

# Changing the Way We “Think” about Managing Waste



**BioHiTech Global** (NASDAQ: BHTG)

Investor Presentation August 2019

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# Providing Cost-Effective Technology and Management Solutions for Sustainable Waste Disposal

**BioHiTech integrates proprietary technology solutions into the traditional disposal services model that are designed to:**

- **Reduce waste volume.**
- **Lower transportation costs.**
- **Minimize landfill usage to achieve Zero Waste.**

**Our sustainable technology solutions include:**

- **Mixed municipal waste processing/conversion facilities** - utilizes proven patented technology to reduce weight and convert waste into an EPA recognized renewable solid recovered fuel.
- **On-site food waste disposal technology** - converts food waste into a liquid that is safely discharged to any standard sewer line, eliminating transportation costs while reducing odors and pest problems.
- **Cloud-based data analytics platform** - patented technology that collects food waste disposal data and converts it into actionable real-time supply chain management information to help change behavior and reduce food waste generation.

# Cost Effectively Achieving Zero Waste - Our Municipal Solid Waste Solution

## Sustainable Waste Conversion Facilities Powered by HEBioT Technology

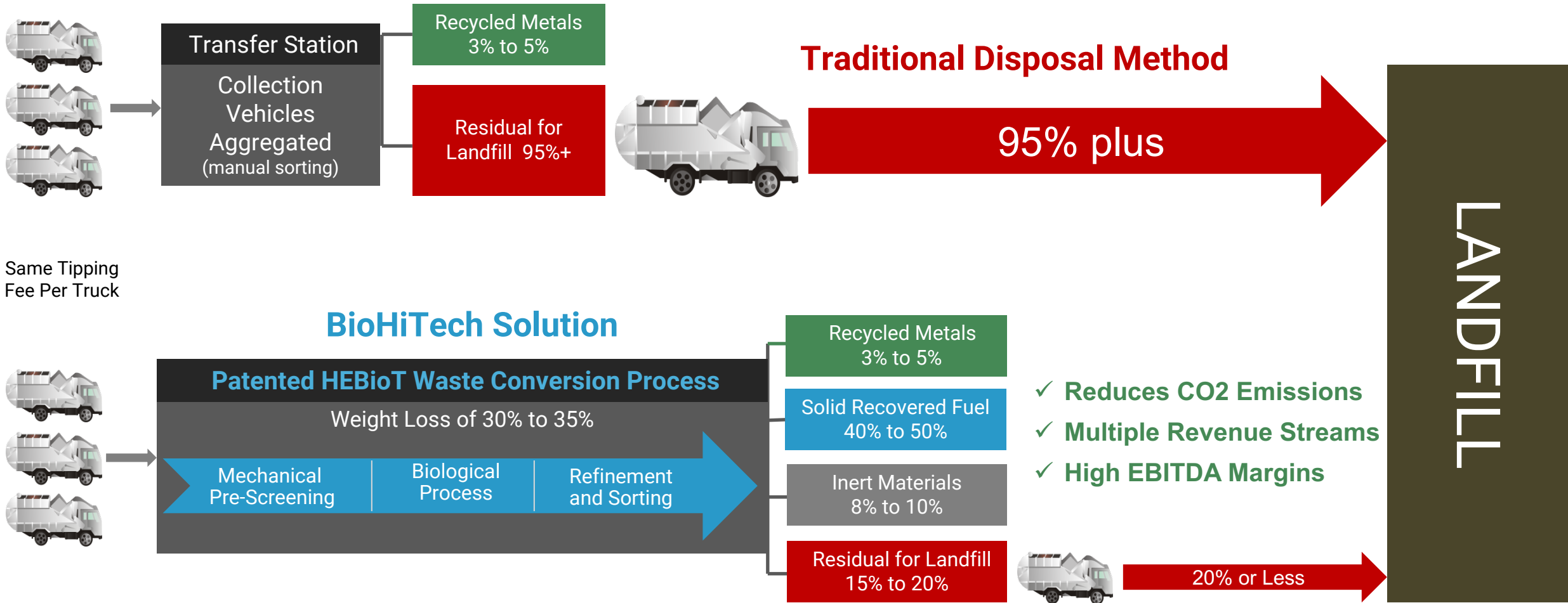
**BioHiTech controls the exclusive U.S. development rights to deploy facilities using a patented High Efficiency Biological Treatment (“HEBioT”) process in 11 Northeast states and DC.**

