

# SusGlobal Energy Corp.

## Investor Presentation

August 2018



# Disclaimer

The following document contains certain forward-looking statements and forward-looking information, which is based on current expectations, estimates, projections, assumptions and beliefs. By their nature, forward-looking statements involve a number risks and uncertainties, because they relate to future events and circumstances and there are many factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements. These forward-looking statements may be identified by words such as “believes”, “expects”, “anticipates”, “projects”, “projected”, “pro forma”, “intends”, “forecasted”, “forecast”, “assumed”, “should”, “continue”, “seeks”, “may”, “will”, “estimates”, “estimated”, “future”, “could”, “probably” or similar words or expressions or by discussion of strategy, goals, plans, intentions or projections of revenues, earnings, segment performance, cash flows, contract awards, market size, industry trends, expenses and future financing. It is believed that the expectations reflected in the forward-looking statements and forward-looking information are reasonable, but no assurance can be given that these expectations will prove to be correct, and such forward-looking statements and information should not be unduly relied upon, because the actual future results may differ materially from the plans, goals, and expectations set forth in such forward-looking statements. The forward-looking information and statements are only as of the date they are made. All subsequent written and oral forward-looking statements made are qualified by the cautionary statements in this section. There is no undertaking or assumption of any obligation to update or revise any of the included forward-looking statements or information, whether as a result of new information, changes in expectations or circumstances, future events or otherwise.

**For more information on SusGlobal or this opportunity please contact Gerald Hamaliuk +1-416-223-8500**



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# Executive Summary



SusGlobal Energy Corp. (“SusGlobal Energy”) is a global renewable energy company



SusGlobal Energy is focused on acquiring, developing and monetizing proprietary technologies in the waste-to-energy industry



SusGlobal Energy aims to monetize a portfolio of applications and facilities to capitalize on the growing renewable energy sector globally



Through its acquisitions and partner projects, SusGlobal Energy maximizes share value, whilst leading the waste-to-energy industry with organic waste redirection services and energy-generating by-products



# Executive Summary



SusGlobal Energy expects revenue in 2018 to be over \$12.8 Million with EBIDTA over \$6.8 Million growing exponentially over the next 5 years







Through decades of innovation, proprietary technology and integrations by our management group, SusGlobal Energy is equipped and confident to deliver these objectives and is uniquely positioned to lead and accelerate growth exponentially



SusGlobal Energy Corp. will commence trading on a U.S exchange in the fourth quarter of 2018.



# Company Objective

-  Organic waste being produced by society as a whole is increasing at an exponential rate in developing countries
-  Solutions for sustainable management of these organic wastes must be developed and achieved at a global scale
-  SusGlobal Energy, through decades of innovation and proprietary technology, is equipped to deliver a profitable and sustainable solution
-  Energy of the future is renewable energy, distributed more evenly over the earth's surface than finite energy sources, which makes it an attractive alternative to fossil fuel based energy





# Company Objective



SusGlobal Energy converts organic material into valuable end products such as biogas, organic fertilizer or compost, emphasizing the large magnitude of utility



These end products can be converted into renewable natural gas, electricity, heat and nutrients marketed to agricultural operations that are looking for an increase in crop yields, soil amendment and environmentally-sound practices



# Company Objective



This energy conversion practice also diverts these materials from landfills and reduces greenhouse gas emissions that result from landfilling organic wastes



SusGlobal Energy can provide peace of mind that the full lifecycle of organic material is achieved, global benefits are realized and stewardship for total sustainability is upheld, creating a circular economy



SusGlobal Energy also plans to benefit from Greenhouse Gas (GHG) emission reduction carbon tax or cap-and-trade systems designed to address climate change





# Management Team

## **Gerald P. Hamaliuk** Co- Founder, Chief Executive Officer

Mr. Hamaliuk brings over 30 years of experience in public company finance and business operations to SusGlobal Energy. Over the past twenty years Mr. Hamaliuk has been involved in developing, owning and operating greenhouse gas (GHG) reduction projects in Canada, China, Vietnam, Malaysia, Indonesia and Egypt as both a Director and an Officer of Landfill Gas Canada Ltd. Projects were partially funded from revenue derived from sale of Certified Emission Reduction Credits to EU entities generated through the Kyoto Protocol Mechanisms. Mr. Hamaliuk has a degree in Chemical Engineering and an MBA.

