



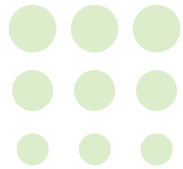
**ORGANIC  
RESOURCE**  
MANAGEMENT INC.

## 2009 AGM

Charles Buehler, Chairman & CEO

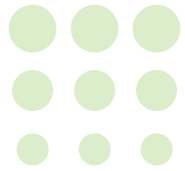


*Converting Leftovers to Lights*



## Forward-looking statements

Certain statements in this presentation may constitute “forward-looking” statements which involve known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. When used in this prospectus, such statements use such words as “may”, “will”, “expect”, “continue”, “believe”, “plan”, “intend”, “would”, “could”, “should”, “anticipate” and other similar terminology. These statements reflect current assumptions and expectations regarding future events and operating performance and speak only as of the date of this prospectus. Forward-looking statements involve significant risks and uncertainties, should not be read as guarantees of future performance or results, and will not necessarily be accurate indications of whether or not such results will be achieved. A number of factors could cause actual results to vary significantly from the results discussed in the forward-looking statements, including, but not limited to, the factors discussed under “Risk Factors”. Although the forward-looking statements contained in this presentation are based upon what we believe are reasonable assumptions, neither we, nor the Underwriters, can assure investors our actual results will be consistent with these forward-looking statements. We assume no obligation to update or revise these forward-looking statements to reflect new events or circumstances.



## Organic Resource Management Inc. (ORMI)

Canada's largest provider of vacuum truck services for the collection & disposal of liquid organic waste.

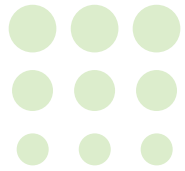


**6,000**  
regularly  
scheduled  
customers

**Ontario  
Quebec  
B.C.**

**75**  
employees  
**25**  
trucks

**\$13.5M**  
in revenues



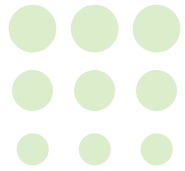
## What Organic Waste?

100% recyclable waste of plant and animal origin.



**Fats, Oils, Grease**

**Food Waste**



## Our Focus: Liquid Organic Waste Collection

### An Essential Service

#### Prevents Drain and Sewer Backups

- Restaurants
- Grocery Stores
- Food Processors

#### Regulatory Requirements

- Grease trap maintenance
- Diverting food waste from landfill



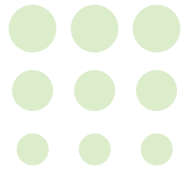
### The Right Thing to Do

#### Protects Public Infrastructure

- Prevents sanitary sewer overflows
- Prevents deterioration of sewer systems
- Improves waste water treatment process

#### Relieves Overflowing Landfills

- 1/3 of waste to landfills is organic



# Organic Waste Disposal Faces Serious Challenges

## Limited Options

- There is a severe shortage of organics recycling capacity
- Composting is at maximum capacity

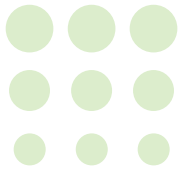
## Difficult

- Odour
- Public resistance to landfilling organics AND composting facilities
- Extremely slow decomposition in landfills
- Risk to groundwater pollution

## Expensive

- Composting = \$120–\$140 per ton

**Current regulatory requirements are not well enforced.**

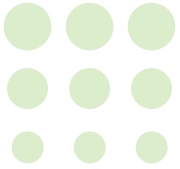


## Case Study: City of Toronto Organics Collection



2007 data

**There is a lack of cost-effective, environmentally sustainable recycling alternatives.**



## Market Opportunity – Food Industry in Ontario



277

Food Processors



28,466

Restaurants

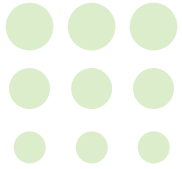


12,798

Institutional kitchens &  
cafeterias

**All generating wet and dry streams of organic waste**

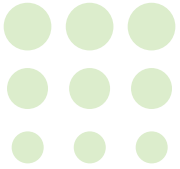
*Note: Figures based on a an independent NIACS study performed for ORMI in 2006, updated for 2009 service costs and maintenance frequency requirements as set out in CSA Standard B481.4-07*