### **HEBioT® Facility Benefits:**

- **Aesthetically pleasing.**
- **Waste is unloaded and processed inside facility**
- **Outside environment is not exposed to waste.**
- **Filtration system contains all odors and contaminants.**
- **Fully automated process.**
- **No worker exposure to waste.**
- **Reduces landfill usage by up to 80%.**
- **Produces an EPA recognized solid recovered fuel (SRF).**
- **Generates high EBITDA margins.**



# BioHiTech Solution versus Traditional Disposal Method



# Our Flagship Facility –Martinsburg West Virginia

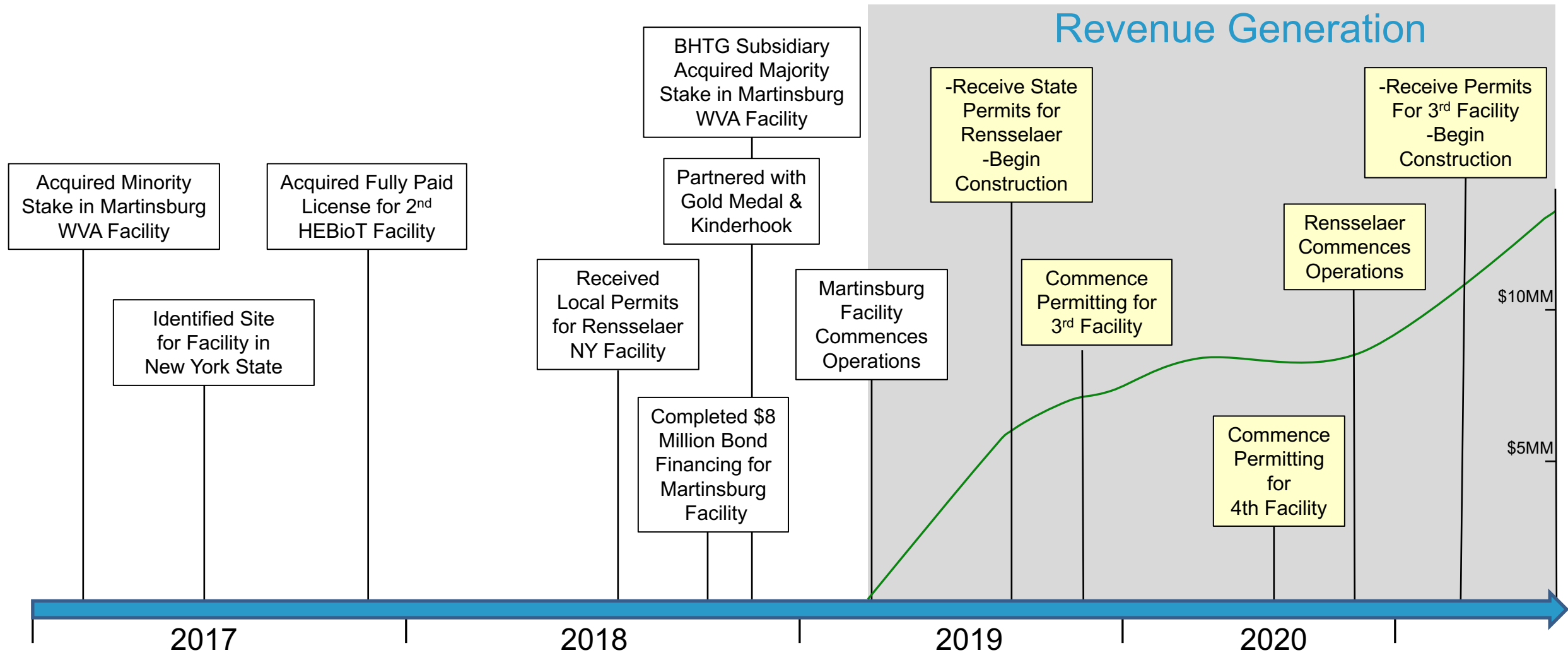
**BioHiTech’s Martinsburg facility is the first mixed municipal waste processing facility in the U.S. to utilize the patented HEBioT process.**