## **Marc M. Hazout** Co-founder, President

Mr. Hazout brings over 20 years of experience in public markets, finance and business operations to SusGlobal Energy. Over the past several years Mr. Hazout has been involved in acquiring, restructuring and providing management services, as both a Director and an Officer, to several publicly traded companies. In 1998, Mr. Hazout founded and has been President and CEO of Travellers International Inc., a private equity firm headquartered in Toronto. Travellers has been involved in a multitude of successful capital market transactions over the past two decades. Mr. Hazout attended York University in Toronto studying International Relations and Economics.



# Management Team

## Ike Makrimichalos Chief Financial Officer

Mr. Makrimichalos is a Chartered Professional Accountant (Chartered Accountant), with over 25 years of experience in servicing public and private companies, including manufacturing, automotive, technology & telecommunications and insurance, for Deloitte & Touche LLP in Toronto. Mr. Makrimichalos has served as a Chief Financial Officer and Controller in the mining sector for companies with global operations and multiple filing jurisdictions and currently serves as a Chief Financial Officer and Controller in the financial services and mining sectors, along with providing financial consulting services for several private companies. Mr. Makrimichalos graduated from the University of Toronto with a Bachelor of Arts degree.

## Kate M. Holloway Vice President Corporate Development

Ms. Holloway has provided consulting services to energy firms and energy-related industry associations including business plan and financial analyses, carbon accounting (ISO 16064) carbon credit valuation, preparation of FiT contracts, EROI analysis, requirements analyses for urban co-op energy projects and development of programs for industry associations. Ms. Holloway is the former founder and CEO of carbon offset firm Carbonzero. Ms. Holloway holds an MBA from the Rotman School of Management, University of Toronto, with a concentration in Finance and a History B.A. from Victoria University.

## Donna J. Saunders Accounting & Office Manager

Ms. Saunders is a seasoned Senior Financial Specialist and Office Manager with in-depth experience in various industries, all linked directly to customer service. Ms. Saunders is responsible for all facets of computerized full cycle accounting systems and office management. Ms. Saunders has managed the Scientific Research & Experimental Development client claims for the Government (Federal and Provincial) to establish progress of claim and non-compliance as a tax consultant contractor. Ms. Saunders is an Accounts Payable/Receivable Supervisor for all facets of computerized accounting systems including all government reporting.



# Board of Directors

## **Marc M. Hazout** Executive Chairman and President

Mr. Hazout brings over 20 years of experience in public markets, finance and business operations to SusGlobal Energy. Over the past several years Mr. Hazout has been involved in acquiring, restructuring and providing management services, as both a Director and an Officer, to several publicly traded companies. In 1998, Mr. Hazout founded and has been President and CEO of Travellers International Inc., a private equity firm headquartered in Toronto. Travellers has been involved in a multitude of successful capital market transactions over the past two decades. Mr. Hazout attended York University in Toronto studying International Relations and Economics.

## **Gerald P. Hamaliuk** Director and Chief Executive Officer

Mr. Hamaliuk brings over 30 years of experience in public company finance and business operations to SusGlobal Energy. Over the past twenty years Mr. Hamaliuk has been involved in developing, owning and operating greenhouse gas (GHG) reduction projects in Canada, China, Vietnam, Malaysia, Indonesia and Egypt as both a Director and an Officer of Landfill Gas Canada Ltd. Projects were partially funded from revenue derived from sale of Certified Emission Reduction Credits to EU entities generated through the Kyoto Protocol Mechanisms. Mr. Hamaliuk has a degree in Chemical Engineering and an MBA.



# Independent Board of Directors

## Gordon E. Miller - Independent Director

Mr. Miller has held several senior management positions with the Ontario Ministry of the Environment and was the Environmental Commissioner of Ontario from 2000 to 2015. Miller was also a Professor at Sir Sandford Fleming College, Frost Campus, Lindsay, Ontario from 1986-1989 where SusGlobal Energy in partnership with the College recently was awarded an application under the AWT Program for academic research. Miller graduated with honors from the University of Guelph with a Hon. B.Sc. in Biology and a M.Sc. in Plant Ecology. He has been recognized for his many publications as well as his many scientific and technical presentations.

