

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 technology can achieve sustainable and cost-effective disposal while also helping to reduce waste generation. Through the simple integration of our waste disposal technologies with traditional services, we can 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:

- **Reducing landfill usage and logistics costs** through a proprietary process that converts mixed waste into a US EPA recognized Solid Recovered Fuel.
- **Addressing food waste at the point of generation** to eliminate transportation costs as well as 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.
- **Seamless integration with traditional services** to provide a turnkey zero landfill solution to waste management.

Our Sustainable Technologies

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 8 facilities in Europe.
- ✓ **1st US Launch:** HEBioT facility located in Martinsburg, West Virginia commencing full operations in Q1 2019. The facility was financed by the West Virginia Economic Development Authority.
- ✓ **Exclusive Development Rights:** BHTG controls the exclusive rights to develop HEBioT facilities utilizing this proprietary HEBioT technology in 11 states in the Northeast US as well as the District of Columbia with a first right of refusal in 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.
- ✓ **Additional Facilities in Development:** Received local permits for second facility in Rensselaer New York with other potential sites under negotiations.

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:** On-site solutions reduce disposal costs while eliminating 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 additional 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.

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

- ✓ Owns a controlling interest in the first HEBioT facility in the US located in Martinsburg, West Virginia.
- ✓ Martinsburg facility expected to generate \$7 million of annual high margin revenue.
- ✓ Partnered with \$2 billion private equity fund Kinderhook Industries to help build plant roadmap.
- ✓ Expects to complete second facility in Rensselaer NY late in 2020.
- ✓ Targeting 2-3 facilities in various stages of development each year with at least one facility coming on line per year.
- ✓ 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.



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.

Select Digester Customers and Distributors



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
Total Market Estimate	2,250,000		337,500		\$2.16B
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: \$2.40*
 Exchange: NASDAQ
 52-Wk Range: \$1.50 - \$5.76
 Shares Outstanding: 14.8M**
 Market Cap: \$35.52M*
 (*As of 2/11/2019) (**As of 12/28/18)

Company Contact:

Richard Galterio
 Executive Vice President
 845.367.0603
rgalterio@biohitech.com

Integrating Management Services and our Technology with the Traditional Waste Industry

- ✓ Owns a minority stake in Gold Medal Group, an environmental services holding company that is majority owned by Kinderhook Industries.
- ✓ 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 Gold Medal's current business customer locations.
 - Potential feedstock for future HEBioT facilities through expanding multi-state municipal solid waste collection business.
 - Reduces corporate overhead by leveraging management expertise into a profit center.
 - Serves as a model for integrating our technology with traditional disposal service providers 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.