



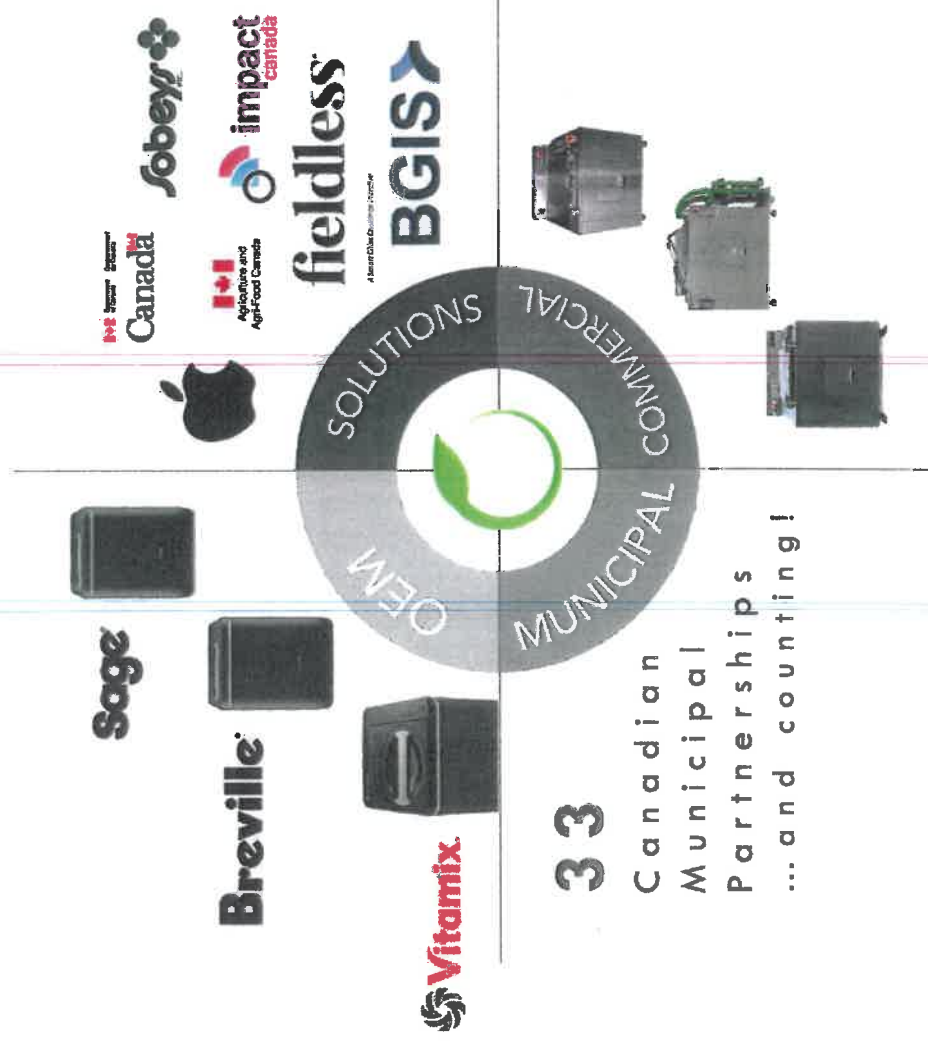
FOODCYCLERTM

MUNICIPAL SOLUTIONS

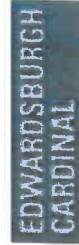


ABOUT US

- Canadian company based out of Ottawa, ON
- Founded in Cornwall in 2011 – Company is 100% focused on Food Waste Diversion Solutions
- Products available in North America through FoodCycler Municipal / Vitamix and internationally through network of distributors & OEM partners
- Semi-finalists in Impact Canada's Food Waste Reduction Challenge
- Selected as one of the 2021 Deloitte Fast 50 CleanTech award winners
- # 81 on Globe & Mail's Canada's Top Growing Companies for 2021



TRUSTED CANADIAN SOLUTION FROM COAST TO COAST TO COAST



Thirty-Three Canadian Municipal Partners
... and counting!