## Vince R. Ramoutar - Independent Director

Mr. Ramoutar is a seasoned executive and an inventor who has gained excellent exposure in several high-tech businesses in an entrepreneurial startup environment. Having co-founded or worked in six startup companies. Vincent's specialties include raising capital for startups, corporate strategy, marketing, and business development. Mr. Ramoutar has been involved in several energy and resources companies as an adviser since 2007 and has provided management services and partnerships in the European public markets with focus on raising capital and growth opportunities. Vincent obtained a Bachelor of Science degree in computer science from New York Institute of Technology (magna cum laude), New York.



# Independent Board of Directors

## Laurence W. Zeifman - Independent Director

Mr. Zeifman is a partner of Zeifmans LLP, ranked Canada's eighteenth largest CA firm with a total staff of over 100. For over twenty years, Mr. Zeifman served as managing partner, successfully steering its steady growth and emergence as a leading mid-sized firm, and continues to serve on the firm's management committee. As well, he has serviced the auditing, accounting and/or consulting needs of a clientele of medium-sized public and private companies, including those in the financial services and health care sectors, being instrumental in the growth of his clients, and assisting them in managing their growth. Mr. Zeifman has also played a key role in Zeifmans' quality control regime, maintaining compliance with the rules of professional conduct of CPA Ontario (formerly the Institute of Chartered Accountants of Ontario), and the professional standards of CPA Canada (formerly the Canadian Institute of Chartered Accountants). Mr. Zeifman is Zeifmans' contact partner to Nexia International, Chair of Nexia Canada and a member of Nexia International's Marketing and Business Development Committee. Nexia is an international network of accounting firms, and one of the ten largest accounting organizations in the world. Mr. Zeifman is the Chair of SusGlobal's Audit Committee.

## Ryan Duffy - Independent Director

Mr. Duffy is the president and CEO of Blackstone Energy Services Inc. a Canadian firm that manages energy portfolios for a diverse range of companies across North America, the Caribbean and Mexico. Blackstone is a leading provider of integrated custom energy management solutions that help large energy users manage their energy budget at risk, achieve efficiency improvements, implement renewable generation, and carbon offsetting. Prior to Blackstone Mr. Duffy worked with a number of Fortune 500 companies, including several in the energy space. Mr. Duffy is very active within the energy committee on Trans Canada's-Tolls Task Force, Union Gas' – Marketer Council, the IESO's – Information Technology Standing Committee, the Energy Services Association of Canada and the Canadian Manufactures and Exporters-Energy Committee. In addition he is a member of the Canadian Healthcare Energy Society, the Association of Power Producers of Ontario, the Ontario Energy Association, SWITCH Ontario, and was a former board member of Rethink Sustainability Initiative. For his community involvement and corporate successes, Mr. Duffy was recently awarded the Ontario Sustainable Energy Association's SMARTpreneur of the Year Award.



# Projects and Services Offered



Our project and services offered can benefit the public and private markets



The following includes some of our work managing organic waste streams:

- Anaerobic Digestion
- Dry Digestion
- Biogas Production
- Wastewater Treatment
- Source Separated Organics Treatment
- Biosolids Heat Treatment
- Composting
- Mixed Waste Plastics to Diesel (P2D)
- SusGro© BioFertilizer





# Projects and Services Offered



SusGlobal Energy can provide a full range of services for handling your organic wastes using techniques where innovation and sustainability are paramount



From start to finish SusGlobal Energy can offer in-depth knowledge, a wealth of experience and cutting-edge technology for all your needs in handling organic waste, defined by years of integrating proprietary processes