- **Commenced operations in Q2 2019.**
- **Financed through \$33 million in bond issuances by the West Virginia Economic Development Authority.**
- **10 year contracts for input and off-take guarantees strong EBITDA margins.**
- **BioHiTech owns majority interest (partners include Kinderhook Industries and Entsorga).**



<b>Location of Facility</b>	Martinsburg, W.Va
<b>Design Capacity</b>	110,000 tons per year
<b>Waste Type</b>	Mixed Municipal Solid Waste/C&D
<b>Operational Availability</b>	8,000 hours per year
<b>Stockpiling Availability</b>	3,500 tons in bio-stabilization area 300 tons in receiving area
<b>Energy Produced</b>	Up to 50,000 tons per year Engineered Solid Recovered Fuel (SRF)
<b>Materials Recovered</b>	Up to 4,000 tons per year of Metals
<b>Residuals Landfilled</b>	Approximately 20,000 tons per year (20%)
<b>Estimated Annual Revenue</b>	\$7 Million

# HEBioT Development Roadmap to Build Value – Entering Commercialization



# Starting a Revolution in Food Waste Disposal with Smart Technology

Combining disruptive food waste disposal technology with actionable data analytics.



## Revolution Series Digesters™ and the Eco-Safe Digester®

### Target Markets Include:

- Restaurants
- Government
- Grocery/Big Box Stores
- Quick-Serve Chains
- Food Services
- Hotel/Hospitality

- Models available to support various levels of customer food waste volume.
- On-site solution converts food waste to a liquid that is safely discharged through any standard sewer line.
- Processing costs are as little as \$40.00 per ton in the U.S.
- Attractive leasing model with no upfront costs or capital investment to the customer.
- Complies with current food waste regulations.
- Provides real-time data analytics for supply chain management and to support Corporate Social Responsibility and Sustainability reporting.



# Cost Effective Food Waste Disposal with Complete Landfill Diversion



Limited  
Visibility



## Traditional Disposal Methods

Cost of as much as \$118.65 per ton



Cost of as much as \$120.00 per ton

97% to Landfill

3% to Composting



Real-Time  
Transparency

## BioHiTech's Patented Digester Solution

Cost as little as \$40.00 per ton

100% to Municipal  
Wastewater Treatment  
Facility

# Powerful, Smart Technology to Increase Efficiency and Change Wasteful Behavior

Our patented IoT software platform leverages AWS and Slack to empower low-tech industrial machinery with high-tech data analytics capabilities and communication tools.

## REAL-TIME SUPPLY CHAIN ANALYTICS



Utilization Data

Categorization

Environmental Data

Cost Savings

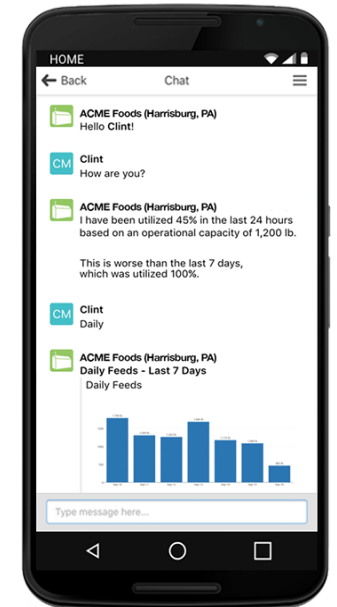
Regulation Compliance

## BioHiTech Cirrus™ & BioHiTech Alto™

- Provides frictionless two-way natural language communication through chatbot technology.
- Functions as as a virtual assistant at your fingertips.

## Smart Mode Technology

- Drives equipment performance through cloud-connected machine learning capabilities.
- Automated optimization to reduce water usage and lower energy consumption.



