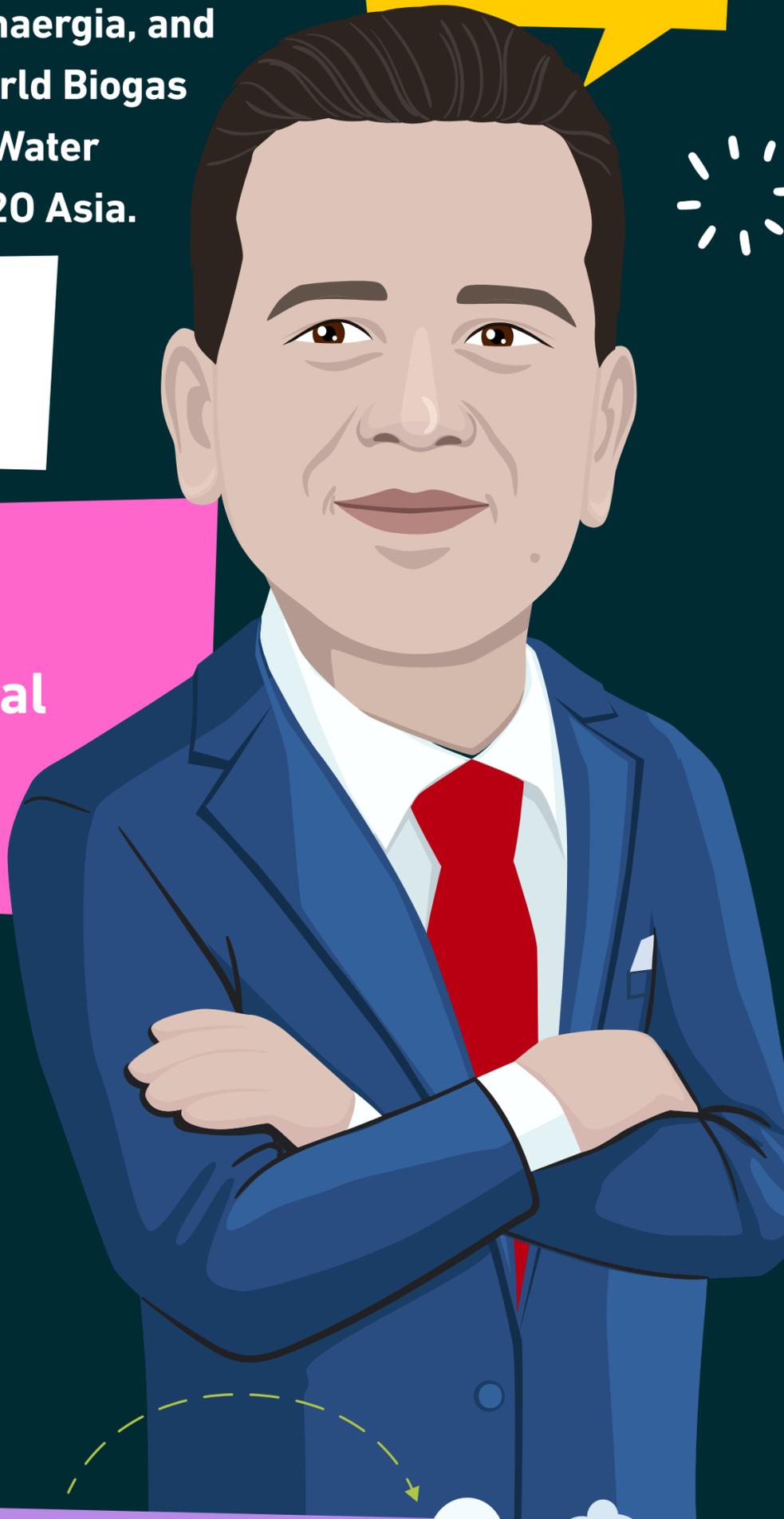


# Kunal Shah

is Chief Growth Officer at Anaergia, and a council member of the World Biogas Association, the Singapore Water Association, and Imagine H2O Asia.



