



2011 AGM Shareholder Presentation

Organic Resource Management Inc.

December 2011



**A New Era in Organic
Recycling**



**Biogas, Renewable
Energy**

Forward-looking Statements

Certain statements in this presentation may constitute “forward-looking” statements and relate to, among other things, anticipated financial performance, business prospects, strategies, regulatory developments, new services, market forces, technological developments and other opportunities. Forward-looking statements may include such words as anticipate, believe, could, expect, intend, may, outlook, plan, strive, target and will. By its nature, forward-looking information is subject to various risks and uncertainties, including those discussed in this presentation, which could cause the Company’s actual results and experience to differ materially from the anticipated results or expectations expressed. Readers are cautioned not to place undue reliance on the forward-looking statements and assumptions in this presentation as the Company’s management cannot provide assurance that actual results or developments will be realized or, even if substantially realized, that they will have the expected consequences to, or effects on, the Company. The Company undertakes no obligation to update publicly or revise any forward-looking statements and assumptions, whether as a result of new information, future events or otherwise, except in accordance with applicable securities laws.



Food Waste Collection, Processing & Recycling



Wastewater Residuals
Fats, Oils, Grease

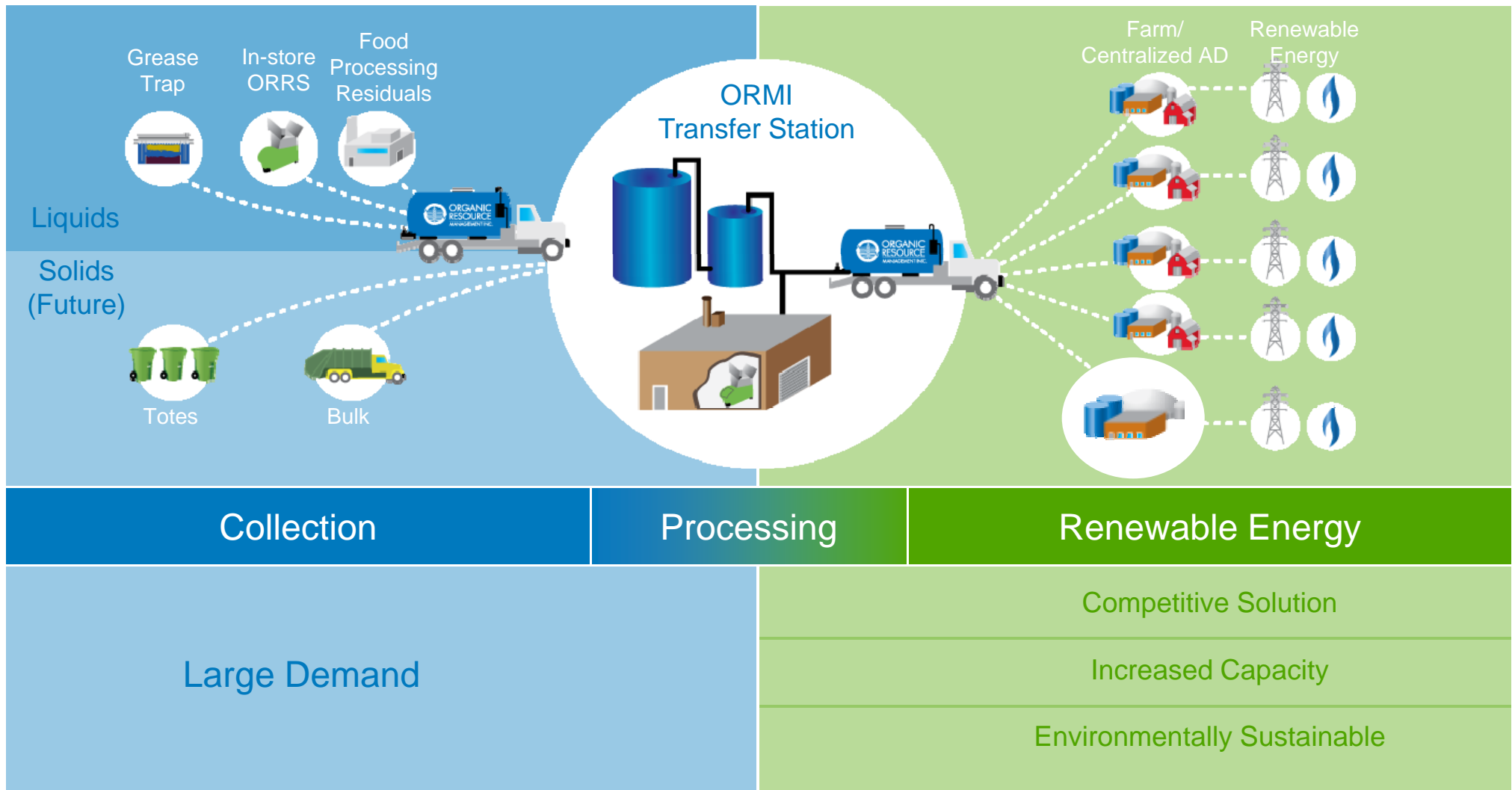
IC&I
Solid Food Waste



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Converting Leftovers to Lights



Anaerobic Digesters

Digestion of organic matter in a controlled, oxygen-free environment

Biogas
• electricity
• natural gas

Clean renewable energy



Benefits:

- Renewable energy production
- Greenhouse gas reduction
- Diverts organics from landfill
- Reduced odours
- Improves nutrient management
- Improves wastewater treatment
- Improves groundwater protection



Canada's Largest Service Provider



95
employees
30
trucks

8,000+
Customer
Locations

**National
Service**

Quality Customers – Recurring Revenues



A New Era in Organic Recycling



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Increasing Need for Grease Interceptor Service

Why?