THE PROBLEM – FOOD WASTE

- 63% of food waste is avoidable
- Household waste is composed of **25-50%** organic waste
- Food waste weight is up to **90%** liquid mass (which is heavy)
- The average Canadian household spends **\$1,766** on food that is wasted each year
- Each year food waste in Canada is responsible for **56.6 Million tonnes of CO₂** equivalent of GHG



MUNICIPAL IMPACT

WASTE MANAGEMENT IS A MUNICIPAL RESPONSIBILITY



LANDFILL + WASTE COSTS

- ~25-50% of household waste is organic waste
- Landfills are filling up fast, creating cost and environmental issues
- Hauling and disposal services are a major cost factor and environmental contributor

ENVIRONMENT

- Landfilled organic waste produces methane, which is 25 times more harmful than CO2
- 1 tonne of food waste is equivalent to 1 car on the road for one year

COMMUNITY

Food in the garbage:

- More frequent collection or trips to the disposal site
- Unpleasant odours
- Animals, pests & other visitors



Removing food waste from garbage:

- Volume is reduced by up to 50%
- Less frequent collection, fewer trips to disposal site, save on bag tags
- Keeps odours out, makes garbage much less "interesting" for animals

HAVEN'T WE SOLVED THIS ALREADY?



GREEN BINS

- Preferred solution for **larger cities** where **dense housing** and large processing facilities generate **economies of scale**
- Contamination** is an ongoing challenge
- GHG emissions from curbside collection
- Safety** concerns from additional trucks on the road

BACKYARD COMPOST

- Cost-effective** but can be **labor-intensive** also
- May attract pests/animals or create unpleasant **odors**
- Most users **do not compost in winter** or inclement weather
- Adoption rates are relatively low and stagnant**

LANDFILL

- Easiest solution** and often perceived as the most cost-effective in the short term
- Waste is typically **out of sight and out of mind** for consumers
- High levels of GHG emissions, particularly **methane**
- Long-term **environmental hazard** requires monitoring / maintenance

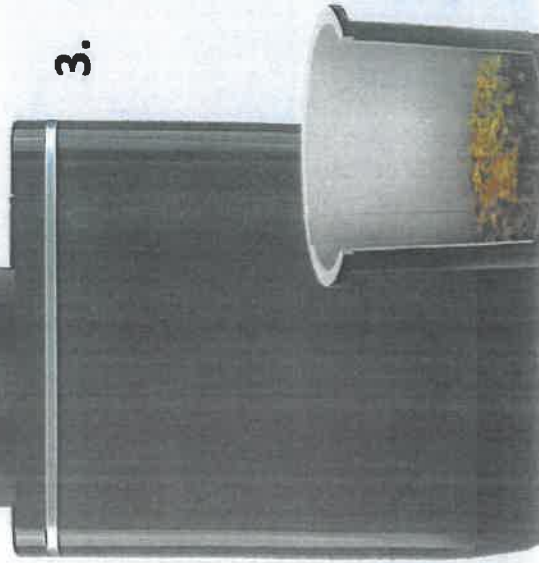
THE SOLUTION IN THREE SIMPLE STEPS



1. Add waste to bucket

2. Add bucket to unit

3. Press Start. That's it!



The resulting by-product can be used in many applications.