# Project Summary I

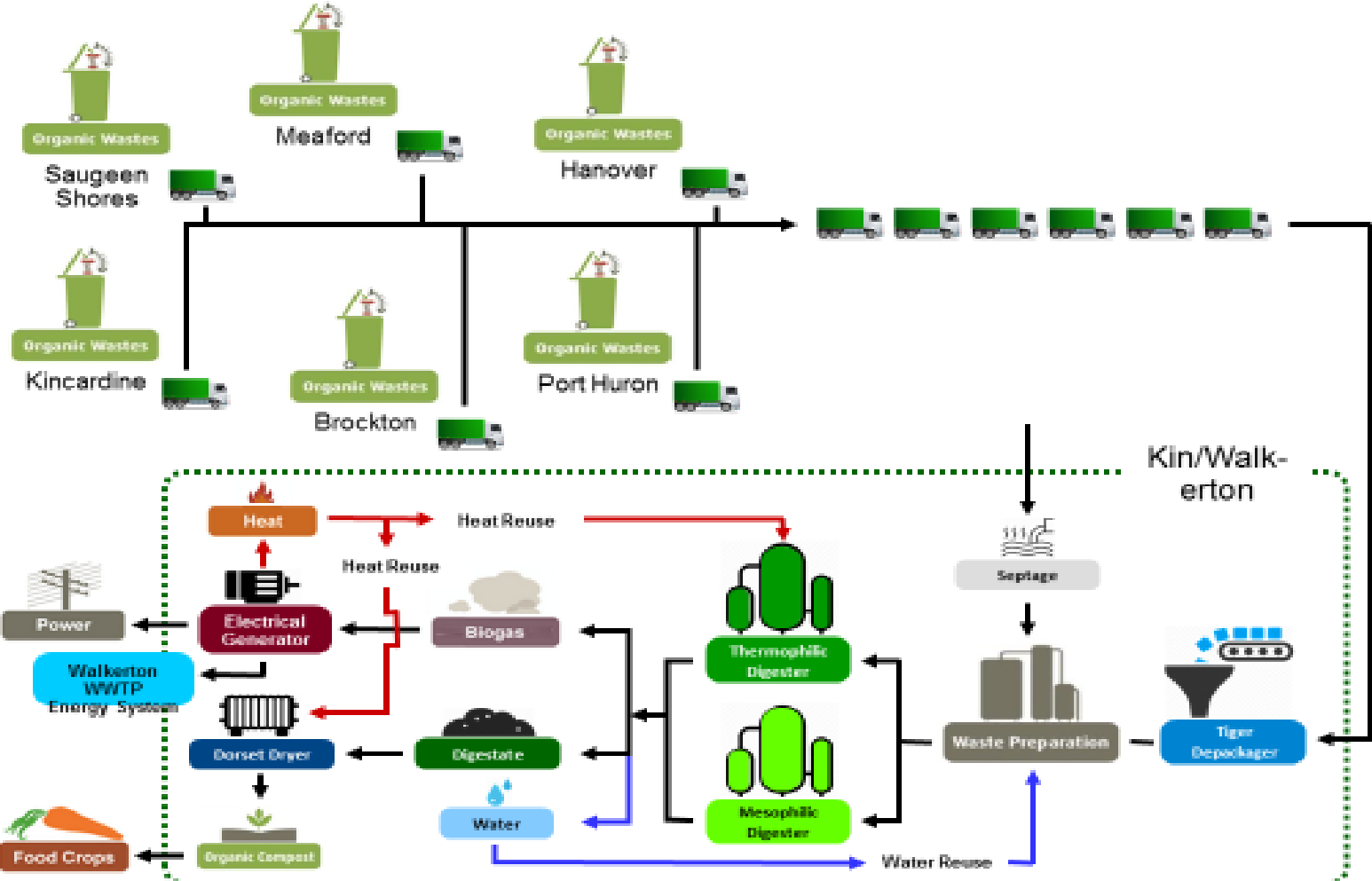
<b>Title:</b>	Kincardine-Walkerton Project
<b>Location:</b>	Kincardine, Ontario, Canada
<b>Budget:</b>	CDN \$ 7.5 Million Capital
<b>Duration:</b>	25 years
<b>Projected Revenue:</b>	CDN \$ 3.0 Million/year Inflation Adjusted

## Summary:

Kincardine-Walkerton Project will process organic waste from Separated Green Bin organics from 6 nearby municipalities, as well as organics from surrounding municipalities. The addition of proprietary technology will increase the efficiency and output of organic waste processing. The digester operation will be “net zero”, generating its own heat and electricity and producing excess electricity and solid fertilizer for sale.



