



*Bringing New Life to Old Food*



*Company Overview*  
*May 2020*



# Agenda

- CSS Core Bio-Refinery Technology: *Recycling Food into New Products*
  - H2H Liquid Organic Fertilizer
  - Growth into Bio-Products
  - Attractive future in “Plant Based Pet Food” Market
- CSS Bio-Refinery Validation
- CSS Team & Credentials
- Venture Investment in Agri-Food Tech
- Investment and Growth Opportunities with CSS



# Food Waste is a \$200B+ per Year Problem

## Over 40% of all Food Grown in the US is Wasted<sup>1</sup>

- Over 60 million tons of food waste/year
- 97% of which ends up in Landfills
- Cost of over \$200 billion/year



**If Food Waste were a country, it would be the #3 Greenhouse Gas emitter, after the U.S. and China<sup>2</sup>**

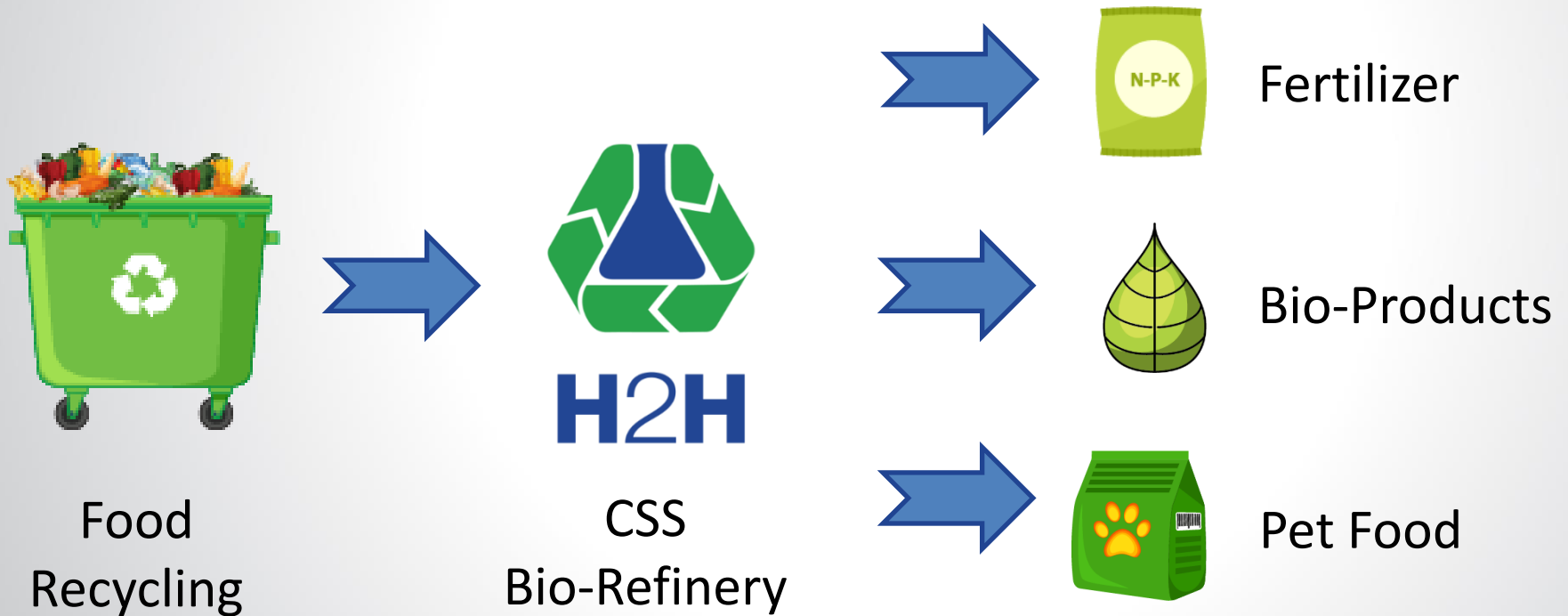
1. ReFED 2018 Annual Report ([https://www.refed.com/downloads/ReFED\\_AnnualReport\\_2018.pdf](https://www.refed.com/downloads/ReFED_AnnualReport_2018.pdf))

2. United Nations FAO Report ([http://www.fao.org/fileadmin/templates/nr/sustainability\\_pathways/docs/FWF\\_and\\_climate\\_change](http://www.fao.org/fileadmin/templates/nr/sustainability_pathways/docs/FWF_and_climate_change)).

