



**SUSGLOBAL<sup>®</sup>**

SusGlobal Energy Corp.  
OTCQB: SNRG

Corporate Presentation  
February 2023





## Notice to User

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.



**ENVIRONMENTAL WASTE** ISSUES ARE PRESSING &  
TIMELY SOLUTIONS ARE IMPERATIVE.

**WE BRING INNOVATION &  
SUSTAINABLE RESULTS**



# Overview

**SusGlobal Energy Corp. (SNRG) is a global renewable waste to regenerative products company.**

- **We use proprietary processes to convert organic waste into regenerative organic fertilizers, both dry and liquid.**
- **SusGlobal has several provincial licenses in Canada to process organic waste at our facilities.**
- **SusGlobal addresses the concerns of climate change and the problems of how to feed a growing population using sustainable and socially responsible solutions - earning its reputation and trademark Leaders in the Circular Economy®.**
- **SusGlobal currently has two locations:**
  - **Bellville, Eastern Ontario**
  - **Hamilton, Western Ontario**

# Key Investment Highlights

- **Leaders in The Circular Economy® with disruptive proprietary technology**
- **Superior organic fertilizer serving the \$19 billion organic segment of the \$200 billion fertilizer market**
- **Strategically located in high population areas to maximize intake of municipal organic waste**
- **Massive barriers to entry that are time consuming, expensive and difficult to replicate for potential competitors**
- **Multiple recurring & predictable revenue streams as essential service generally immune from market volatility**
- **Large plant capacity is opportunity for company to capture share of large and growing organic fertilizer market**
- **High margin financial model: paid to intake raw material & use of automation to process end product**

# Revenues Streams

- 1. Organic Dry Compost and Organic Liquid Fertilizer with solution-specific brands**
  - Sold to consumer markets under private label through big box stores
  - Sold to agriculture industry for wine, cannabis, and other organic crops
- 2. Tipping Fees paid by Municipalities from Green Bin Programs of Source Separated Organics (SSO)**
- 3. Cap & Trade Carbon Credits**
- 4. Climate Change Initiative Government Grants and Subsidies**
- 5. Global Licensing Partnerships**

# Equity Highlights

As of 2/1/2023 in US\$

Ticker	<b>SNRG</b>
Stock Price	\$ .30
Avg. Daily Trading Volume (30 day)	480,000
Market Cap	\$35 Million
Shares Outstanding	116 Million
Management Ownership	25%
Revenues (TTM)	\$2.28 Million

“

**In addition to releasing nutrients, as organic fertilizers break down, they improve the structure of the soil and increase its ability to hold water and nutrients.**

**Over time, organic fertilizers will make your soil and plants healthy and strong.**

**Since they are the ultimate slow-release fertilizers, it is very difficult to over fertilize (and harm) your plants.**

**There is little to no risk of toxic buildups of chemicals and salts that can be deadly to plants.**

”





# The Future of Food: Our Solution for a Hungry Planet



## Need for organic fertilizers & soil amendments

- Nearly 33% of the world's adequate or high-quality food producing land has been lost in the past 40 years
- Land degradation costs an estimated US\$40 billion annually worldwide
- Nitrogen from synthetic fertilizers and manure leaks costs Americans US\$157 billion annually in damages to human health and the environment
- A lack of soil organic matter (SOM) results in reduced soil biodiversity and poor plant yields – an economic threat for farmers globally
- Research suggests that crop-yields increase approximately 12% for every 1% of SOM; every 1% increase in soil organic matter helps soil hold more water per acre

“

The organic fertilizer market is expected to grow at a compound annual growth rate (CAGR) of **11.3%** over the forecast period 2021-2027 to **US\$19.2 Billion**.