(DON'T!)  
**WASTE WATER**



We're currently leveraging 3% of our Wastewater's potential to decarbonize the World.

And these 97% missed opportunities are nothing prospective or science-fiction: they could be reaped today, and at scale!

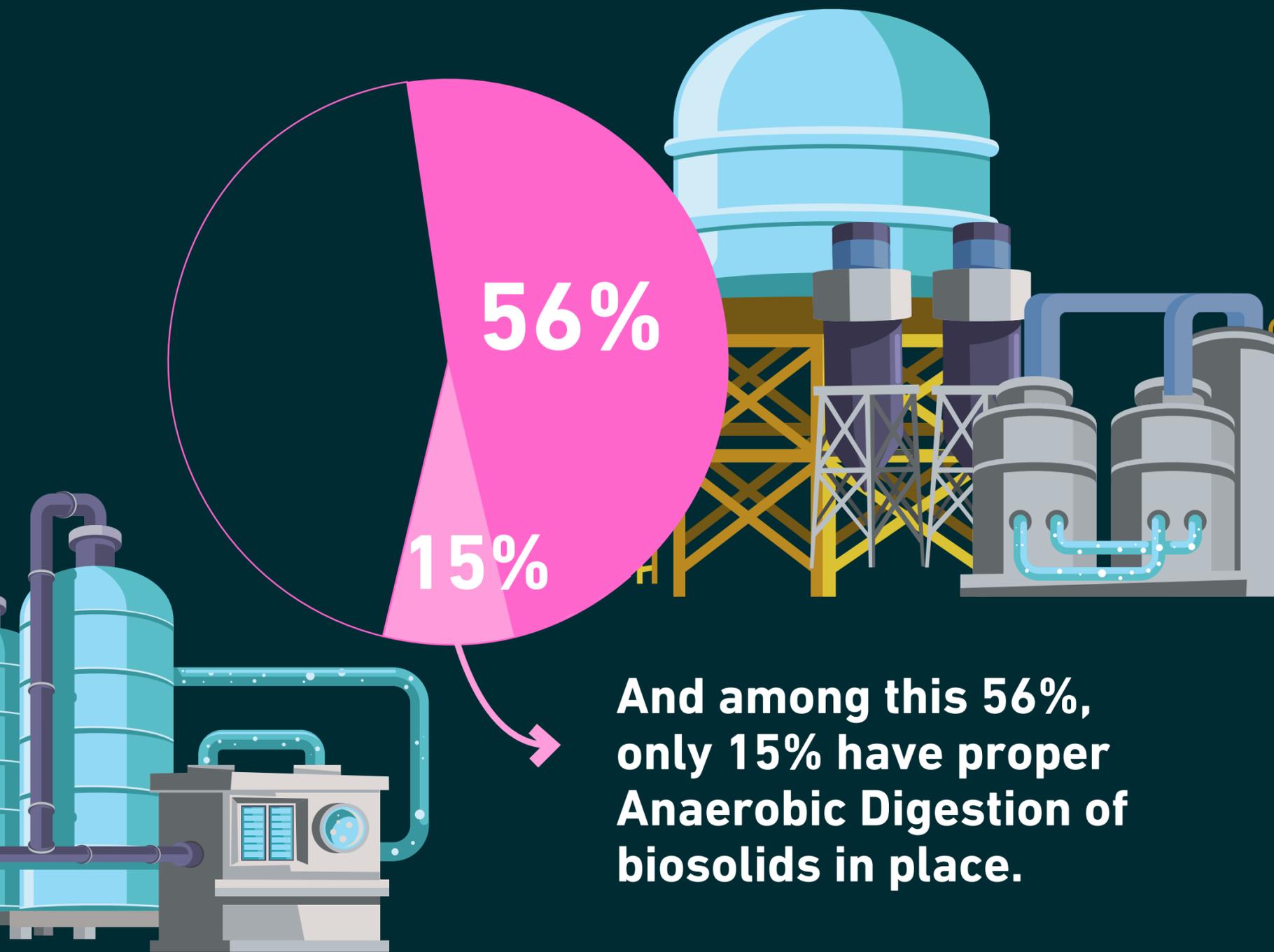


In the wastewater sector, we have a low-hanging fruit: **Biomethane**. It's proven, reliable, readily tappable, and unlike Hydrogen needs no change in existing gas infrastructure - it is a drop in carbon-negative fuel!