## Market Opportunity – FOG 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*

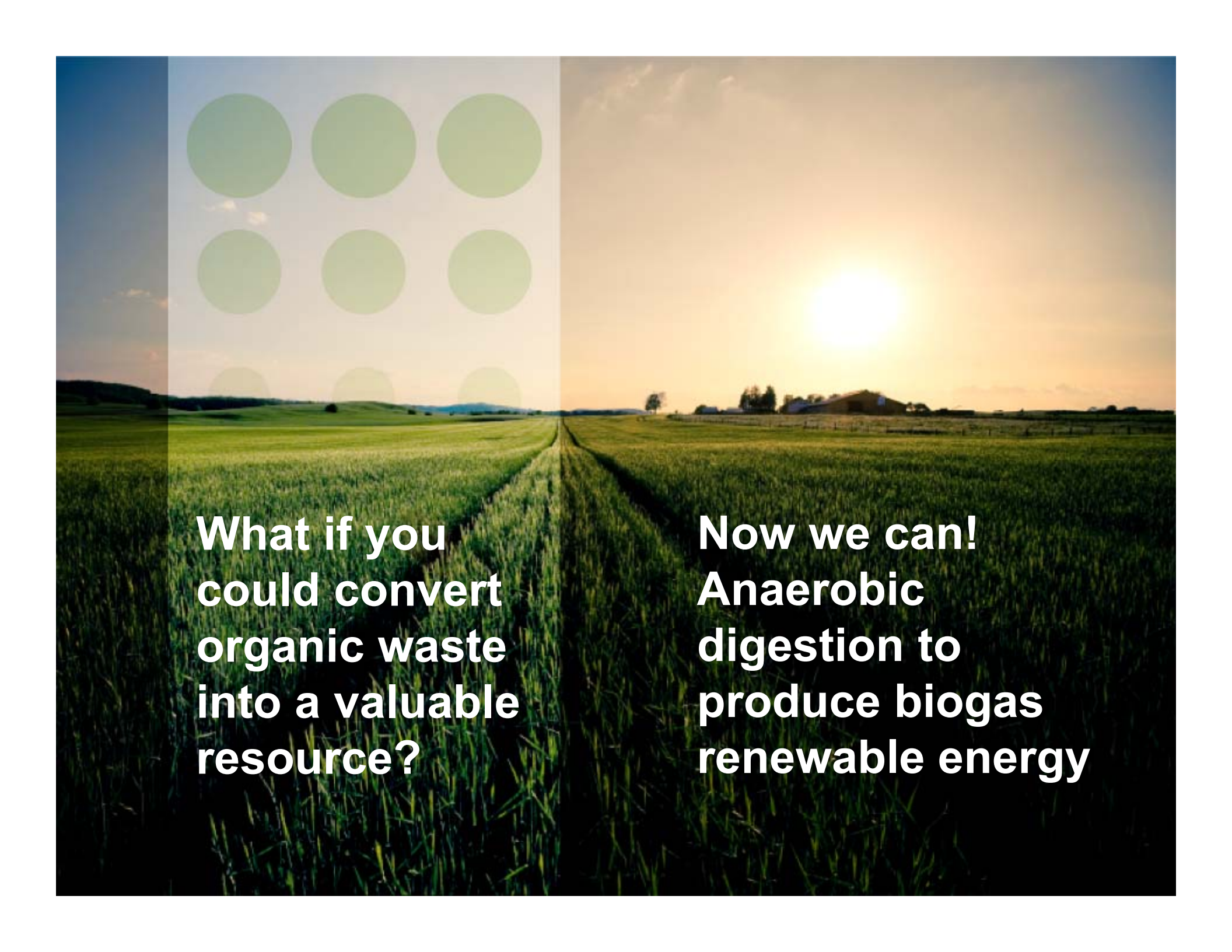


## Market Opportunity – IC&I Food Waste



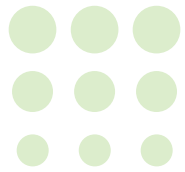
*\*Tonnage equal to IC&I portion of annual food waste generated in Ontario. Figure calculated by multiplying total amount of food waste generated per person per year (215.2 kg) by Ontario population (13.2 million). 60% of this number is equal to IC&I food waste.*

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



**What if you  
could convert  
organic waste  
into a valuable  
resource?**

**Now we can!  
Anaerobic  
digestion to  
produce biogas  
renewable energy**



## Farm-Based Anaerobic Digesters (ADs)

Organic Waste = Biogas Renewable Energy + Fertilizer

Digestion of organic matter in a controlled, oxygen-free environment to produce biogas for generating:

