

Converted Organics

Assets Not Liabilities

Get "SMART" with Food Waste. Modular Aerobic Digestion.

Jack Walsdorf. Converted Organics, Woodbridge, NJ

Thursday, April 1, 2010

Converted Organics

Public Company – NASDAQ (CM) – COIN
HQ – Boston, MA

➤ **Perpetual Landfills**

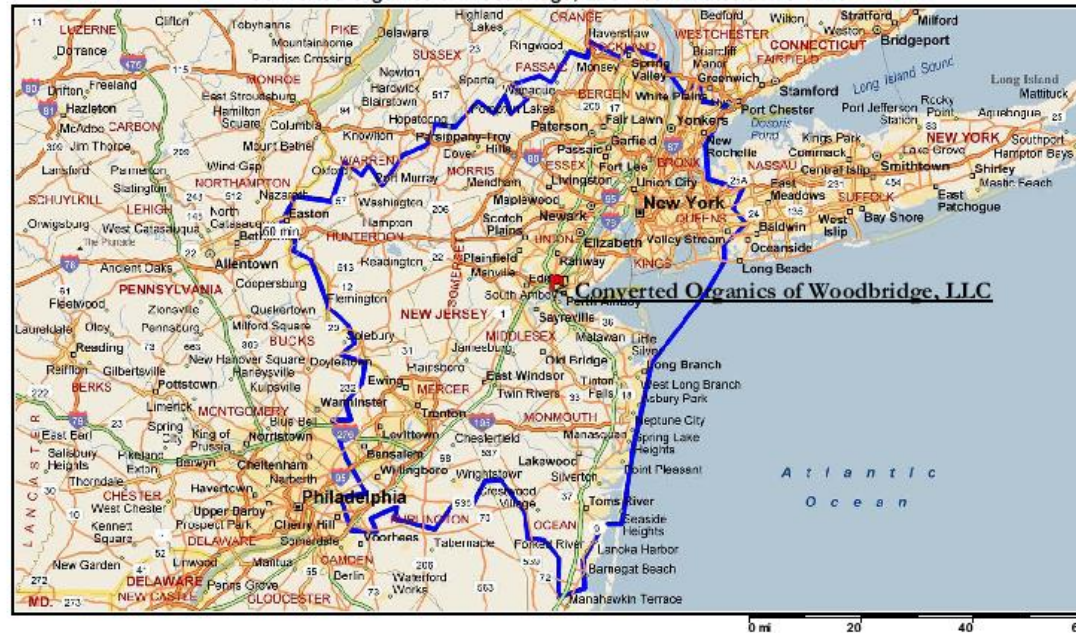
Diverts 78,000 tons of organic food waste per year.
Tip fees cover a great portion of operating costs.

➤ **Fertilizer Manufacturer**

Use food waste as feedstock to produce a superior fertility supplement with significant environmental benefits and substantial market value.

- High Temperature Liquid Composting (HTLC®)
- Turns food waste into a valuable biostimulant
- Proven technology successfully operated for more than 10 years
- HTLC is owned by Converted Organics Inc.

Converted Organics of Woodbridge, LLC - 60 Minutes Drive Time



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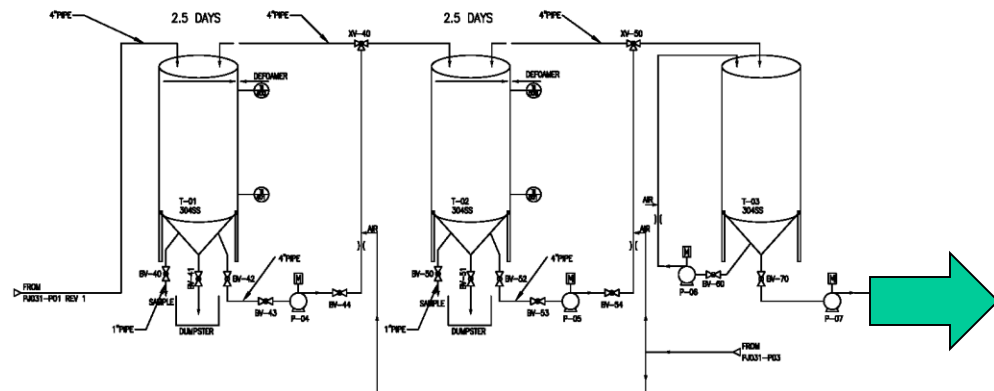
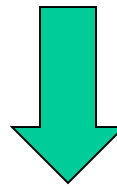
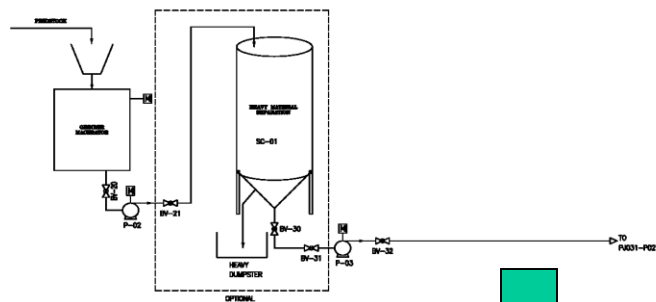