The major drivers for this market are increasing consumption of organic food and products such as cannabis, wine and favorable government rules and regulations. ”

- The organic fertilizer market is expected to grow at a compound annual growth rate (CAGR) of 11.3% over the forecast period 2021-2027 to US\$19.2 Billion.
- Global organic agriculture sales (food and drinks) amounted to more than C\$120 billion in 2016 and are expected to grow to C\$212 - \$471 billion per year by 2030<sup>5</sup>
- There are currently 2.7 million organic food producers growing on 142.8 million acres worldwide<sup>5</sup>
- The largest market for organic agriculture products in 2019 was the U.S.A. (US\$47.0 billion)<sup>6</sup>
- Canada has 2.71 million acres of land organically certified (1.8 million acres in Western Canada)<sup>8</sup>



# Demand for organic fertilizer & food

1. <http://grantham.sheffield.ac.uk/soil-loss-an-unfolding-global-disaster/>

2. <https://reports.weforum.org/toward-the-circular-economy-accelerating-the-scale-up-across-global-supply-chains/an-economic-opportunity-worth-billions-charting-the-new-territory/>

3. <https://topscience.iop.org/article/10.1088/1748-9326/10/2/025006>

4. <https://www.sare.org/Learning-Center/Books/Building-Soils-for-Better-Crops-3rd-Edition/Text-Version/Organic-Matter-What-It-Is-and-Why-It-s-So-Important/Why-Soil-Organic-Matter-Is-So-Important>

5. The World of Organic Agriculture: Statistics and Emerging Trends 2018, Helga Willer and Julia Lernoud, Research Institute of Organic Agriculture FiBL, Switzerland, pg. 25.

6. <https://ota.com/resources/organic-industry-survey>

7. <https://markets.businessinsider.com/news/stocks/organic-fertilizers-market-by-source-form-crop-type-and-region-global-forecast-to-2022-1002200089>

8. <https://www.dropbox.com/s/2icdvxgzuqwinwg/COTA%202018%20Prairie%20Data%20Report%20FINAL%28V10%.pdf?dl=0>



# Not All Fertilizers Are Created Equal

SusGlobal produces environmentally friendly, pathogen-free, organic, liquid concentrate fertilizer. The use of our regenerative products provide soil the basic nutrients needed for healthy plant growth, and better crop yield.

- High nitrogen concentration in a slow-release fertilizer
- Predictable release of nutrients
- Reduce the need for frequent applications
- Improves soil porosity
- Enhances disease management
- Will not burn young plants or tender roots

# The **SUSGLOBAL**® Advantage

Our Products are Sold Under 3<sup>rd</sup> Party Private Label at:

Our Product	Organic	NPK Values (Modifiable)	Concentrate (1:100)
<b>SusGro®</b> Wholesale US\$10 Retail US\$30 per litre	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Plant Life Energy® Vineyard</b> Wholesale US\$10 Retail US\$30 per litre	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Plant Life Energy® Cannabis</b> Wholesale US\$10 Retail US\$30 per litre	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Plant Life Energy® Crop</b> Wholesale US\$10 Retail US\$30 per litre	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Earth's Journey™ Compost</b> Wholesale US\$ 30/tonne Retail 50 Kilo US\$40 100 kilo US\$80 (equivalent to US\$800/tonne)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	



# Competitive Landscape

## Liquid Fertilizer



**SusGlobal's SusGro™**  
Pathogen-Free  
Organic Liquid  
BioFertilizer  
**US\$30/Litre**



**Neptune's Harvest**  
Organic Hydrolyzed  
Fish & Seaweed  
Fertilizer  
**US\$79/Litre**



**Humboldt's Secret**  
Golden Tree:  
Best Plant Food  
for Plants & Trees  
**US\$45/Litre**



**Fox Farm**  
FX14049  
Liquid Nutrient  
Trio Soil Formula  
**US\$55/Litre**

*Sold under private label*

# Competitive Landscape Compost



**Earth's Journey® Compost**  
Macronutrients 1.6-0.07-0.27  
20 Kilo US\$18  
50 Kilo US\$40  
100 Kilo US\$80

*Sold under private label*



**Gaia Green**  
All Purpose Fertilizer (4-4-4)  
50 Kilo US\$200



**U-CANN Primal Earth**  
Nutrient Super Soil  
40 Kilo US\$65



**Pro-Mix**  
Multi-Purpose Compost  
50 Kilo US\$60



# Belleville Facility

Ontario, Canada





# Belleville Facility

- **Capacity Compost: 70,000 metric tonnes per annum**
- **Capacity Transfer Station: 50,000 metric tonnes per annum**
- **Total Capacity: 120,000 metric tonnes per annum**
- **Invested: US\$24 million**
- **Acreage: 49 acres**
- **Building/Equipment: 4 Gore Technology Buildings with over 10,000 square feet each**
- **Over US\$2 Million of Equipment: Loaders, Screeners, Grinder, and Tarp Winder**