Vegetable & Fruit Scraps



Starches



Fish & Poultry Bones



Dairy Products



Egg shells



Tea bags & Coffee grinds



Nut shells, nuts & seeds



Meat, poultry & fish



90% FOOD WASTE REDUCTION

1 KG (2.5L) of wet,
smelly food waste



100 G of dry, sterile &
odorless soil amendment



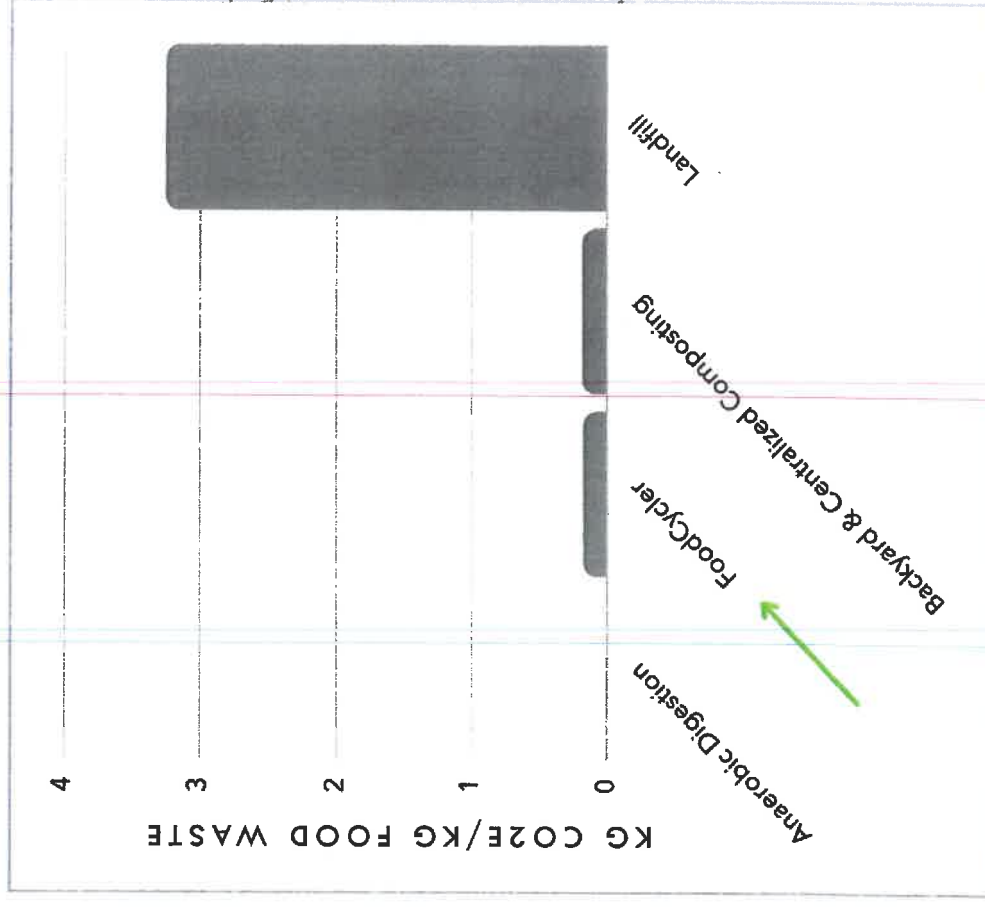
4-8 HOURS + 0.8 kWh
<10 cents / cycle

IMPACT ENVIRONMENT

FOODCYCLER IS COMPARABLE TO:

- Central composting (with no transportation emissions)
- Backyard composting (if done correctly)
- FoodCycler offers >95% reduction in CO₂E vs. sending food waste to landfill

Source: Based on carbon intensity of power grid = 0.08 kg/kWh in Ontario
 **Incorrect backyard composting can lead to methane gases and odours



IMPACT ECONOMIC

EXAMPLE OF IMPACT ON WASTE MANAGEMENT OPERATING COSTS



+



+



\$170 – \$250
/TONNE

=

HAULING FEE

TRANSFER STATION
OPERATION

DISPOSAL FEE



=

< \$120
/TONNE

NO TRANSPORTATION OR PROCESSING

* FoodCycler is a locked-in price not subject to wage increases, fuel surcharges or fee hikes

IMPACT

REGULATORY + SOCIAL PRESSURE

THE TIME IS NOW

- Constituents want **solutions** to reduce their environmental impact
- Waste is perceived as a government problem and **regulations** are coming
- Food waste is "low-hanging fruit" to achieving higher **diversion** and addressing the environmental impact of waste



"I've received a number of positive messages from residents saying, 'sign me up, where can I get mine.' I'm 100 per cent in favor of it."

