

# BioHiTech Global, Inc.

*Changing the way we think about managing waste.*

## Our Mission

**BioHiTech Global** is a technology and services company that provides cost-effective and sustainable waste management solutions for businesses and municipalities of all sizes. Our Company sees the management of waste differently than the rest of the environmental services industry because we believe it is just as important to reduce waste generation as it is to cost-effectively dispose of it. By integrating our technologies for sustainable waste disposal with traditional services, we provide a true end-to-end solution for a “zero landfill” environment to disrupt an industry that has remained unchanged for decades.

Our solutions focus on:

- **Addressing food waste at the point of generation** to eliminate transportation costs as well as the odors and pest problems associated with traditional disposal.
- **Empowering customers with data analytics information** to improve supply chain management, affect behavioral change, and reduce waste generation.
- **Reducing landfill usage and logistics costs** through a proprietary process that converts mixed waste into a US EPA recognized Solid Recovered Fuel.
- **Seamlessly integrating with traditional services** to ultimately provide a cost-effective and turnkey sustainable waste management solution.

## Our Sustainable Technologies

### Revolution Series™ and Eco-Safe Digesters® Equipped with BioHiTech Cirrus™ and Alto™

On-Site Solutions for Sustainable Food Waste Disposal



- ✓ **Proven Process:** Aerobic digesters employ a proven biological treatment process for the safe disposal of food waste in liquid form through any standard sewer line. Provides 100% diversion of food waste from landfill.
- ✓ **Proprietary Data Analytics Technologies:** Our BioHiTech Cloud™ platform, BioHiTech Cirrus™ mobile app, and BioHiTech Cirrus™ chatbot utilize IoT technology to capture and communicate real-time data to modify wasteful behavior and improve labor efficiencies. All proprietary IoT technology was developed by our in-house software team.
- ✓ **Multiple Customer Benefits:** Onsite solution reduces disposal costs, eliminates odors and pest problems associated with food waste, helps improve supply chain management through data analytics, and creates good will associated with corporate sustainability efforts.
- ✓ **Existing Installed Base:** Digester install base spans 38 states throughout the US with numerous high profile customers. Global distribution reaches to 18 foreign countries, including the UK, Singapore, and Israel.
- ✓ **Growing Vertical Markets:** Hospital Food Services, Retail Food Chains, Restaurants, Hospitality (full-service hotels, conference centers and stadiums), Grocery Chains, Malls, Government, University Dining Halls.

### Entsorga HEBioT™ Processing Facilities

Landfill Reduction – Solid Recovered Fuel Production



- ✓ **Proven Technology:** HEBioT (High Efficiency Biological Treatment) technology converts significant amounts of mixed municipal waste into a US EPA recognized Solid Recovered Fuel and reduces landfill usage by up to 80%. The technology has been commercially deployed in Europe with 8 active Entsorga facilities.
- ✓ **Exclusive Development Rights:** Controls the exclusive rights to develop waste processing/fuel production facilities utilizing this proprietary HEBioT technology in 11 states in the Northeast US and the District of Columbia with a first right of refusal for the remaining US states.
- ✓ **Multiple Benefits:** Mixed solid waste processing plants can be located in close geographic proximity to areas of large waste generation to significantly reduce logistics costs. The production of Solid Recovered Fuel also results in a significant reduction in landfill usage and the creation of an additional revenue stream. When used in combination with digesters it can fulfill the “zero landfill” sustainability and social responsibility goals of municipalities and businesses.
- ✓ **1<sup>st</sup> US Launch:** The first HEBioT facility expected to commence operations in Martinsburg, West Virginia in 2018. The facility was financed by the West Virginia Economic Development Authority.
- ✓ **Additional Facilities in Development:** Executed contract for the purchase of a 12-acre site in New Windsor, New York with other potential sites under negotiations.

## Select Customers



## Competitive Advantage of Our Digester and Data Analytics Technology



- ✓ Current digester customer base offers significant opportunity for expansion with potential for multi-unit long-term equipment leases providing predictable cash flow over the life of the units.
- ✓ Economically viable business models without government incentives.
- ✓ Bundled rental, technology and service model creates predictable SaaS-like recurring revenue stream.
- ✓ Global opportunity through growing international distributor relationships.
- ✓ Strong data analytics and communications IP creates barriers to entry and offers additional market opportunities for software licensing.