# Belleville Facility

## Environmental Compliance Approvals:

**No. 0031-7UTRSS**, dated August 7, 2015 for a Waste Disposal Site under Section 27 of the Environmental Protection Act;

**No. 0565-9WXGBY**, dated August 7, 2015 for Air and Noise for a Waste Disposal Site under Section 9 of the Environmental Protection Act; and

**No. 5515-9VEL3J**, dated August 10, 2015 for Sewage for a Waste Disposal Site under Section 53 of the Ontario Water Resources Act.



# Belleville Facility Revenue Capacity

Tipping Fees

**70,000**

Metric Tonnes per Year  
Organic Waste



**\$100**

Tipping Fee per Metric Ton



**\$7.0 million**

per Year  
Tipping Fee Revenue Capacity

Compost Fertilizer

**70,000**

Metric Tonnes per Year  
Organic Waste



**33%**

Conversion Rate of Organic  
Waste to Compost



**\$0.40**

Wholesale Price per kg  
Of Compost Fertilizer



**\$9.3 million**

per Year  
Compost Fertilizer Revenue Capacity

Leachate

**70,000**

Metric Tonnes per Year  
Organic Waste



**30,000**

Litres per week of Leachate



**\$10.00**

Wholesale Price per Litre



**\$15 million**

per Year  
Liquid Fertilizer Revenue Capacity



# Hamilton Facility

Ontario, Canada

Artist Renderings

# Hamilton Facility

- **Capacity: 65,000 metric tonnes per annum organic waste**
- **Invested: US\$8 million**
- **Acreage: 3.26 acres**
- **Building: 52,000 Square Feet**
- **Equipment: US\$5 million**

# Hamilton Facility

## Environmental Compliance Approvals:

**No. 6682-4JJPEZ**, issued October 16, 2003, as amended on October 30, 2003 for a Waste Disposal Site under Section 27 of the Environmental Protection Act;

**No. 3120-4Q2LH7**, issued October 16, 2003, as amended on October 30, 2003 for Air and Noise for a Waste Disposal Site under Section 9 of the Environmental Protection Act; and



# Hamilton Facility Revenue Capacity

Tipping Fees

**65,000**

Metric Tonnes per Year  
Organic Waste



**\$100**

Tipping Fee per Metric Tonnes



**\$6.5 million**

per Year  
Tipping Fee Revenue Capacity

Liquid Fertilizer

**12,000\***

Metric Tonnes per Year  
Organic Waste



**11,000,000**

Litres per Year of Liquid  
Fertilizer Plant Capacity



**\$10**

Wholesale Price per Liter  
Of Liquid fertilizer



**\$110 million**

per Year  
Liquid Fertilizer Revenue Capacity

\*2023 12,00 MT/year – 18.5% of ECA 65,000MT/annum

\*2024 18,000 MT/year

\*2025 24,000 MT/year



# Partners & Clients



[www.flemingcollege.ca](http://www.flemingcollege.ca)



[www.cawt.ca](http://www.cawt.ca)



[www.nserc-crsng.gc.ca](http://www.nserc-crsng.gc.ca)



[www.biogasassociation.ca](http://www.biogasassociation.ca)



[www.peelregion.ca](http://www.peelregion.ca)



[www.northumberland.ca](http://www.northumberland.ca)



[www.porthope.ca](http://www.porthope.ca)



[www.brighton.ca](http://www.brighton.ca)



[www.stirling-rawdon.com](http://www.stirling-rawdon.com)



[www.stonemills.com](http://www.stonemills.com)



[www.peterborough.ca](http://www.peterborough.ca)



[www.ptbocounty.ca](http://www.ptbocounty.ca)



[www.tweed.ca](http://www.tweed.ca)



[www.centrehastings.com](http://www.centrehastings.com)



[www.madoc.ca](http://www.madoc.ca)



[www.cavanmonaghan.net](http://www.cavanmonaghan.net)



[www.compost.org](http://www.compost.org)



[prince-edward-county.com](http://prince-edward-county.com)



[www.belleville.ca](http://www.belleville.ca)



# Commercialization Plan

---

## Grow organic fertilizer market presence in Canada & the US

---



### Key Markets Identified

While focused on growing our market presence in Canada, our core objective in 2023 is to expand into the multibillion-dollar US market, beginning with Florida and California.