Here's my calculation.

About 56% of Wastewater is treated today worldwide.

(DON'T!)  
**WASTE WATER**



But to get to my 3%, we're still missing one thing:

That one thing is... more waste! Our existing wastewater plants can be leveraged to produce **MORE** renewable energy by Co-digesting the organic fraction from Municipal solid waste and other organic waste streams.



(DON'T!)

**WASTE  
WATER**

Indeed, for too long, a city's waste and water divisions have been co-existing without much interaction.

Yet, tapping into this organic fraction locked in the city's waste could unveil a whole new range of opportunities!

Technologies exist: our OREX process can extract organics from mixed waste, and our Omnivore high-solids Anaerobic digestion technology can **triple** the capacity of an existing digester in the same tank volume to enable co-digestion!

Sure, it requires rethinking some regulations, and a full suite of Technologies that, by the way, Anaergia has developed and implemented at scale over the last decade to serve its Chairman's vision.

(Remember how Andrew Benedek abandoned a remarkably comfortable retirement to address Climate Change? If not, check Season 5, Episode 12!)

**But it enables a paradigm shift:**

The Wastewater treatment plant becomes a net energy exporter and a hub for resource recovery for the city's organic waste.





(DON'T!)  
**WASTE  
WATER**

Resource recovery already was the new normal? Co-digestion will cement it! And as wastewater treatment plants already exist, it directly solves for the “NIMBY” (not in my backyard) objection.

**It avoids sending valuable matter to landfills or incinerators, and above all, it might rewrite our energy resiliency, enhance revenues, and reduce disposal costs for utilities.**