## HEBioT™ Technology to Help Drive Future Growth and Build Lasting Value

- ✓ Owns a minority equity interest in the first HEBioT facility being deployed in the US in Martinsburg, West Virginia.
- ✓ Contract signed for the purchase of property to site next facility in NY with ongoing negotiations for other locations.
- ✓ Environmentally sound and cost competitive solution when compared to traditional landfills.
- ✓ Production of Solid Recovered Fuel adds revenue, reduces waste transportation costs, and increases profit margins.
- ✓ Complements the digester business to help achieve a cost effective “Zero Landfill” solution.
- ✓ Current development projects represent approximately 1M tons of waste processing per year (\$80-\$100M Revenue).



## Market Opportunity for Our Technologies

Digester Products	Digester Market Size	Target Adoption Rate	Estimated Deployable Market	Recurring Annual Revenue Per Unit	Annual Potential Market
Eco-Safe Series	750,000	15%	112,500	\$10,200	\$1.15B
Revolution Series	1,500,000	15%	225,000	\$4,500	\$1.01B
<b>Total Market Estimate</b>	<b>2,250,000</b>		<b>337,500</b>		<b>\$2.16B</b>
Initial Target Geographic Area	HEBioT Market Size Tons	Current Cost of Disposal Annually	Target Adoption Rate	Potential Market Unit Needs	Annual Potential Revenue
11 Northeast States & DC	41M	\$2.5B	20%	36 Facilities	\$500-600M

### Company Snapshot

Symbol: BHTG  
 Recent Close: \$4.30\*  
 Exchange: NASDAQ  
 52-Wk Range: \$2.50 - \$9.50  
 Shares Outstanding: 9.6M\*  
 Market Cap: \$50.82M\*  
 (\*As of 4/9/18)

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## Integrating Management Services and Technology with the Traditional Waste Industry

- ✓ Owns a minority stake in Gold Medal Group, an environmental services holding company majority owned by Kinderhook Industries, a \$2.2 billion private equity fund (BioHiTech has an option to increase its ownership interest through January 2019).
- ✓ Receives annual fee for providing management oversight of Gold Medal’s growing operations in the Philadelphia, Central Pennsylvania, Southern New Jersey, Maryland and West Virginia markets. Benefits of managing Gold Medal’s operations include:
  - Sales distribution arm for our digester business to thousands of current business customer locations.
  - Potential feedstock for future HEBioT facilities through expanding multi-state municipal solid waste collection business.
  - Reduced corporate overhead by leveraging management expertise into a profit center.
- ✓ Integrating our technology through traditional service providers is a model that can be replicated with other companies in similar US markets.

## Our Management Team



**Frank E. Celli**  
 Chief Executive Officer  
 20-years of Waste Industry experience, Founder of Interstate Waste Services which was sold for over \$200M in 2006



**Bob Joyce**  
 Chief Operating Officer  
 30-years of Technology and Engineering experience with companies including Arthur D Little Inc., Sun Microsystems, and Versatile Systems



**Brian Essman**  
 Chief Financial Officer  
 30-years of Financial and Management experience with companies including PricewaterhouseCoopers and Data Communiqué, Inc.



**Bill Kratzer**  
 Chief Technology Officer  
 20-years of IT experience designing software utilized by companies including Comcast, GE Capital and HSBC



**Dennis Soriano**  
 Business Development  
 40-years of experience in the Waste, Recycling and Concrete Industries for companies including Waste Management and Greenstar North America



**Richard Galterio**  
 Executive Vice President  
 25-years of Capital Markets and IR experience with companies including Ascendant Partners, LLC, vFinance Investments, and Commonwealth Associates, Inc.

Disclaimer: Except for the historical information contained herein, the matters discussed in this document are forward-looking statements that involve risks and uncertainties, including but not limited to business conditions and the amount of growth in our industry and general economy, competitive factors, and other risks detailed from time to time in the Company's SEC reports, including but not limited to its annual reports on Form 10-K and its quarterly reports on Form 10-Q. The Company does not undertake any obligation to update forward-looking statements. All trademarks and brand names are the property of their respective companies.