# Strong Base of Customers and Distributors



# Integrating Traditional Services with Our Sustainable Technology Driven Solutions through Strong Partnerships



**a private investment firm that manages over \$3.0 billion of committed capital.**



**a traditional waste hauling and recycling services company, owned by Kinderhook Industries, serving the Eastern Pennsylvania, Southern NJ, Maryland and West Virginia markets.**

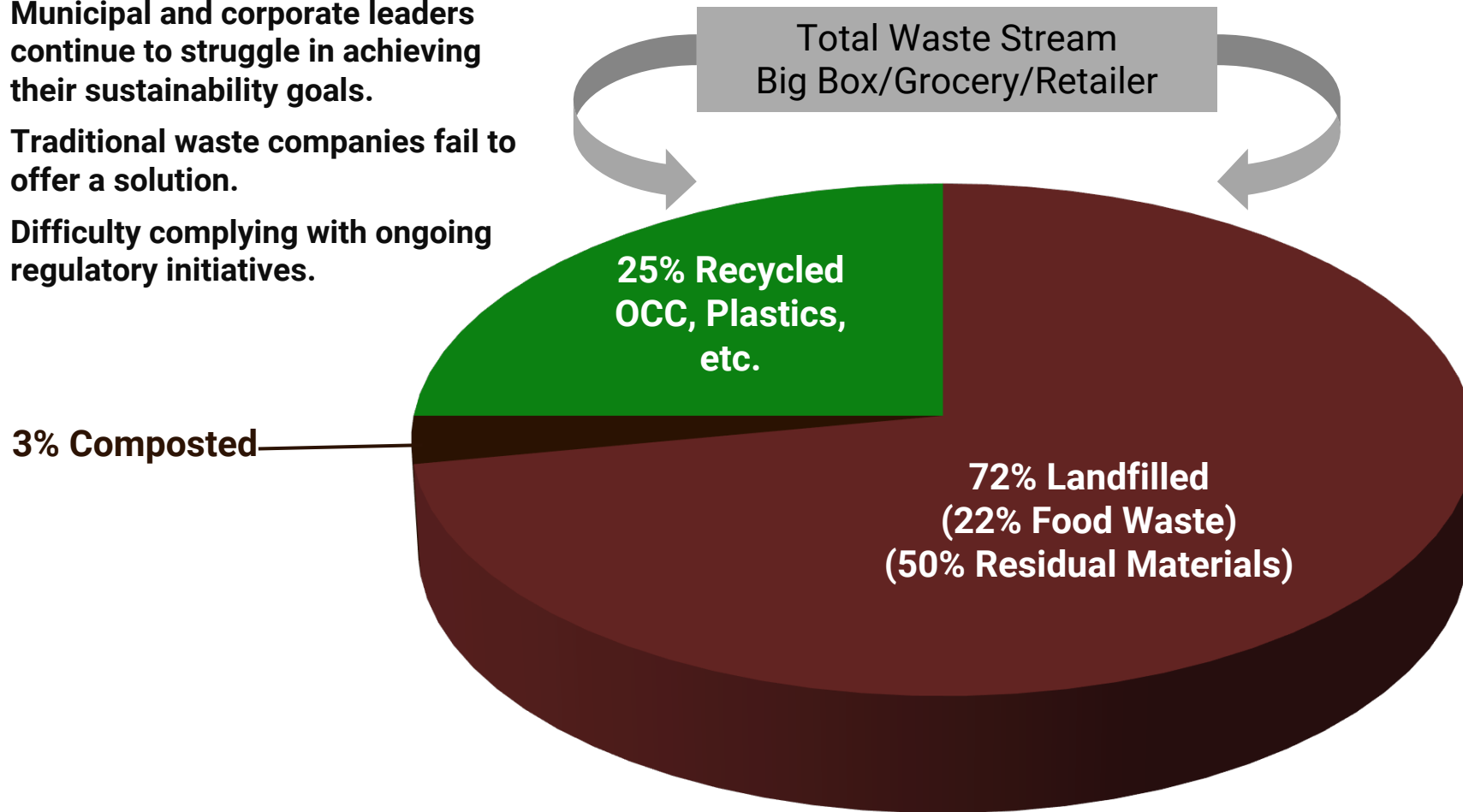
- **BioHiTech receives a recurring annual fee to manage Gold Medal's operations utilizing our existing management team.**
- **Gold Medal provides a captive distribution network for BioHiTech's Digesters and data analytics tools to thousands of potential customers in its service area and has been actively acquiring additional service areas.**
- **Gold Medal's growing customer base of business and municipal customers provides significant feedstock potential for current and future HEBioT facilities.**
- **Strengthened partnership through co-investment in BHTG subsidiary to roll out HEBioT facility in Rensselaer.**
- **Gold Medal and Kinderhook partnerships can serve as a vertical integration model for the industry.**

# The Opportunity: Traditional Waste Disposal Methods are Costly and Unsustainable

## Achieving Zero Waste is Impossible!

### Traditional Disposal Method

- Municipal and corporate leaders continue to struggle in achieving their sustainability goals.
- Traditional waste companies fail to offer a solution.
- Difficulty complying with ongoing regulatory initiatives.