- FOG is the leading contributor to and cause of drain and sewer blockages and often creates sanitary sewer overflows.
 - Causes expensive business interruptions.
 - Damages caused by flooding.
 - Requires costly on-going and emergency services to repair and can result in expensive lawsuits.
- Acidic nature of FOG leads to corrosion of concrete sewer pipes – high levels of FOG loading places strain on municipal waste water treatment plants (“WWTPs”), which can reduce WWTP capacities and lead to off-spec effluent discharging to the environment.
- Removing grease build-up in sewers costs taxpayers of Metro Vancouver approximately \$2 million annually.
 - March 2011, Richmond, Vancouver was faced with a \$500,000 repair to fix a sewer main that ruptured after being clogged with grease from restaurants.

Canadian Standards Association (“CSA”)

- Sets minimum grease interceptor guidelines:
 - Design and construction requirements.
 - Testing and efficiency rating.
 - Sizing, selection, location, and installation criteria.
 - Maintenance requirements:
 - » Mandatory full pumpout;
 - » Minimum once every four weeks or more often if combination of FOG and solids exceeds 25% of the total volume of the interceptor;
 - » No use of chemical agents, enzymes, bacteria, solvents, hot water, or other agents to facilitate the passage of FOG through a grease interceptor.
- Municipalities are strengthening sewer use bylaws and increasing enforcement of compliance with these sewer bylaws.

In January 2011, the Ontario Ministry of Municipal Affairs and Housing issued an amendment notice to the Ontario Building Code requiring grease interceptors to be maintained according to CSA B481.4 “Maintenance of Grease Interceptors”.

Market Opportunity – Food Industry in Ontario



300

Food Processors



31,700

Restaurants &
Supermarkets



13,000

Institutional Kitchens &
Cafeterias

45,000 Establishments

All with grease interceptors and generating food waste

Note: Figures based on an independent NIACS study performed for ORMI in 2006, updated for 2009 service costs and maintenance frequency requirements as set out in CSA Standard B481.4-07

Market Opportunity – Grease Trap Services



Note: Figures based on a an independent NIACS study performed for ORMI in 2006, updated for 2009 service costs and maintenance frequency requirements as set out in CSA Standard B481.4-07

Market Opportunity – IC&I Food Waste



**Tonnage equal to IC&I portion of annual food waste generated in Ontario. Figure calculated by multiplying total amount of food waste generated per person per year (215.2 kg) by Ontario population (13.2 million). 60% of this number is equal to IC&I food waste.*

Source: "Waste Market Overview & Outlook 2009, Second Edition" by Waste Business Journal.

ORMI Strengths

Sophisticated, proprietary management software

Extensive industry know-how

Patent protected systems (ORRS)

Value added feedstock

Long term AD contracts

National footprint

Brand recognition

National Liquid Waste Service Provider

Ideal Partner to the Solid Waste Industry



Report Card

2011

Organic Resource Management Inc.








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2011 Financial Results

<i>(in thousands of C\$)</i>	Year ended June 30, 2011	Change	Year ended June 30, 2010
Revenues	\$13,985	 2%	\$13,720
<i>Organic Residuals Collected</i>		 10%	
Gross Margin / % of Revenue	\$5,233 / 37%	 -7%	\$5,607 / 41%
Net (Loss) Income / Per Share	\$(2,780) / \$(0.63)		\$677 / \$0.15
<i>Goodwill Write-down</i>	\$(2,435) / \$(0.55)		-
<i>Adjusted</i>	\$(345) / \$(0.08)	 \$(1,022)	\$677 / \$0.15
EBITDA	\$1,156	 \$(869)	\$2,025

2011 Financial Results

<i>(in thousands of C\$)</i>	Approximate Net Income Impact
Investment in Growth: <ul style="list-style-type: none"> • <i>Hiring VP Sales & Marketing, Director of Engineering, and Director of Biogas Development</i> • <i>9 month laboratory feedstock R&D program</i> • <i>Expansion into Montreal market (sales and operations)</i> • <i>Legal costs related to incorporation of USA subsidiary</i> • <i>Amortization and Interest</i> 	\$600
Other impacts: <ul style="list-style-type: none"> • <i>Consulting fees related to Strategic alternatives review</i> • <i>Provision for City of Toronto potential wastewater discharge fine</i> • <i>Bad debt on bankruptcy of a national account (Priszm)</i> • <i>Impact on gross margins of two major national accounts related to reduced service levels and re-pricing</i> 	\$450
Total	\$1,050

Report Card – 2011 Initiatives

- Expand network of ADs – Ongoing
- Complete development of GI Compliance system – 90% Completed
- Sign up first municipality to GI Compliance – Ongoing
- Grow existing markets – focus on Quebec – Ongoing
- Leverage ORRS to increase organics collection – Ongoing
- Establish 1st ORRS solid to liquid transfer station – Ongoing – delayed as a result of strategic alternatives review
- Launch Leftovers to Lights® – Completed



Report Card – 2012 Initiatives

- Conclude strategic alternatives review
- Complete development of GI Compliance system
- Sign up first municipality to GI Compliance
- Grow existing markets
- Explore opportunities to exploit IP and know-how in the United States
- Leverage in-store ORRS to increase organics collection
- Establish or license 1st ORRS solid to liquid transfer station
- Expand network of ADs





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