**Team**

**Emil Kaburuan**  
Founder & CEO  
Assistant professor at Bina Nusantara University  
- Actively doing research in IT for Environment

**Marlon Kamagi**  
Co-founder & COO  
A climate change activist since 2011.  
Established **more than ten waste banks** in North Celebes.  
- Climate Reality Leader @the Climate Reality Project  
- Vibrant Facilitator Club (Inspirit) and Global Alumni Network (AAI).

**Lindawati**  
Co-founder & CFO  
HOD Accounting and Finance - Bina Nusantara University,  
- Actively doing research focus on Accounting for Biodiversity, and Big data Analytics for Accounting

**Rio Marganda**  
Chief Information Officer  
Project & Product IT Evangelist since 2000  
Experienced Implementing Project IT under PMP, PCI DSS, ISO 27001, CEH, OWASP Compliances for Banking, Insurance and Ecommerce

**Jolene Chuah**  
Chief International Investors Relations  
- Past experience in Citibank with Product/ Project Management and Wealth Management

**Manila Kristin**  
CTO  
- Member of Indonesia disable right organization (OHANA).  
- Freelance in IT and digital design projects.

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**kompis™**
ORGANIZATION STRUCTURE

Founder/ CEO
Emil Kaburuan

CFO
Lindawati

COO
Marlon Kamagi

CIO
Rio Marganda

CTO
Manila Kristin

Admin & Finance (2)

Medical Waste (3)

IT Developers (12)

Black Soldier Fly Project (4)

Chief International Investor Relations
Jolene Chuah
Scalable Environmental Sustainability
Growing awareness in the environment among users and clients in both Waste Bank App and Black Soldier Fly Tech;

First in Various Methods of Conversion of Rewards for Trash
First in the market to offer Physical Gold, Cash, or credit into e-Wallet for Trash

Big Data & Revenue
2000 existing users and growing
Cash Flow Positive and growing recurring revenues
Potential of harnessing 60% of Indonesia’s rural population of 268 million with no banking relationships

Huge Contribution to the Ecosystem's Sustainability
High Quality Recyclable Raw Materials
Utilize Organic Food Waste

OUR MVP

TO DRIVE ENVIRONMENTAL SUSTAINABILITY;
We offer integrated and creative disruptive solutions in the Waste Management and Black Soldier Fly Technologies.
Organic Waste (Biomass) is being decomposed by BSF Tech (Decomposition)

**WASTE MANAGEMENT TECH**

**USER APPS:** (Nasabah)

**WASTE BANK APPS:** (Bank Sampah)

**BUYER APPS:** (Pengepul)

**BYPRODUCTS:**
- Animal Feed
- Aquaculture
- Poultry
- Fertilizer

**BLACK SOLDIER FLY TECH (BSF)**
OUR FOOTPRINTS

KOMPIS HQ

25 Hospitals under management

15 waste banks collaborations

3 offices across Indonesia
Total Addressable Market (TAM) 268 million
Served Available Market (SAM) 150 million
Target Market (TM) 1 million

Population in Indonesia
Population in the city area
Waste Bank users
OUR SOLUTIONS

The Waste Bank Technology offers a disruptive user-friendly interface solution to the waste problems in Indonesia.

The **USER** can be Individual or Corporate

**WASTE BANK**

Management offers web-based software and mobile application

The **BUYER** consists of Individuals, Recycling Companies and Corporate
THE FLOW OF THE WASTE BANK BUSINESS

**Customer**
- Users of Nasabah App
- Deposit waste, waste being weighed and valued
- Receives rewards in the form of Cash/Physical Gold/Credits in eWallet in monthly cycle (T&C applies)

**Waste Bank**
- Bank Sampah App
- A centre that receives and manages the waste
- Communicates and sells waste to Buyers

**Buyer**
- Users of Pengepul App
- Buys only quality waste at optimum pricing, cutting off middlemen

Deposit Waste Earns GOLD
Also known as the ‘Maggot Farm’

BLACK SOLDIER FLY TECH PROCESS: VARIOUS BYPRODUCTS

Decomposition Process

ORGANIC WASTE

BIO-CONVERSION MODUL

BLACK SOLDIER FLIES - MAGGOTS LARVA 6-9 DAYS OLD

BYPRODUCTS

PREPUPA

DRIED LARVA

FRESH LARVA

COMPOST
What Are We Doing At Kompis?

Waste Bank Management

We manage 420 tons of recycling waste yearly in 15 waste banks.

Hospital Waste Management

We manage 150 tons of recycling medical waste yearly from 25 Hospitals.