- electricity
- natural gas

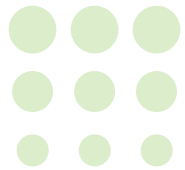
~ **15** in  
Ontario by 2010

~**200** in  
North America

~ **5000+**  
in Europe

**10,000+**  
Worldwide





## Farm-Based Anaerobic Digesters (ADs)

Organic Waste = Biogas Renewable Energy + Fertilizer

### Benefits

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

~ **15** in  
Ontario by 2010

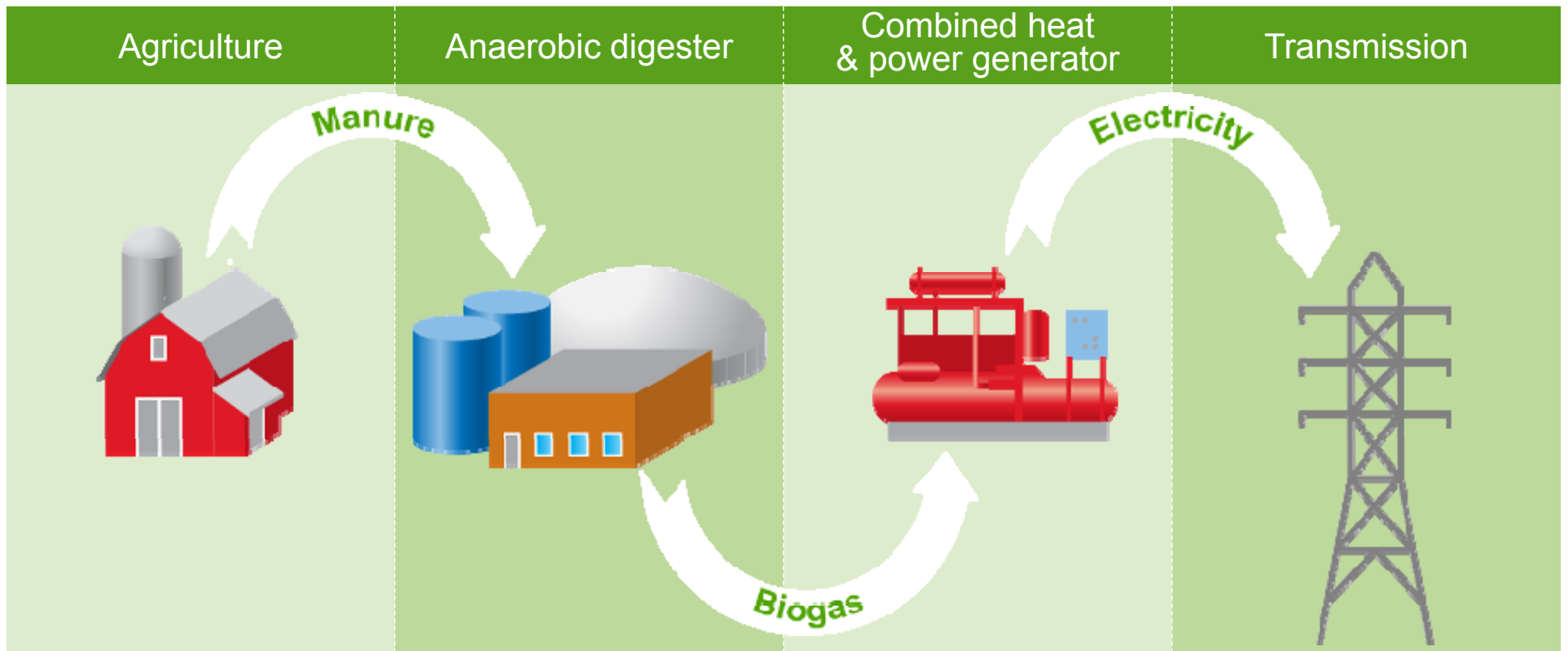
~**200** in  
North America

~ **5000+**  
in Europe

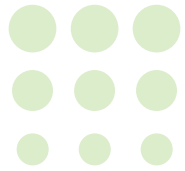
**10,000+**  
Worldwide



# Biogas Generates Electricity and Heat



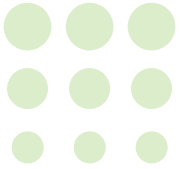
**Ontario Green Energy Act, passed into law in May, 2009, supports investment in renewable energy.**