– Deputy Mayor Lyle Warden, (South Glengarry ON)

"We were extremely happy with this program and loved that it made us aware of our daily waste."

– Pilot participant in South Glengarry

"It's a great tool to reduce household waste. Appreciate that the municipality is being innovative and piloting different solutions."

– Pilot participant in Hornepayne

"It alleviates a lot of the concerns that people might have with backyard composting. The time commitment, the location, pests and animals and everything like that."

– Kylie Hissa, Strategic Initiatives Officer (Kenora, ON)

THE FOODCYCLER PILOTS



>1200 Households

14 Municipalities have completed their pilot projects with overwhelmingly positive results.

Net New Diversion



Each participating household is estimated to divert between 300-400 kg of food waste annually.

"WOULD YOU RECOMMEND
FOODCYCLER?"

>90% Yes

<1% No.

The rest are undecided or need more time.



4.6

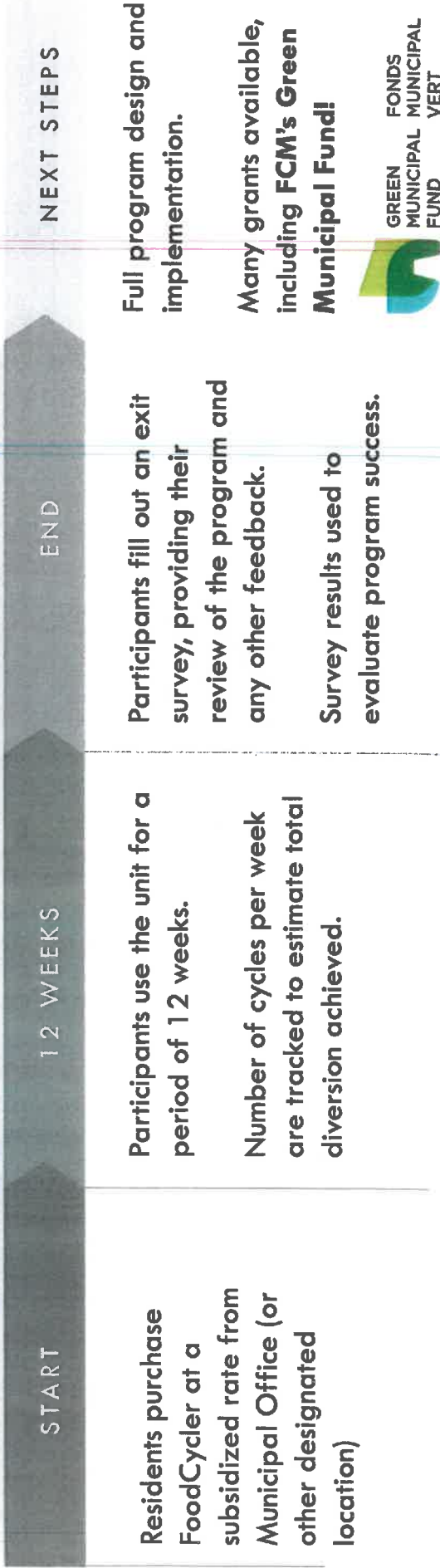
Average overall user
experience rating.