### Main Problems

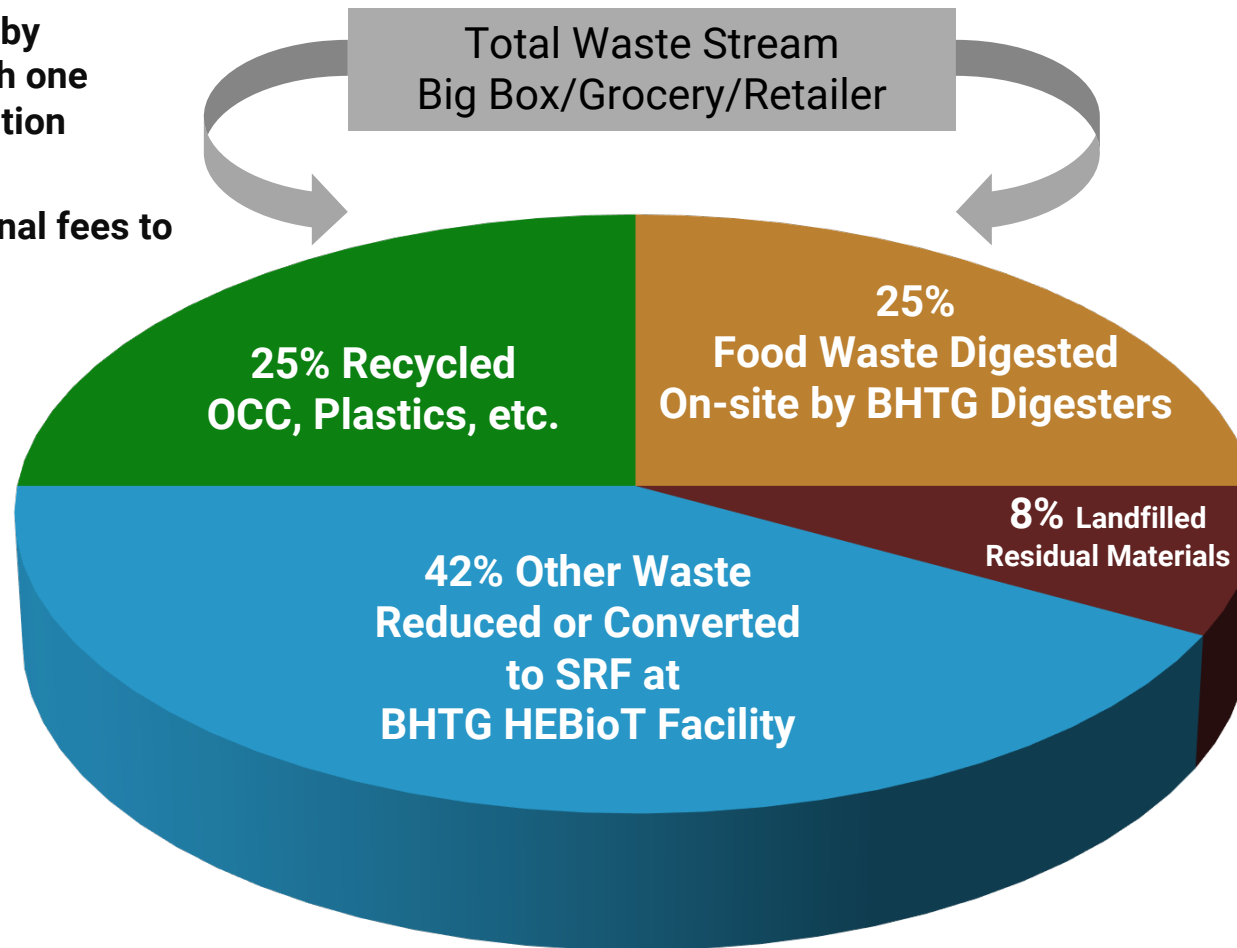
- Implementing successful corporate food waste diversion programs is challenging.
- Existing options are costly, ineffective and environmentally unsound.
- Lack of transparency limits ability to reduce food waste generation.
- Insufficient infrastructure to comply with food waste diversion mandates.
- Diminishing landfill capacity continues to drive cost increases throughout the NE US.
- Recent pressure on traditional recycling industry leads to uncertain future for plastics recycling.