## Ontario Green Energy Act (“GEA”)

### Encourages the development of more renewable energy by:

- Creating a Feed-In Tariff:
  - Guaranteed long term (20 year) renewable energy purchase pricing:
    - ≤ 100 kW 19.5¢/kWh
    - > 100 kW ≤ 250 kWh 18.5¢/kWh
    - > **250 kW ≤ 500 kWh 16.0 ¢/kWh**
    - > 500 kW 14.7 ¢/kWh
  - Guaranteeing and prioritizing connection of renewables
  - Investing in an upgraded “Smart Grid”
  - Streamlining the approvals process for renewable energy projects
  - Establishing a Renewable Energy Facilitator

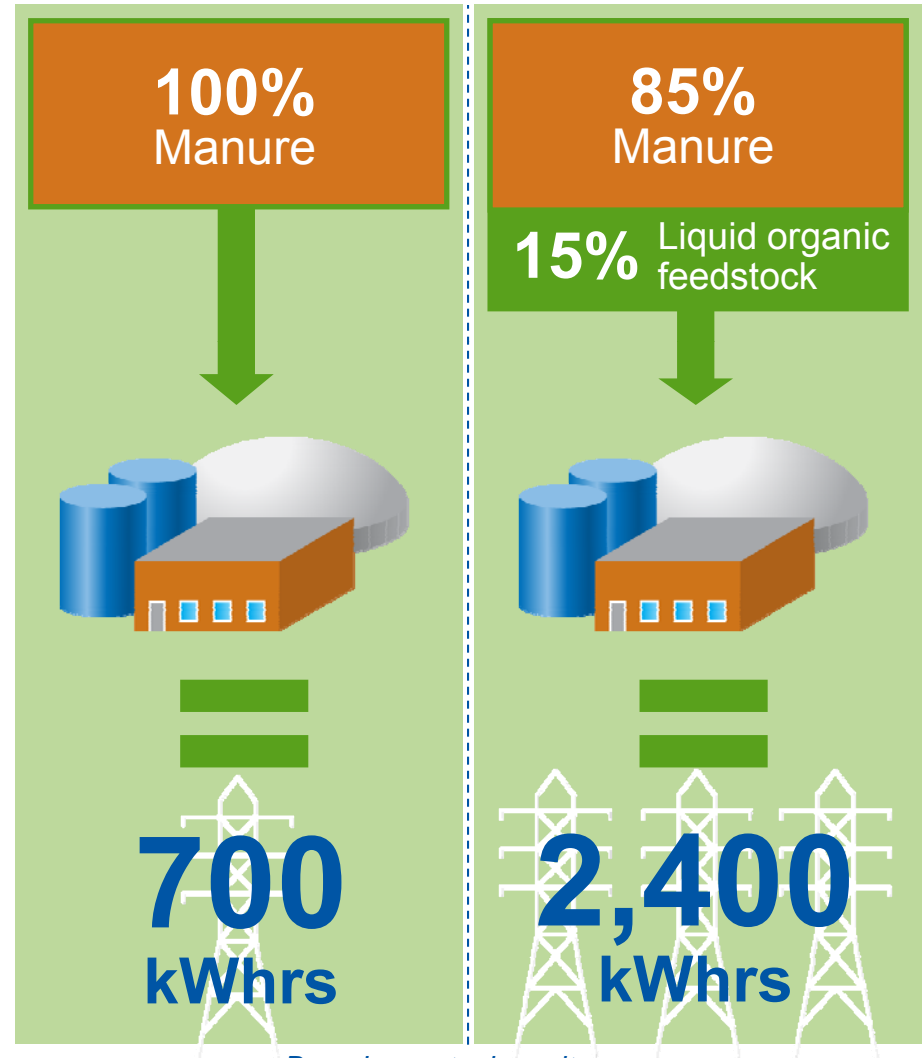


# Valuable Additive

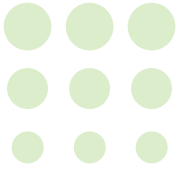
ORMI  
Organic Feedstock



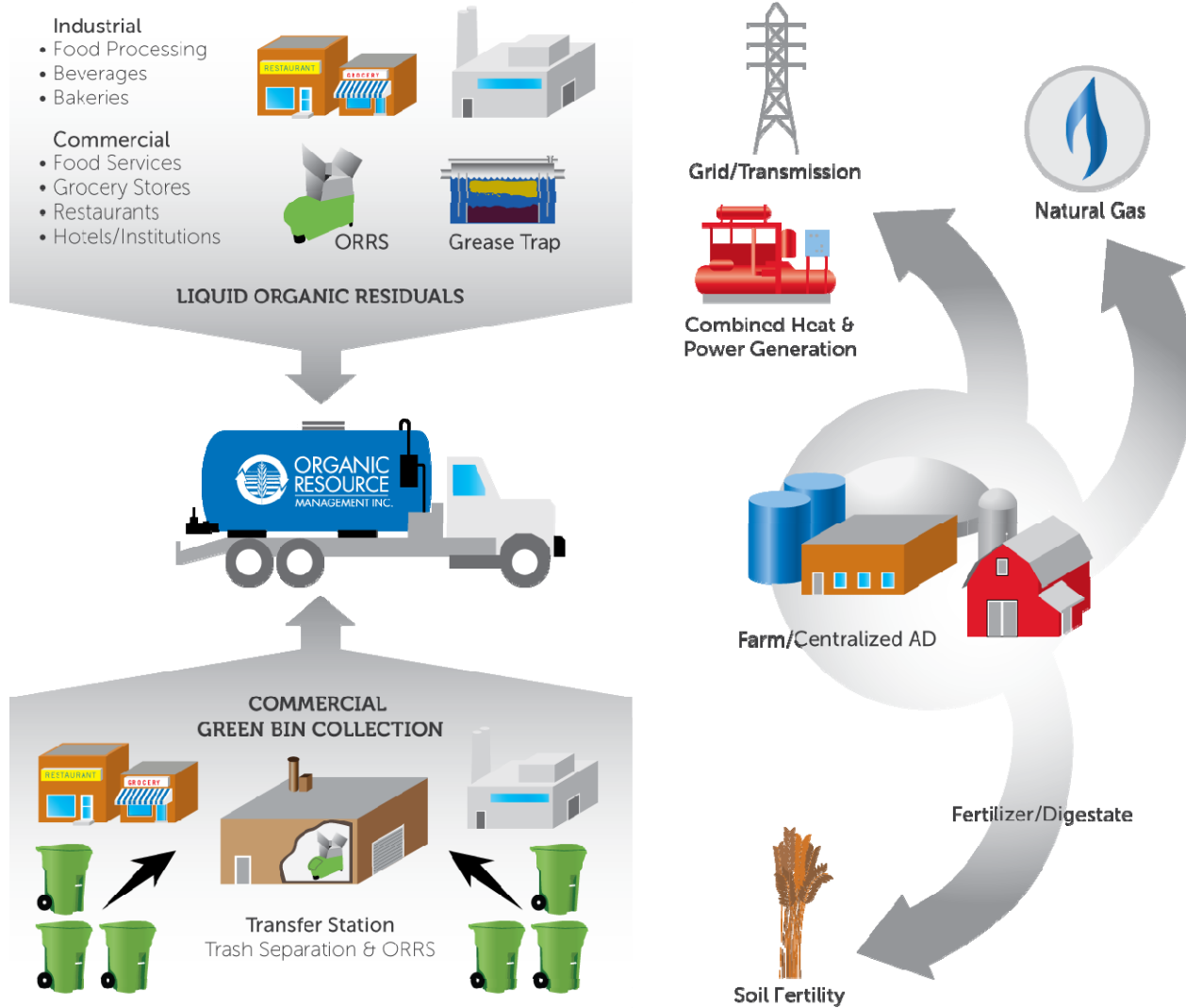
10X energy  
production  
of manure

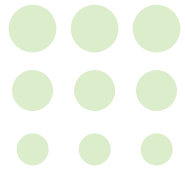


*Based on actual results*



# The Big Picture





## ORMI AD Agreements

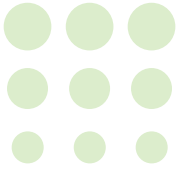
ORMI has 20 year exclusive agreements to supply organic feedstock to four Ontario farm-based ADs.