PILOT PROGRAM

12 WEEKS FROM START TO FINISH

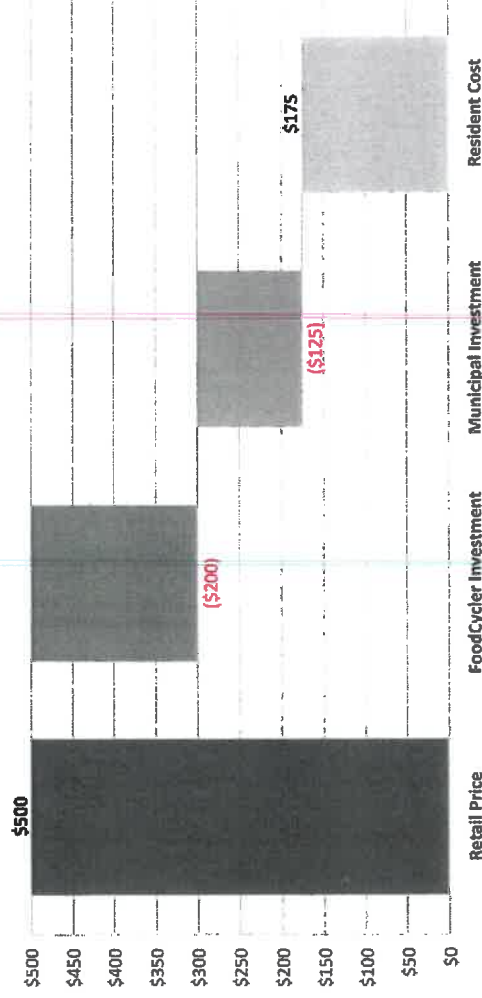
PILOT TIMELINE



SUBSIDIZED PILOT PROGRAM OPTION 1



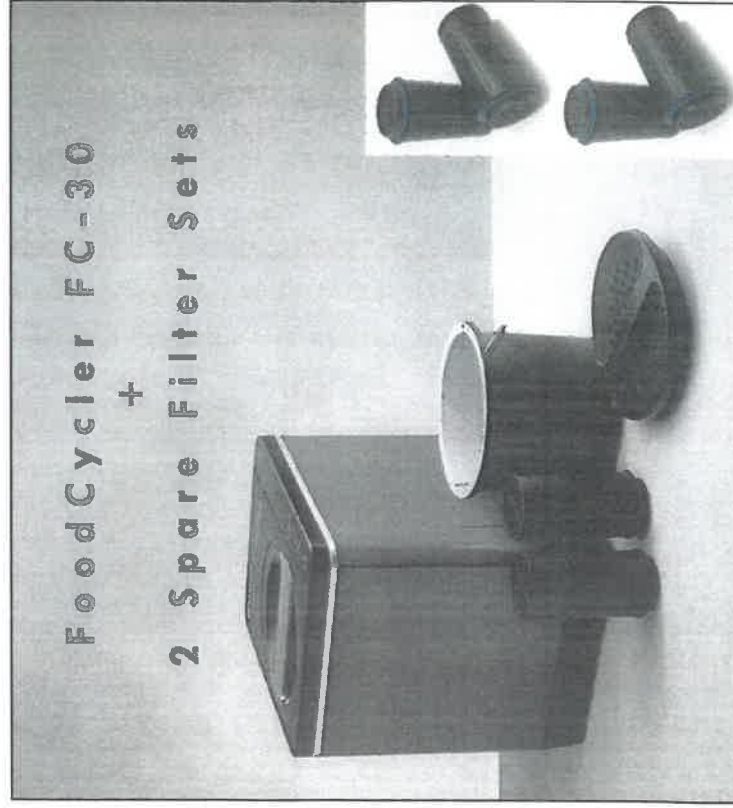
FoodCycler Pilot Subsidy Model



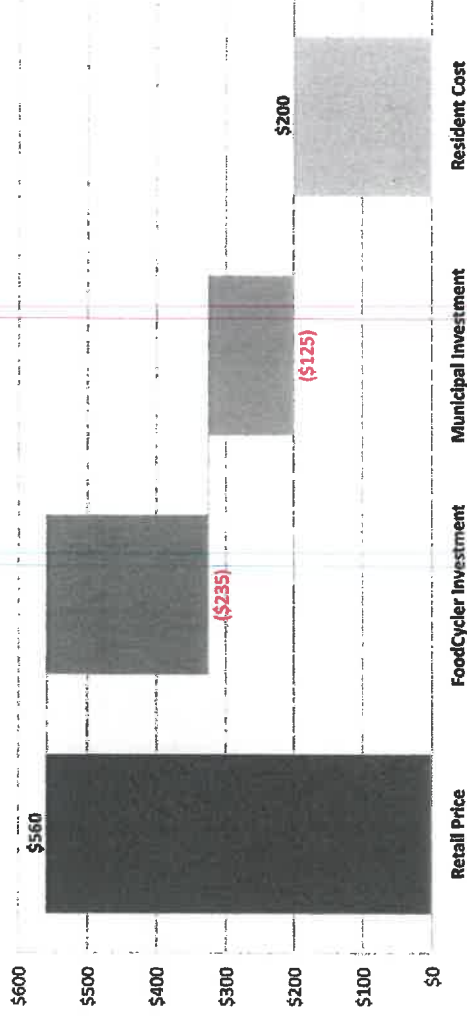
Municipality Population	Pilot Scope	Municipal Investment
<2500 residents	50 households	\$6,250
2500 – 10,000 residents	100 households	\$12,500
>10,000 residents	200 households	\$25,000

- Plus shipping costs and applicable taxes

SUBSIDIZED PILOT PROGRAM OPTION 2 (BUNDLE)



FoodCycler Pilot Subsidy Model



Municipality Population	Pilot Scope	Municipal Investment
<2500 residents	50 households	\$6,250
2500 – 10,000 residents	100 households	\$12,500