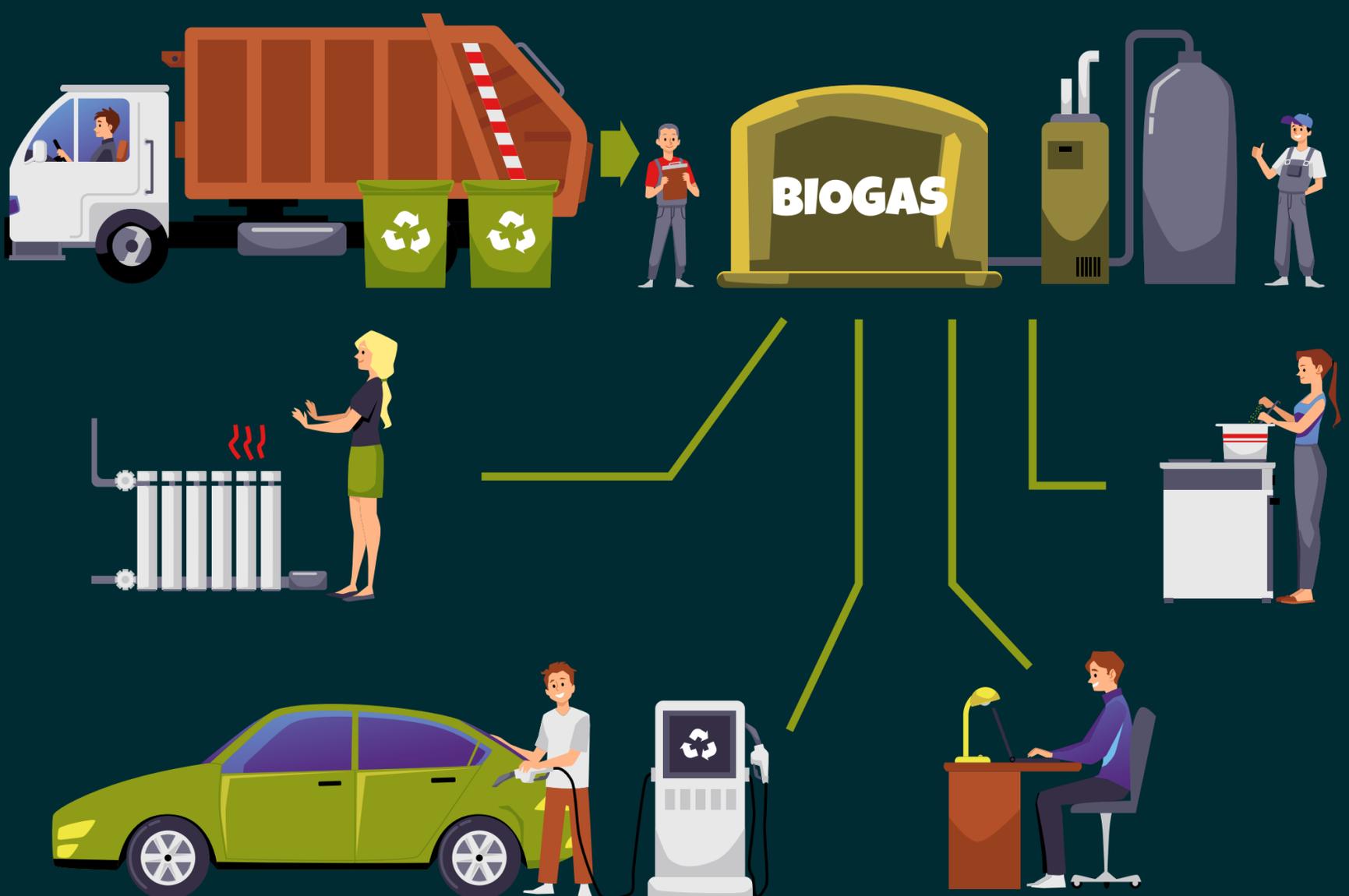


The Wastewater plant can still run even if the grid is down during natural catastrophes.

The wastewater facility of the future is where every liquid molecule is recycled; every solid molecule is converted into sustainable fuel and fertilizer – nothing goes **wasted!**



Sure, we're starting from almost nothing today, as the biomethane we currently produce covers less than 0.2% of the World's gas needs.



But still, it contributes to the bigger picture, like a hummingbird (on steroids - thanks to Anaergia's innovative business models)

This is actually the result of a deliberate and intentional process:

(DON'T!)  
**WASTE WATER,**

Walking the talk - Every management meeting and town hall at Anaergia has a discussion around climate change. Every session involves a brainstorming on ways to accelerate decarbonization!



**And you know what? That best practice is probably very easy to steal and replicate. When do you start?**

### **We also covered:**

- The three sources of waste Anaergia leverages to feed its renewable natural gas supply chain
- The potential and limitations of all the current fads around new gas and energy sources
- The scale at which a biogas project becomes viable and the secrets to fast-track payback times
- How breaking a Chinese wall inside a utility family actually changes the name of the game
- How the north star of utility decision makers is evolving and how resilience trumps all other KPIs
- How some still pursue fluffy targets while forward-looking utilities have clear marks with year-by-year rollouts
- How challenging it is to lead complex project sales in the Water Industry as a young professional
- How much of a game-changer it was for Anaergia to walk the talk and finance its own endeavors from Day One
- The three bottlenecks of Anaergia's growth (that don't include the usual suspects)
- How Anaergia intends to become the "Tesla of Renewable Natural Gas" and how they execute that vision
- How the Water Industry is a living MBA for young water professionals, how they are desperately needed, and how they can get support
- The meaning of "Anaergia," the common pitfalls of water entrepreneurship, resource recovery, Anaergia's Ideal Customer Profile, Developing projects, Having skin in the game, Becoming a management partner for your customers... and so much more!

**Don't miss a single bite: head over to [dww.show!](http://dww.show!)**