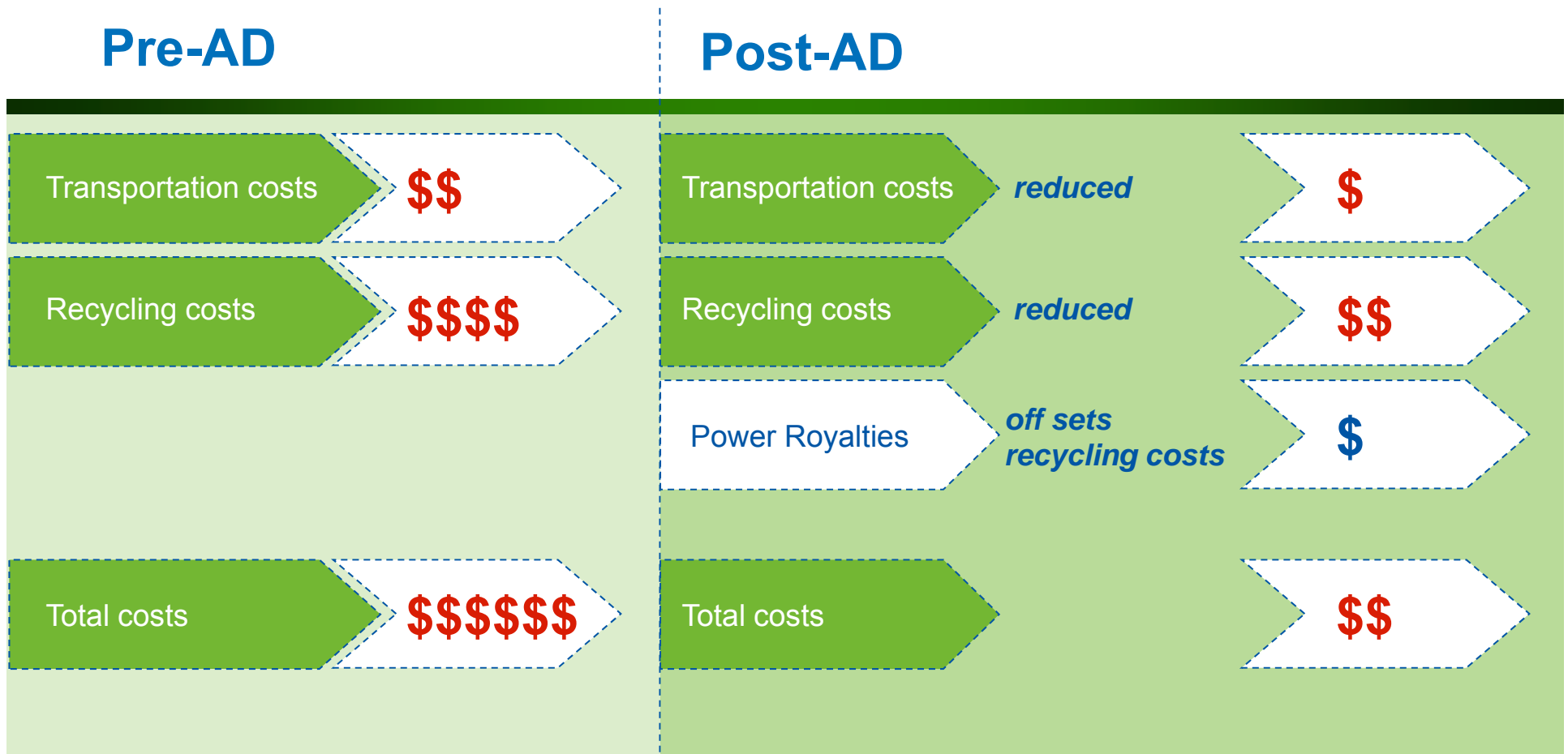
### ORMI On-farm AD Partners:

- Fepro Farms
- Ledgecroft Farms
- Donnandale Farms
- Clearydale Farms

**2 MW generation capacity = power for 1,600 homes**



# ORMI's Costs are Being Dramatically Reduced



**Material gross margin improvement**

# ORMI Advantages

## Proprietary Sophisticated Logistics

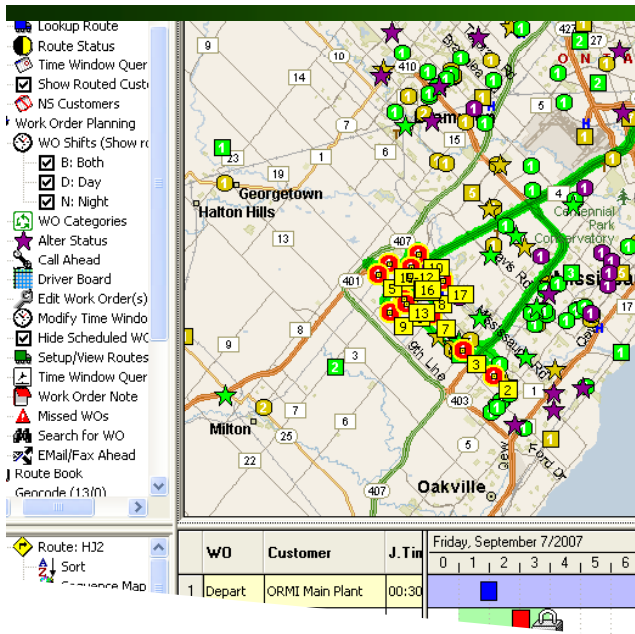


## Patent Protected Innovative ORRS



## Experience & Know-how Processing Facilities

- assures quality
- removes water & trash
- enhances the value of residuals
- maximizes AD performance



**A strong barrier to entry for competition**



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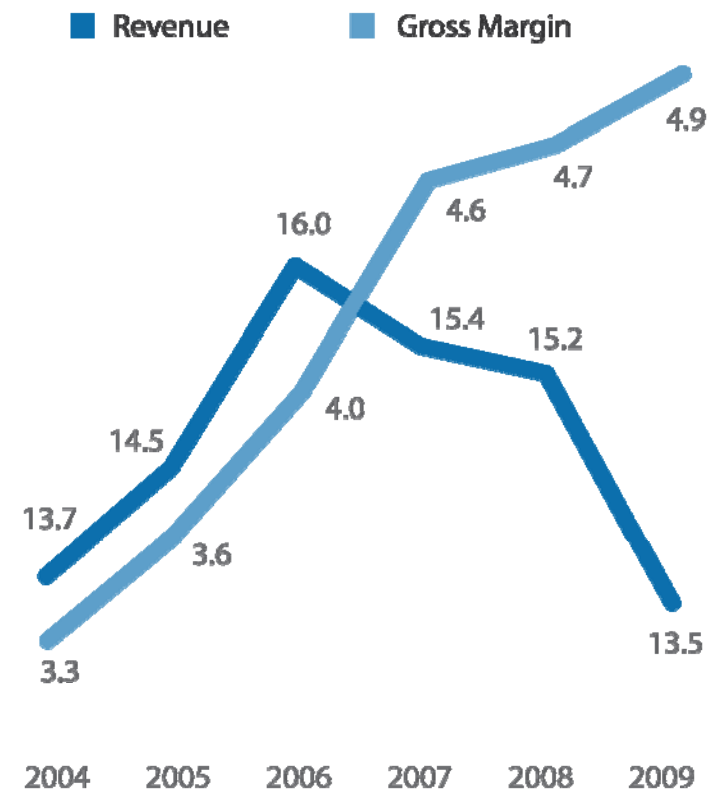
## FY 2009 Results

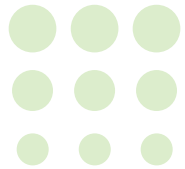


## FY 2009 Results

- Sold A&A non-core assets, representing \$3.1 million annual revenue, on Oct. 31 2008, for a gain of \$1.7 million
- Revenue decreased slightly to \$13.5 million
- Gross margin increased 2.5% to \$4.9 million
- Net income totaled \$1.5 million