SusGlobal is also exploring organic waste solutions through licensing partnerships.

# Objectives



2023

Belleville Organic Waste Processing and Compost Facility increase to 70,000 metric tonnes per annum with additional municipal contract and 50,000 metric tonnes Transfer Station for total 120,000 metric tonnes per annum

Belleville Compost Bagging for Wholesale to Retail (Higher Margin)

Belleville Leachate Processing to Organic Liquid Fertilizer

Hamilton Facility Western Ontario additional 65,000 metric tonnes per annum Environmental Compliance Approval License (ECA) processing and liquid fertilizer production

Goal of Uplisting to NASDAQ

- Strategic Acquisitions
- Receive additional Cap and Trade Credits

# Objectives



2024

- Hamilton Facility Processing, Production, Distribution and Warehousing
- Private Label, Big Box Retail Consumer and Distribution Agreements and Partnerships
- Acquire, Design, Build, Manage and Operate (DBMO) Target for Strategic North American Expansion with Green Bond Funding
- Expand Intellectual Property and Proprietary Technology Strategy
- Receive Second Facility Cap and Trade Credits

# Objectives



2025

- Expansion to U.S. Municipalities (Florida)
- Establish Global Licensing Partnerships
- Increase Brand Portfolio for Specific Markets
- Additional Cap and Trade Credits form Global Operations

# Executive Team

## **Marc M. Hazout, Founder, Executive Chairman, Director, President & CEO**

Mr. Hazout brings over 25 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 head-quartered 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. Mr. Hazout speaks English, French, Hebrew and Arabic.

## **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 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 also serves as a Chief Financial Officer in the financial services sector, along with providing financial consulting services for several private companies. Mr. Makrimichalos graduated from the University of Toronto with a Bachelor of Arts degree.

## **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.

## **Dominique Kelly, Environmental Compliance Officer**

Ms. Kelly is the Environmental Compliance & Project Development Manager at our Organic & Non Hazardous Waste Processing and Composting Facility in Belleville. Dominique graduated from Trent University with an Honours Bachelor of Arts in Environmental Resource Studies and obtained a certificate for Environmental Planning from Fleming College. Dominique has been involved in shoreline assessment, GIS applications, indigenous consultation, environmental law and policies from Governmental agencies. Ms. Kelly has expertise in public engagement, policy interpretation, environmental monitoring and analysis. In 2020 Dominique received her Compost Facility Operator certification, as recognized by The Compost Council of Canada.

# Executive Team

## **Michael Courneyea, Site Manager & Plant Supervisor**

Mr. Courneyea is the Site Manager and Plant Supervisor at our Organic & Non-Hazardous Waste Processing and Composting Facility in Belleville. With over 30 years of management and service experience, Michael has been managing the daily operation and expansion initiatives at our Belleville facility. Michael fosters an environment of teamwork and ensures that the performance and maintenance of the site are at peak levels. Michael is also responsible for the training of staff and overseeing the entire composting process. His strong communication, customer service skills and process knowledge are an asset to the company.

## **Steve Colivas, Vice President Business Development**

Mr. Colivas was Founder and President of the Extreme Health Club Chain for 10 years, at its peak grew to \$100M in revenues and employed 1400 employees nationwide, which Sold to Falcon Head Capital, a Private Equity Firm in New York. President of Boston Capital, a commercial real estate company that buys and holds commercial real estate with \$100M in transactions. President of Bioanalytics, a medical service company that provided the dental industry with a program to measure and share vital sign information with patients. Founder of Rocketfrac Services, a private company that provides fracking services to the oil & gas industry using solid rocket propellant instead of water with a \$50B addressable market annually in North America. Co-Founder of GrowPacker, a leader in the California Cannabis co-packing sector. Raised over US\$14M in non-brokered capital which took it from concept to a fully operational plant with over 40 staff. Growpacker is on its way to becoming a US\$100M company.