# Project Summary I Kincardine-Walkerton Flow Chart



# Project Summary II

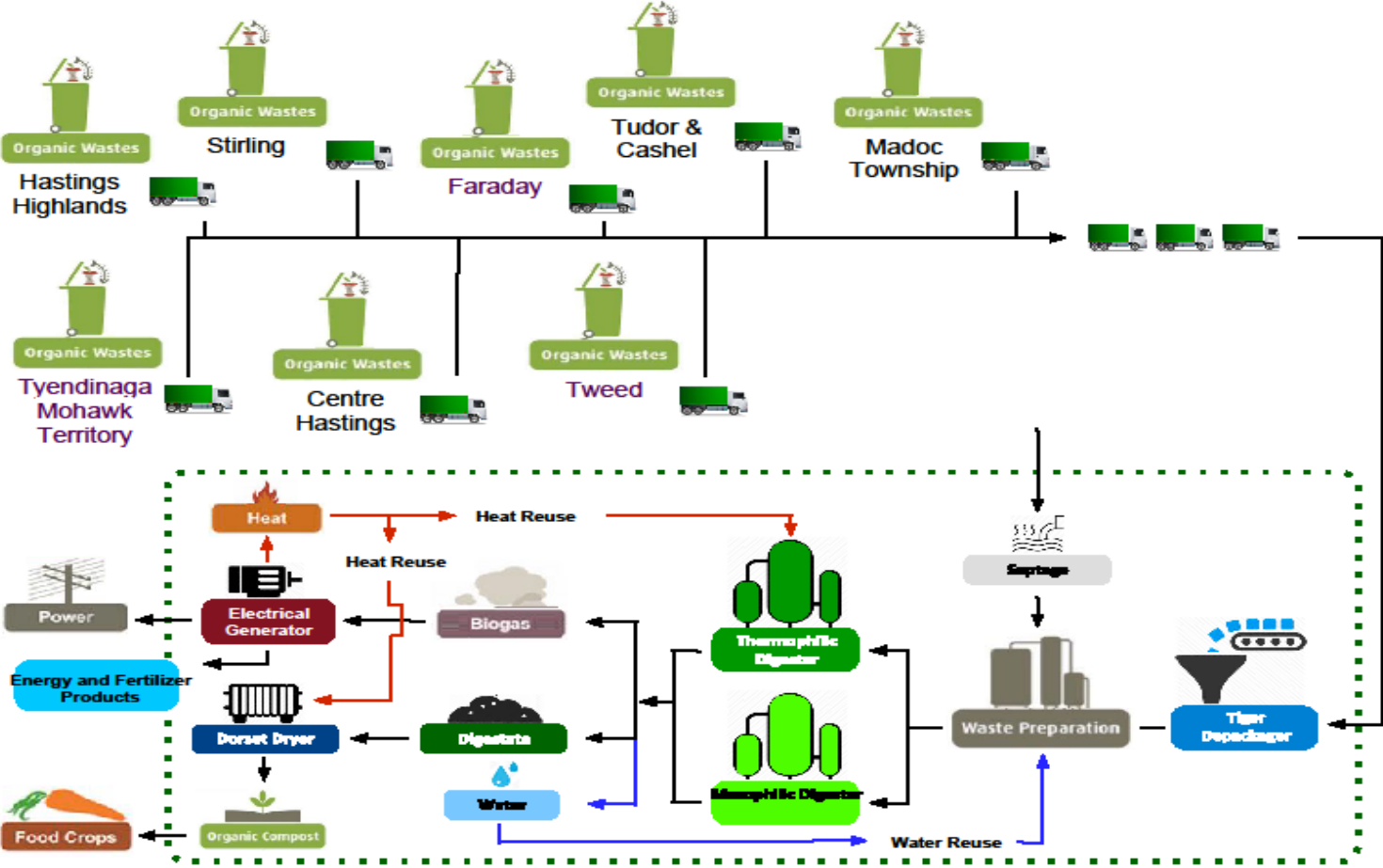
<b>Title:</b>	Belleville Project
<b>Location:</b>	Belleville, Ontario, Canada
<b>Budget:</b>	CDN \$ 10 Million Capital
<b>Duration:</b>	Continuous
<b>Projected Revenue:</b>	CDN \$8.8 Million/year Inflation Adjusted

## Summary:

The Company has acquired the Astoria Organics Processing and Composting project to allow hydrolyzed and pasteurized organic wastes to be processed at farm Anaerobic Bio-digesters located in Belleville, Ontario, Canada as well as continuing the composting operations. The site environmental approvals allow 120,000 t/a waste organics processing.



