

WHAT WE DO:

We design and manufacture high-efficiency wastewater treatment equipment for the Food & Beverage industry.

Customer Value Proposition:

The core treatment process in wastewater treatment was invented in 1914; plants blow air into wastewater because microbes break down waste, and they need to breathe. Since 1914, this has been the core technology. It 4% of our US electricity, and for plants, 65-90% of their total plant energy use (~15-25% of their total OpEx.) Until now, there hasn't been an alternative.

VIVA™ MFC offers three major benefits:

- Reduced energy use by 85-90%
- Clean DC power generation
- Process intelligence/real-time treatment data.

No other technology can provide these benefits

Business Model

Over the last five years, we have studied the markets (US, Europe, Asia); most wastewater equipment is sold by engineering firms to end-users (plants). They recommend, install and service equipment. Our focus is to primarily market and sell to these engineering firms. Over the last 3 years, we have been developing relationships with some companies. As we get ready to go to market with our first commercial product, we are amplifying our marketing focus.

Market/Sales Focus:

The food & beverage industry (35000 US plants, annual revenue ~ \$250B employs 11% of US workers.) First focus: NY, MA, CA, TX. Second focus: PA, OH, MI, IL, WI, FL, OR, WA.

Traction:

- Designed and built our first commercial VIVA Module; deploying at first customer site early March.
- Refining our pricing model to reflect lower costs for VIVA Module
- In discussion with two large companies re adding VIVA to their product line.
- Rolling out new marketing campaign in Summer 2021: first sales: late 2021.
- Active in NY and New England Wastewater Organizations

The Wastewater Market:

- Traditional aeration = ~70% of the total US market (Septic/Distributed 20%)
- MABR – new entrant in 2016; reduces energy use by 50-70%. (no intelligence & no power gen). 2019 sales (5 years in market) booked >\$300M in sales. The Market Is looking for energy efficiency.

Board:

Diverse and active, with experience in Finance, Engineering, Wastewater Infrastructure, Chemistry, Cleantech Finance

IP: 3 patents (2 issued, 1 pending), multiple trade secrets. (Heslin, Rothenberg, Farley & Mesit

Revolutionary Evolution™
2-year Pilot System Validation
(recruited by the Mass Clean Energy Center)

- Ran Continuously for > 20 months
- All weather conditions (-20-95F)
- 10K Gal/Day
- Reduced energy use by 85%
- Reduced Nitrogen (pollutant) 35%
- DC Power generation. (plant retrofit would generate 60-70 MWh annually)
- Software can diagnose mechanical and biological problems, down to the circuit.

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