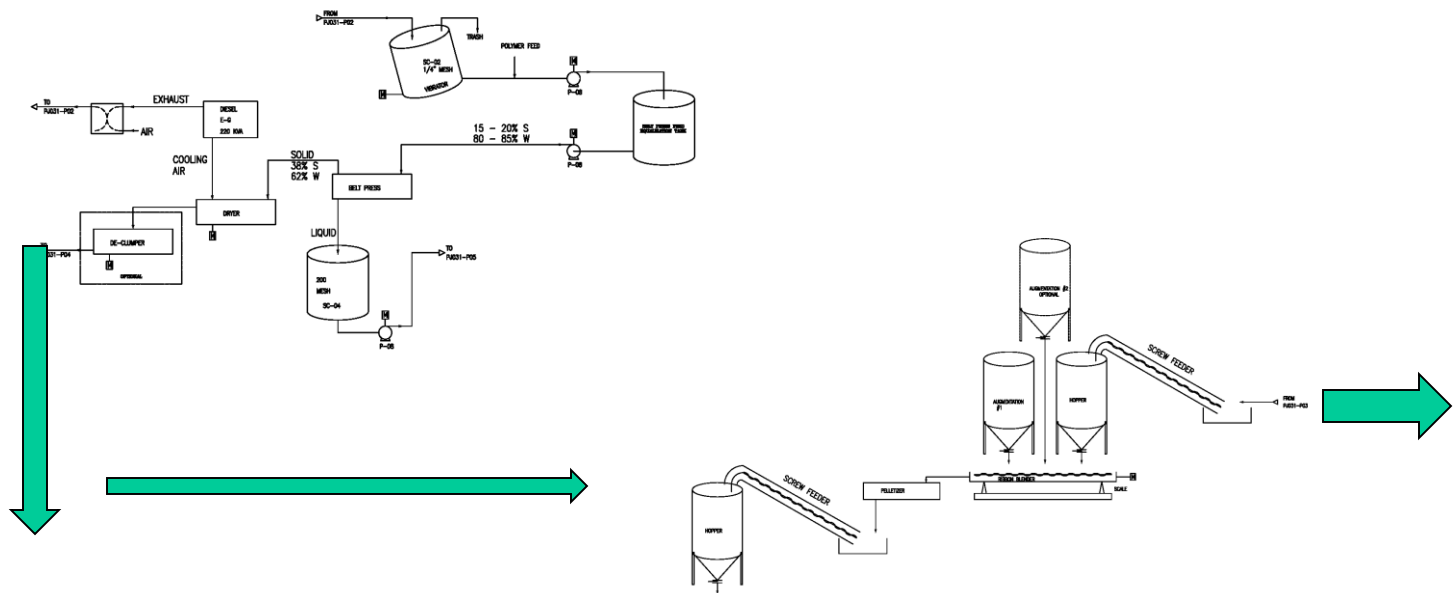
The ah ha moment...

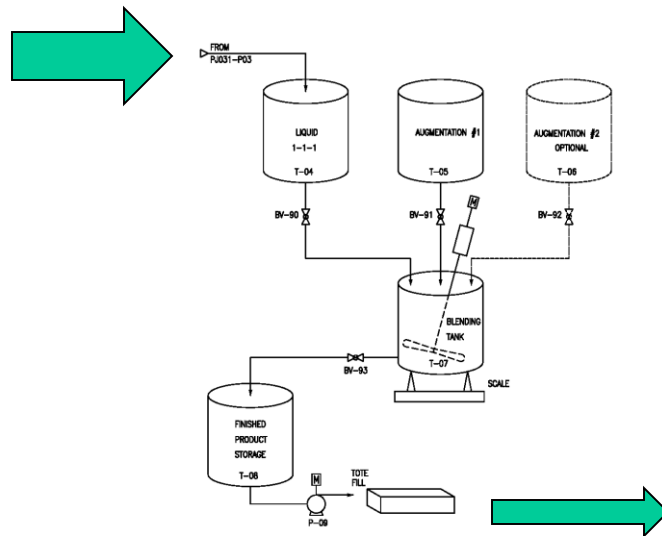
What if....??