# Project Summary II Belleville Flow Chart



# Project Summary III

<b>Title:</b>	Niagara-on-the-Lake Farm Digester
<b>Location:</b>	Niagara, Ontario, Canada
<b>Budget:</b>	CDN \$ 6 Million
<b>Duration:</b>	30 years
<b>Projected Revenue:</b>	CDN \$ 3.8 Million/year

## Summary:

Anaerobic farm digester, organic fertilizer, greenhouse operation for electricity and waste heat from biogas recovered from adding organic slurry to the existing digester facility and 350 kW FiT contract on the site. Currently negotiating to assume responsibility for operations of the existing digester system and add organics from outside processing sites.





# Project Summary IV

<b>Title:</b>	Hamilton Concession
<b>Location:</b>	Hamilton, Ontario, Canada
<b>Budget:</b>	CDN \$ 30 Million
<b>Duration:</b>	Concession for 20 to 30 years
<b>Projected Revenue:</b>	CDN \$ 10.2 Million/year

## Summary:

Organic processing, anaerobic digestion concession for the Hamilton Organics Program and use of four idle digesters in the Hamilton Wastewater Treatment Plant to process organic wastes to recover energy in the form of electricity and waste heat or renewable biogas to the pipeline network.



# Key Investment Considerations



Unique and **proprietary processes, integrations and technology**



Leveraging **government grants and loans** increasing IRR on each project



Company does not construct Anaerobic Digesters but identifies and leases existing, idle or underutilized ones to **maximize value**



**Revenue from Tipping Fees**



**Revenue from Electricity and Biogas sales**



**Revenue from AA Organic (pathogen free) Fertilizer** produced from digestate



**Revenue from Cap and Trade programs; monetize on the reduction of Greenhouse Gas (“GHG”) emissions**



# Projected Income Statement

	2018	2019	2020	2021	2022
Net Revenue	\$12,869,025	\$24,478,940	\$25,103,940	\$25,728,940	\$26,353,940
Project Costs	4,933,158	7,360,200	6,885,200	7,185,200	7,285,200
Gross Margin	7,935,868	17,118,740	18,218,740	18,543,740	19,068,740
Professional Fees	208,000	219,900	232,545	245,987	260,283
Personnel Costs	234,000	245,700	257,985	268,734	282,171
Management Costs	480,000	480,000	528,000	528,000	528,000
Occupancy Costs	75,000	87,750	94,538	101,364	108,233
General & Administrative Expenses	86,700	91,085	95,957	101,104	106,543
Total Operating Costs	1,083,700	1,124,435	1,209,024	1,245,190	1,285,230
EBITDA	6,852,168	15,994,305	17,009,716	17,298,550	17,783,510
Depreciation	416,364	984,727	984,727	984,727	984,727
Interest Costs	297,500	312,500	312,500	312,500	200,000
Net Income Before Income Taxes	6,138,304	14,697,078	15,712,488	16,001,323	16,598,783
Income Taxes	1,626,651	3,894,726	4,163,809	4,240,351	4,398,677
Net Income	\$4,511,653	\$10,802,352	\$11,548,679	\$11,760,972	\$12,200,105



# Share Structure and Division by Class of Shareholder



As of August 2018:

- **39.9 Million Shares Issued and Outstanding**
- 34.9 Million Restricted including 16.1 Million – Board & Management
- 5 Million-Free Trading (Public Float)
- **No Options or Warrants outstanding**



SusGlobal Energy Corp. will commence trading on a U.S exchange in the third quarter of 2018 under Symbol: **SUSG**

- **39.9 Million Shares Issued and Outstanding**



# Contact Information

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