Ongoing Projects

We have 9 ongoing SMART BIN projects with ReJuve in their outlets across Indonesia.

We’ve built an eco-system to REDUCE WASTE up to 80% (60% food waste and 20% recyclable)

Complete Ecosystem
Present Black Soldier Farm Technologies (BSF)

Competitive Service

» **One BSF Farm** processes **400kg biowaste** per day in KOMPIS

- **100kg fresh maggot** are produced per day from the biowaste
- Kompis’s Maggots are of **High Protein level in excess of 40%**.
- **25kg dried larvae are produced** per day from the fresh maggot production
- Buyers include Local Poultry Farms; Aquaculture Farms; Other Animal Farms.
<table>
<thead>
<tr>
<th></th>
<th>Kompis</th>
<th>OBABAS</th>
<th>MALL SAMPAH</th>
<th>MySMASH</th>
<th>Mountrash</th>
<th>PlasticBank</th>
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<tbody>
<tr>
<td>USER Mobile Application</td>
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<tr>
<td>WASTE BANK TECH Mobile Application</td>
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<td>BUYER Mobile Application</td>
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<td>Cash-Out</td>
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<td>E-Wallet Offering</td>
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<td>Physical Gold Offering</td>
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<tr>
<td>Organic Waste Deposit</td>
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<td>✔️</td>
</tr>
<tr>
<td>Black Soldier Fly Tech</td>
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</tbody>
</table>
## Growth Strategy

How will we scale in the future

<table>
<thead>
<tr>
<th>Q4 2020</th>
<th>1H 2021</th>
<th>2H 2021</th>
<th>1H 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>• 5 new Hospitals to be managed</td>
<td>• Optimization of all apps to be able to increase more users bandwidth</td>
<td>• Launch e-money</td>
<td>• 50 new villages with Waste Bank</td>
</tr>
<tr>
<td>• 5 new waste bank to collaborate</td>
<td>• To launch 1 waste bank in each village</td>
<td>• 30 new villages with Waste Bank</td>
<td>• 50 new Hospitals to be managed</td>
</tr>
<tr>
<td>• 1 additional new BSF Farm</td>
<td>• 20 new Hospitals to be managed</td>
<td>• 30 New Hospitals to be managed</td>
<td>• 100 New Waste Bank collaboration</td>
</tr>
<tr>
<td></td>
<td>• 60 new Waste Bank collaborations</td>
<td>• 110 New Waste Bank collaborations</td>
<td>• 50 Waste Banks to build Maggot Farm</td>
</tr>
<tr>
<td></td>
<td>• 15 Waste Bank to build Maggot Farm</td>
<td>• 35 Waste Banks to build Maggot Farm</td>
<td>• 1 additional new BSF Farm</td>
</tr>
</tbody>
</table>
COVID-19 Contingency Impacts

**Waste Management Project**
- Local community tricycle waste pick-up collection is scheduled once a week in each village
- Domestic waste in household has increased; hence more waste management transaction between the user and the waste bank
- IT developers and team are working from home
- More home-makers are able to deposit waste as a side source of income for the family and the women folks

**Black Soldier Farm Project**
- Limiting the numbers of people working in the farm to 4 people
- More domestic food waste, may equal to higher production
- Demand for the byproducts of BSF Tech is increasing due to its organic characteristics where there are no antibiotics or chemicals or anti pollutants.
- With the increase in demand, production is looking to increase, hence more job opportunities
THE JOURNEY OF KOMPIS

Q4 2018
Started idea and design on mobile applications

February 2019
Established 3 waste banks supported by PLN Peduli

Q2 2019
Established partnership with ReJuve for Smart Bin project and waste bank support by Pegadaian in Manado

March 2019
Company founded; initial team formed

Q3-Q4 2019
Established 5 waste banks with Sampoerna
Established partnership with Australia consulate in Makassar for waste management project in Likupang
Hosted a seminar for hospital waste recycling in Banten

January 2020
Established an IT development office in Yogyakarta

Q2 2020
Joined RISE
Hosted Webinar on recycling medical waste

February 2020
Started a Black Soldier Fly Farm with ReJuve support

Aug 2020
Established Partnership with Klungkung and Karangasem in Bali for Waste Bank

July 2020
Launch of Maggot Products

September 2020
Received grant from Ministry of Education & Culture to kick-start the project in village integrated waste management
VIDEO LINKS

- https://youtu.be/GAyyHYe4X78
- https://kompiscreative.tech/
THANK YOU

Contact Us
jolene@kompiscreative.tech
Website:
https://kompiscreative.tech/