# The Answer: BioHiTech's End-to-End Solution

## Zero Waste is Possible!

### The BioHiTech Solution

- Zero Waste is possible by contracting directly with one proven technology solution provider.
- No subsidies or additional fees to customer.
- Actionable now.



### ✓ Food Waste Eliminated

- BioHiTech digesters process food in an environmentally sound way at the point of generation
- No logistics costs and 100% diversion from landfills.
- Patented cloud-based technology provides real-time supply chain management data analytics to reduce food waste.

### ✓ Mixed Waste Diverted

- HEBioT facility substantially reduces waste logistics infrastructure costs.
- HEBioT Facility converts 40-50% of mixed waste into an EPA recognized renewable fuel (SRF) to replace coal.
- Only 8% of total waste is landfilled.
- Potential to handle additional plastics.

# Three Complimentary Revenue Streams to Fuel Growth in 2019 and Beyond

## HEBioT Facilities

- Martinsburg W.Va facility expected to generate \$7 million in high margin annually.
- Rensselaer facility expected to commence operations in Q4 2020 – Q1 2021 expected \$12 million in high margin annual revenue.
- Anticipates having 2-3 projects in various stages of development each year.

## Revolution Series and Eco-Safe Digesters

- Recurring revenue model with growing customer base to target 30%+ year over year unit growth.
- Proven solution for large regional or nationwide deployments.

## Gold Medal Partnership

- High margin revenue expected to be approximately \$1 million in 2019 for oversight of Gold Medal's operations leveraging it's existing management team.
- Gold Medal/Kinderhook partnership creates significant opportunities to accelerate the growth of our other businesses.

# Multi-Billion Dollar Market Opportunity for BHTG Solutions

## Recurring Revenue Model for Digesters

Multi-year leasing model creates dependable recurring revenue stream

Digester Market Size	Target Adoption Rate	Estimated Deployable Market	Recurring Annual Revenue Per Unit (1)	Annual Potential Market
2,250,000	15%	337,500	\$6,400	\$2.16B

(1) The Company's current focus is on multi-unit placements with larger clients, accordingly, the majority of placed units receive a discount to list price. The monthly revenue per unit in this example is based on sales of that unit and other models to a lesser extent at an estimated average lease price..

## HEBioT Technology Potential Market

Initial US Target Area	Market Size	Current Cost of Disposal Annually	Target Adoption Rate	Potential Market Unit Needs	Annual Potential Revenue
11 Northeast States + DC	41M tons per year	\$2.5B	20%	36 Facilities	\$500 - \$600M

**BHTG Target Market**

Annual Potential Revenue
\$2.75B



# Management Team

**Chief Executive Officer**



**Frank E. Celli**

20+years of Waste Industry experience. Founder of Interstate Waste Services which was sold for over \$200M in 2006

**President**



**Bob Joyce**

30+years of Technology and Engineering experience with companies including Arthur D Little Inc., Sun Microsystems, and Versatile Systems

**Chief Financial Officer**



**Brian Essman**

30+years of Financial and Management experience with companies including Data Communiqué, Inc., and PricewaterhouseCoopers

**Executive Vice President**



**Mike Schmidt**

15+years of experience in Environmental Services Operations Management and Finance with companies including WCA Waste and Comerica Bank

**Director of Business Development**



**Dennis Soriano**

40+years of experience in the Waste, Recycling and Concrete Industries for companies including Waste Management and Greenstar North America

**Executive Vice President**



**Richard Galterio**

25+years of experience in Capital Markets and IR for companies including Ascendant Partners, LLC, vFinance Investments, and Commonwealth Associates, Inc.

**Board of Directors:** Frank E. Celli - James Chambers - Bob Graham - Douglas M. VanOort - Harriet Hentges - Anthony Fuller

# Thank You

BioHiTech Global

NASDAQ: BHTG

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