# CSS Bio-Refinery Technology is Solving the Food Waste Problem

*“The best new life for old food”*

CSS recycles food before it becomes waste



# CSS Recycles Fresh Food Before it Becomes Waste:

## A \$100/ton Problem for Supermarkets and others

*Fruits - Vegetables – Meat – Fish – Prepared Foods – Bakery*



### CSS's raw materials cut costs for supermarkets and generate revenue for CSS

- Produce is perishable. Some will always go unsold and must be disposed of
- CSS program uses supermarket logistical resources to recover food, preserving the cold chain from store to plant, avoiding waste
- CSS's bio-refinery turns the perished food into useful, marketable products



# CSS Creates Value from Its Core Product: Harvest to Harvest “H2H™”

*Scientifically Sustainable, Patented 3 Hour Process That Turns  
Recycled Food into Valuable Products*



Fertilizer and Bio-Products from Recycled Food



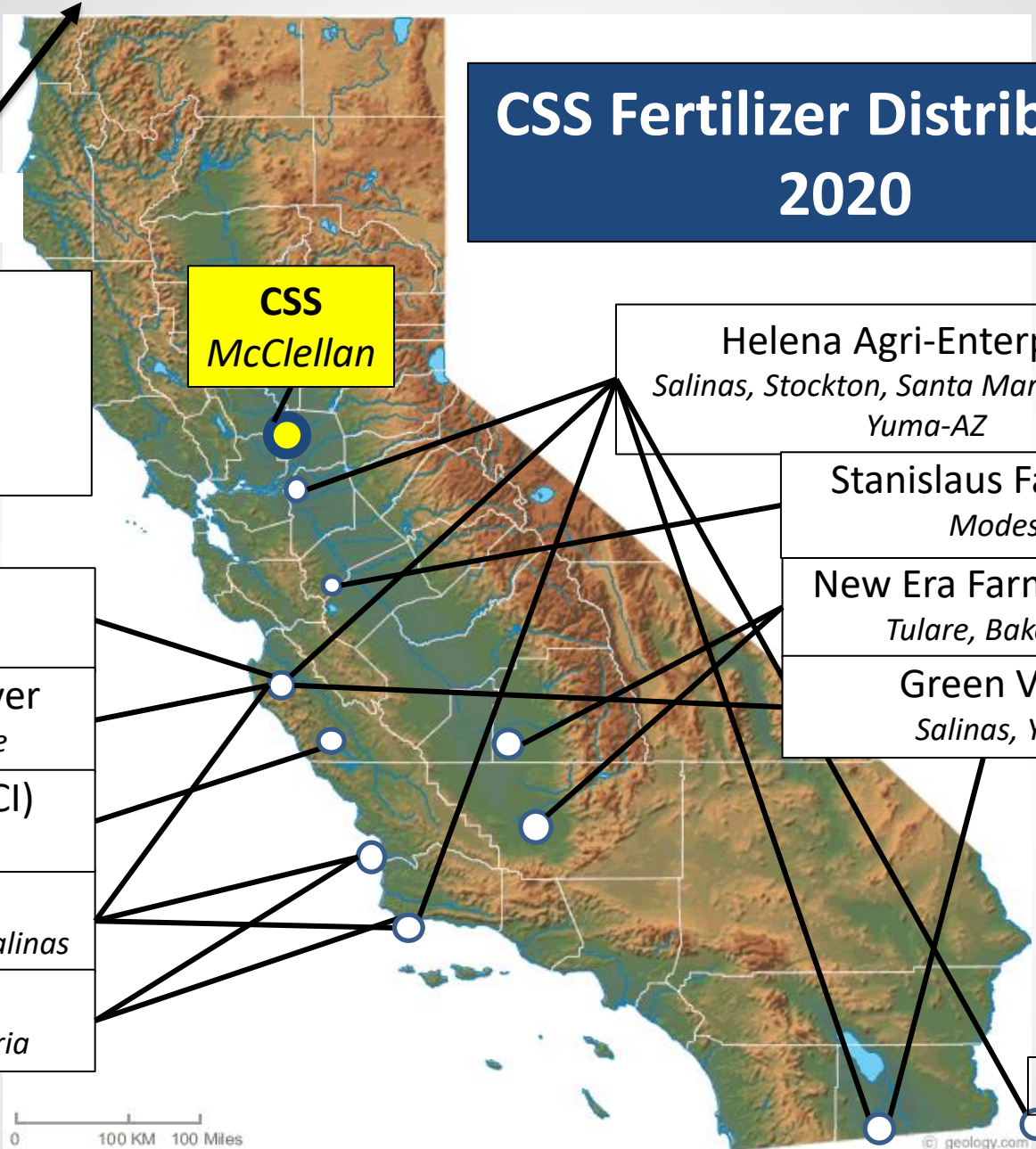
# CSS Has Successfully Built an Organic Fertilizer Business Over the Past 8 Years

