltimore Metro areas

1,644,393

Households that sometimes
compost or are interested

4,300

Current residential customers
(0.26% penetration)



ADDRESSABLE MARKET

Commercial Composting

267,000

Multi-unit buildings in the DMV area

47,000

Businesses & organizations

3,000+

Restaurants in the region

700+

Places of worship



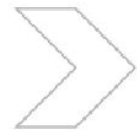
43

Current multi-unit customers



62

Current organizations



59

Current restaurants



9

Current places of worship

Regarding Buildings, Grid Modernization and Recovery for Greater DC, we must address waste. The average waste hauler charges \$50/ton to ship waste to landfills – rising 6% per year.

Food waste, which accounts for ~10% of GHG emissions, specifically in multi-unit buildings is the easiest and most straightforward to capture.

Food waste represents 22% of all garbage put into precious landfill capacity – and we already know how to capture and fund the infrastructure to take care of it.