- 
- 
- Scalable
 - Modular
 - AeRobic
 - Technology
 - Units

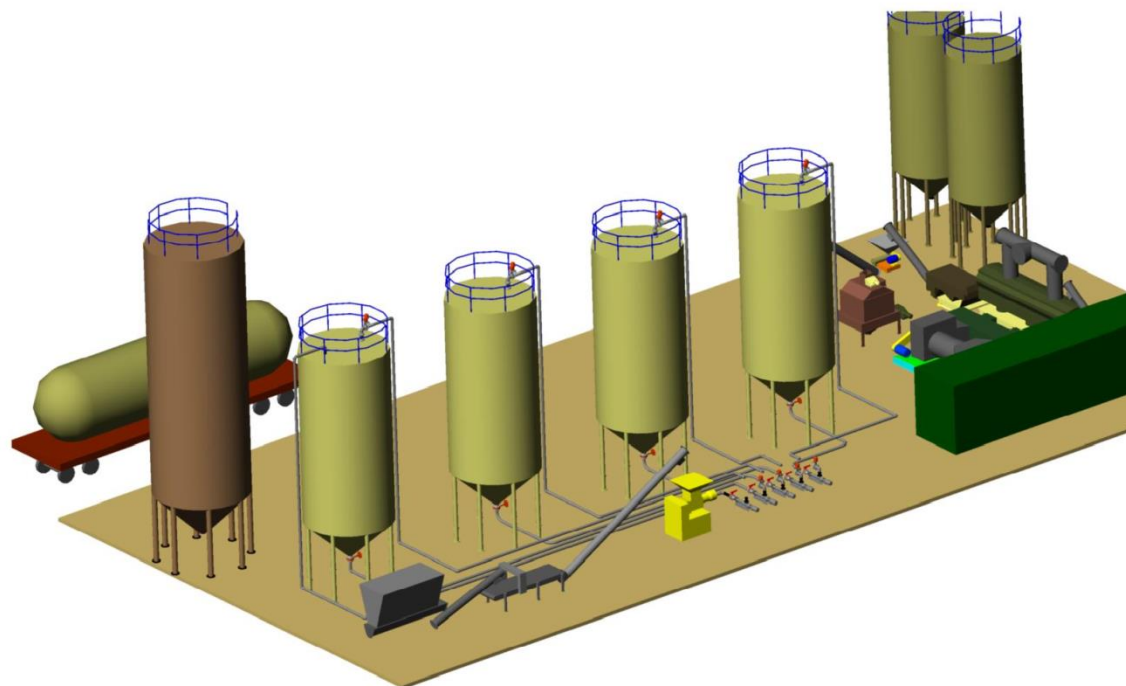
= S-M-A-R-T Units







- **SMART units delivered in pre-assembled intermodal shipping containers**
- **Four (+/-) containers:**
 - **First – in feed, maceration and digester control**
 - **Second – Post digestion solid/liquid separation**
 - **Third – Drying and declumping**
 - **Fourth – Pelletizing/packaging**
- **Plus tanks, hoppers, connectors**



- **10 to 100+ ton per day SMART units available**
- **Custom designed**
- **Indoors or outdoors**
- **Ships and operates in intermodal containers**
- **“Plug and Play” at your site**
- **Units can be relocated/expanded as your needs change**



Chemical fertilizers have been around since the end of World War II...why? There was an abundance of ammonium nitrate left over from making bombs.

Conventional fertilizers supply sufficient nutrients for plant growth,

Yes....

But,

over the long term they adversely affect the health of the soil:

- depleting it of valuable humus, reducing the overall biological activity.
- depletion of microbial activity leads to less resistant soils, which gives rise to plant stresses, and a greater susceptibility to diseases.
- You probably have a sodium / salt residue that inhibits microbial activity. Converted Organics fertilizer is a slow release all natural formulation that is broken down by microbial activity and to a lesser extent by moisture







➤ Enter.... Oil Extraction...



What do you see?

- Fertilizer... yes
- And...?



- **Oil Extraction produces ~25 gallons of oil per ton of food waste**



What do you see?

Yield - More than 95% of available fat is extracted as oil with Typical fat/oil content of waste materials - as a % of input weight:

➤ **General food waste: 10% to 26%**

- The extracted oil is ideally suited for conversion into ASTM or EN standard biodiesel



You Load ~~16~~ 100 tons... and What Do You Get...?

With Converted Organics SMART Units & Renewable BioSystems' Oil Extraction Technology

- ~65 tons of granular & liquid fertilizer @ ~ \$700 per ton or ~\$455 per ton of food waste (gross)
- ~2,450 gallons of extracted oil @ ~\$2.00 per gallon (03.29.10) or ~\$49.00 per ton of food waste (gross) per ton... you get 269.5 MMBTU's at 110,000 BTU's/gallon
 - FYI - AD produces 1,640,000 BTUs of Biogas per ton of food waste (EU average)
- Tip fees on 16 tons

You Load ~~16~~ 100 tons... and What Do You Get...?

	SMART & Oil Extraction	Anaerobic Digestion
Tip Fees	X	X+
Fertilizer Sales	\$45,000	\$0
Compost Sales	\$0	\$20,000
Oil	\$4,900	\$0
BTU's / Methane	\$0	\$520
BTU's / Electricity	\$0	\$1,350
Totals	\$49,900	\$21,350
Difference	+\$28,550	<\$28,550>
CapEx	\$225 per ton of daily capacity	\$263 per ton of daily capacity

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