>10,000 residents	200 households	\$25,000

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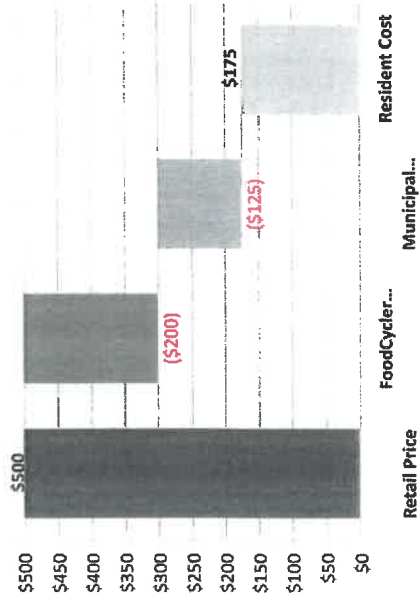
OPTIONAL AFFORDABLE ADD-ON

GET 10% MORE UNITS

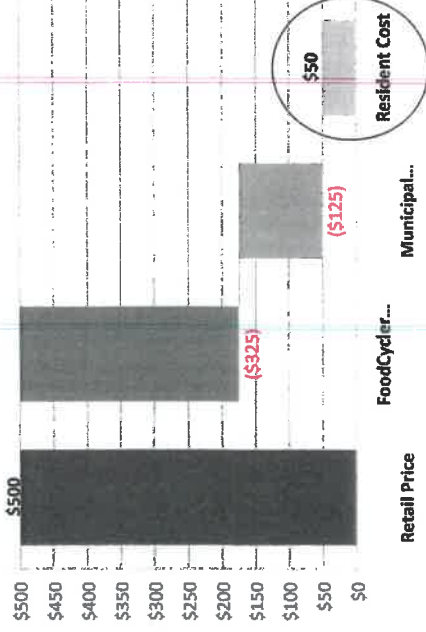
FoodCycler believes that food waste diversion solutions should be available to all Canadians, no matter where you live or whether you can afford it.

Municipalities now have the option to provide low-cost FoodCyclers to those who cannot access the program at full price.

FoodCycler Option 1
Pilot Subsidy Model



FoodCycler Option 1
Affordable Subsidy Model





THANK YOU!
ANY QUESTIONS?

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