Revenue & Gross Margin  
\$ Millions

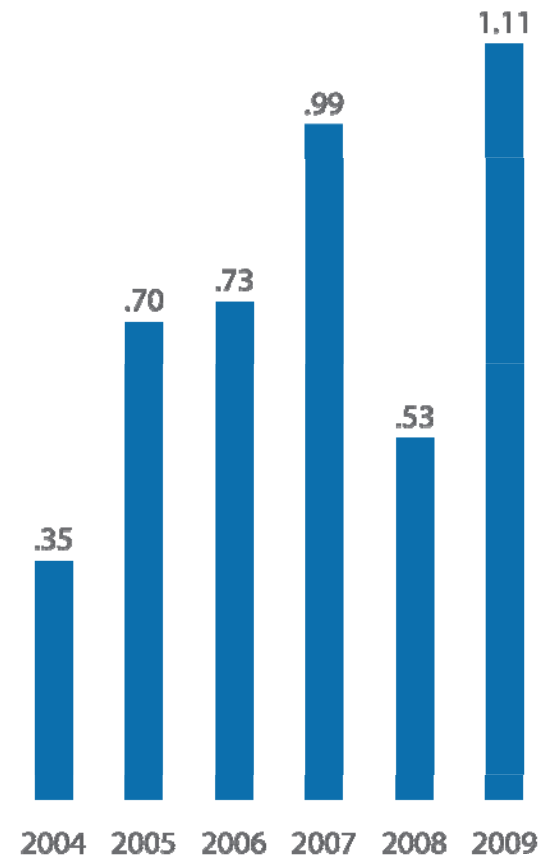




## FY 2009 Results

- Cash flow increased 109% to \$1.11 million due primarily to a reduction in accounts receivables
- Paid off operating line of credit (\$766,000 YE 2008)
- Increased cash by \$542,000
- Reduced trade payables and accrued liabilities by \$318,000

Cash Flow From Operations  
\$ Millions

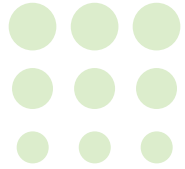




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## Q1 2010 Results





## Q1 2010 Results Highlights

- Net income increased 17% to \$204,000 from \$175,000
- Comparative core business revenues increased 10%
- Total revenue was \$3,430,000 million compared to \$4,048,000 million
- Gross Margin as a percentage of revenue was 40% compared to 37%



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## 2009 Report Card





## 2009 Objectives – Report Card

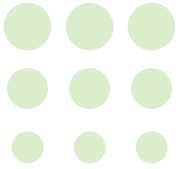
- **A&A Non-Core Asset Divestiture**
  - Sale of non-core assets of B.C. subsidiary – **Completed**
  - Re-brand remaining BC assets to ORMI – **Completed**
- **Renewable Energy (ADs)**
  - Divert majority of residuals to ADs – **25% today, 100% by Q3 2010**
  - Expand network of ADs – **Ongoing**
- **Technology**
  - Municipal compliance system – **Ongoing, began marketing**
  - Source ORRS equipment manufacturer – **Completed**
- **Market Expansion**
  - Grow existing markets – **Ongoing**
  - Leverage ORRS to increase organics collection – **Ongoing**



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## 2010 Outlook





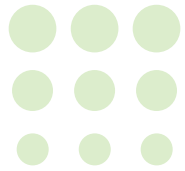
## Organic Resources - Organic Growth

**Increased capacity**



**Reduced costs**

**ORMI is poised for both top and bottom line growth**



## 2010 Objectives

### Renewable Energy (ADs)

- Divert majority of residuals to ADs
- Expand network of ADs

### Technology

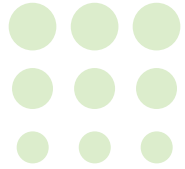
- Continue development and marketing of municipal compliance system (expands market)
- Source centralized ORRS equipment manufacturer

### Market Expansion

- Grow existing markets
- Leverage ORRS to increase organics collection

### From Leftovers to Lights®

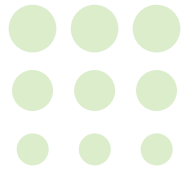
- Develop and launch Leftovers to Lights®



## From Leftovers to Lights<sup>®</sup> Program

Elevates the profile of the ORMI brand by helping our **customers gain recognition** for choosing to divert their organic residuals in an **environmentally-responsible** manner by producing **renewable biogas energy**.





## From Leftovers to Lights<sup>®</sup> Program

ORMI customers can prominently display the Leftovers to Lights logo if they divert either food waste, or grease trap waste.

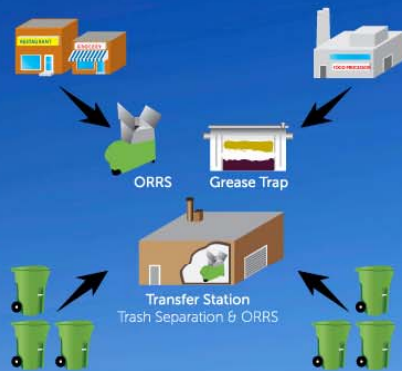
Gold Partners are diverting both food waste and grease trap waste.





Renewable energy is as easy as 1, 2, 3.

**1**  
Collection



**2**  
Processing  
& Transportation



**3**  
Power  
Generation



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