- Today, CSS has a family of top performing H2H products
  - Strong performance in strawberries/raspberries/blueberries
  - Increasing volume in organic vegetables
  - Early adoption in table grapes and other conventional agriculture
- CSS is actively developing patentable new products
  - New organic fertilizer products
  - New organic bio-pesticides and bio-products
  - **New ingredient production for “Plant Based Pet Food”**

## Plant Based Pet Food is a Compelling Growth Opportunity



# CSS Fertilizer Distribution 2020



**Oregon**

- Helena Agri Ent.
- Wilbur-Ellis
- OVS

**CSS  
McClellan**

**Helena Agri-Enterprises**  
*Salinas, Stockton, Santa Maria, Imperial, Yuma-AZ*

**Stanislaus Farm Serv**  
*Modesto*

**Simplot**  
*Salinas, Kerman*

**New Era Farm Services**  
*Tulare, Bakersfield*

**Pacific Coast/Boyer**  
*Salinas, Watsonville*

**Green Valley**  
*Salinas, Yuma*

**Integrated (ICMCI)**  
*King City*

**AGRX**  
*Santa Maria, Oxnard, Salinas*

**USA Ag**  
*Camarillo, Santa Maria*

**Yuma, AZ**

0 100 KM 100 Miles

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# CSS Bio-Refinery Can Ferment More Efficient Bio-Products at a Lower Cost

- CSS has identified a patent pending Bio-Pesticide from a screen of the Pfaff Yeast Collection at UC Davis
- CSS has begun approaching appropriate strategic partners to collaborate on the production of Bio-Pesticides and Bio-Stimulants
- CSS can commercialize **lower cost** and **higher efficacy** bio-products using H2H



# H2H Improves Bio-Pesticides

Bio-Pesticide from Yeast:  
Efficacy Improved when Fermented in H2H

Fungal Pathogen [% Inhibition]	PDA Media		H2H/PDA Media	
	Path. Only	Path. with CSS-Yeast	Path. Only	Path. with CSS-Yeast
Macrophomina	Control	-20.0	6.7	-30.0
Fusarium (strawberry)	Control	-25.0	14.3	-48.9
Fusarium (lettuce)	Control	-12.5	45.8	-37.5
Botrytis cinerea	Control	-32.0	106.3	-33.3
Sclerotinia minor	Control	-19.2	337.5	-75.3
Sclerotinia sclerotiorum	Control	0.0	5.9	-65.8
Phytophthora	Control	-42.3	31.3	-83.7
Verticillium	Control	-25.0	0.0	-50.0