## **Andréa Calla, Independent Director**

Mr. Calla is President and CEO of the Calla Group. He is also Managing Partner of The Callian Capital Group, a globally active Toronto-based investment and capital management firm. Mr. Calla has held key leadership and entrepreneurial roles across diverse industries, some include: Chairman, Deep Geo Inc., a global nuclear waste management company, Chairman & Co-Founder of TransAsia Investment Partners, Hong Kong, Founding Director of 350 Capital, a "cleantech" investment company, Co-Founder of Nordicon, a design-build company, Founding member of Novator, pioneer in e-commerce and AI, the 14th fastest growing company in Canada, reported by Profit 100 magazine. Mr. Calla holds a Bachelor of Architecture from the University of Toronto, a Master of Science from Columbia University, New York and an Executive MBA from Ivey School of Business, Western University.

# Executive Team

## **Susan Harte, Board of Directors**

Ms. Harte is a nationally recognized leader in Site Selection, Location Economics and Incentives. She is currently a principal of the international consulting firm Hickey & Associates. For over 25 years, she has combined her expertise in commercial real estate, site selection and economic development, to assist in leveraging location as a competitive advantage. Ms. Harte assists in achieving better business outcomes by integrating strategic planning techniques and implementation frameworks to drive internal stakeholder consensus around better business location decisions. Ms. Harte has managed major site selection projects for many Fortune 500 companies involving complex multi-jurisdictional competitive strategies. Pursuant to her work, she has structured and negotiated over one billion dollars in location incentives such as real estate tax abatements, sales tax exemptions, and specialty bond financing, for her clients' projects. Ms. Harte spent over six years as Senior Vice President in CBRE's global Location Advisory and Transactions Services group. CBRE Group, Inc. (Fortune #128) is the world's largest commercial real estate services and investment firm with more than 90,000 employees and \$21.3B in revenue. Prior to joining CBRE, Ms. Harte served as the Director of the Business Economic Incentives Practice at Jones Lang LaSalle having joined the company after seven years with the New York City boutique law firm of Stadtmauer Bailkin. She also served a term as the Director of National Incentives Practice at the nation's fourth largest accounting firm, Grant Thornton. Ms. Harte started her career in economic development as Director of Industry Development for New York State's chief economic development agency, Empire State Development, where she represented the State of New York in large-scale development and retention projects. Prior to moving to New York, Ms. Harte worked as Counsel for Reebok, Far East, in Hong Kong where she managed the company's manufacturing contracts. Ms. Harte then moved to Tokyo to fill the foreign associate position at the law firm of Miyake & Yamazaki working on US/Japan joint ventures and technology transfers.

## **Gary Herman, Board of Directors**

Mr. Herman has many years of experience as an investor and fund manager primarily in undervalued U.S. publicly traded companies. A highly entrepreneurial business strategist, he has been involved with many companies in raising capital, securing strategic and joint-venture partnerships, and growing businesses through his extensive global network. Previously, Mr. Herman was an investment banker with Burnham Securities, Inc. as well as a managing partner of Kingshill Group, Inc., a merchant banking and financial advisory firm with offices in New York and Tokyo. Mr. Herman is a current member of the Boards of several private and public companies including: XS Financial, Inc. (CSE: XS) (Chairman of Audit Committee); Diagnostic Lab Corporation, Inc.; Ev Transportation Systems, Inc. and Elegance Brands, Inc.



## CONTACT US

SusGlobal Energy Corp.  
200 Davenport Road  
Toronto, Ontario, M5R 1J2  
Canada

Phone: 416-223-8500  
Toll Free (North America):  
1 866 512 SESG (7374)  
Fax: 416 223 8507

[info@susglobalenergy.com](mailto:info@susglobalenergy.com)

©2021 SusGlobal®  
All Rights Reserved