Average  
240% Efficacy  
Improvement

Red text – significant inhibition (-) (p<0.05)

Green text – significant increase (+) (p<0.05)



# CSS's Current Bio-Refinery Creates Compelling Opportunity in the \$96B Pet Food Business

## CSS Produced Palatant

- CSS's H2H drying process produces a highly palatable, highly valuable pet food natural flavoring ingredient called a Palatant
- CSS is actively pursuing strategic partners to explore Branded, "Plant-Based Pet Food" Products, which CSS can produce TODAY at its McClellan, CA plant



# CSS Has an Industry Leading Management Team



**Dan Morash, Founder & CEO**

- Founded California Safe Soil in 2011
- Former investment banker in energy and infrastructure, including the adaptive reuse of waste
- MBA from Tuck School at Dartmouth College & BA from Yale University



**Mark Lejeune, Chief Operating Officer**

- Operations manager at Synagro
- Operations manager at Bio-Gro, Inc.
- COO of Organic Recovery
- BS from the University of Louisiana, Lafayette



**Mark Bauer, Chief Marketing Officer**

- Equity sales and trading at Goldman Sachs and Merrill Lynch
- Traded and processed oilseeds for Cargill, Inc.
- MBA from Kellogg & BA from Northwestern University



**Steve Zicari, PhD, Chief Technical Officer**

- Seasoned engineer and researcher in organic waste and renewable energy industries
- Co-editor of Integrated Processing Technologies for Food and Agricultural By-Products Textbook
- MS and BS, Cornell University; PhD, UC Davis, Bio. and Ag. Eng.



**Lena Oselsky, Controller**

- Former Senior Accountant at Blue Diamond Growers
- CPA Candidate. BA from Fresno Pacific University, Fresno, CA.
- Active member of Global Shapers (of the World Economic Forum) and the Climate Reality Project



# CSS: Creating “Green Collar” U.S. Manufacturing Jobs



California Safe Soil

# CSS: Earning Sustainability Recognition



California Safe Soil

# \$19.8B Was Invested in Global Agri-FoodTech in 2019

## In the U.S., Ventures Focused on Sustainability Created Lucrative Investment Opportunities



Indigo Agriculture harnesses nature to help farmers sustainably feed the planet.

- Raised **\$809M**
- Rev. Est. **\$500M - \$1B**



Benson Hill empowers innovators through its crop design platform, CropOS, to create healthier, more sustainable food and ingredients.

- Raised **\$132.3M**
- Rev. Est. **\$1M - \$10M**



Wild Earth is a technology startup developing plant based pet food.

- Raised **\$12.29M**
- Rev. Est. **\$1M - \$10M**



Plenty develops plant sciences for crops to flourish in a pesticide- and GMO-free environment.

- Raised **\$226M**
- Rev. Est. **\$10M - \$50M**



Terramera provides intelligence developing safer, more effective plant-based replacements to synthetic chemical pesticides and fertilizers.

- Raised **\$82.8M**
- Rev. Est. **\$1M - \$10M**



Alpha Foods produces plant-based foods focused on taste, texture, and sustainability.

- Raised **\$35M**
- Rev. Est. **\$10M - \$50M**



# CSS is Raising \$30M+ to Catapult Revenues

- CSS's Bio-Refinery technology can produce low cost, high efficacy products at high volume
  - Proven, cutting-edge organic fertilizer production
  - Strategic expansion by partnering with large bio-product companies to produce branded products
  - Opportunity to produce Plant Based Pet Food ingredient in highly lucrative, rapidly growing Pet Food industry
- Investment for new CSS growth and expansion
  - Build out the CSS technology platform
  - Grow production capacity

## CSS Will Meaningfully Reduce Global Food Waste







*Bringing New Life to Old Food*



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