

Kunal Shah

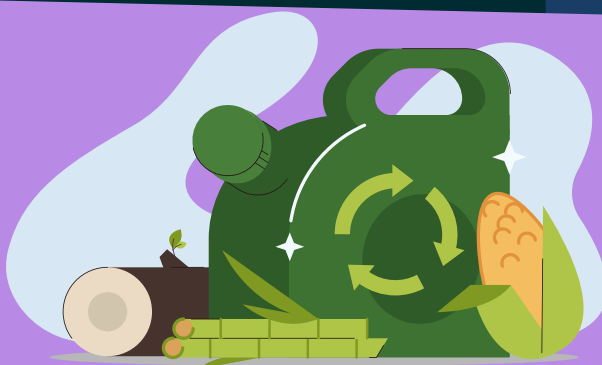
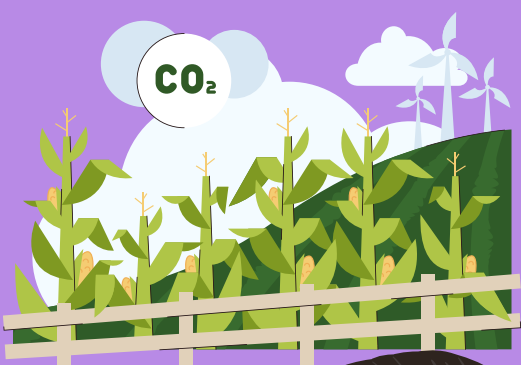
is Chief Growth Officer at Anaergia, and a council member of the World Biogas Association, the Singapore Water Association, and Imagine H2O Asia.



(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!

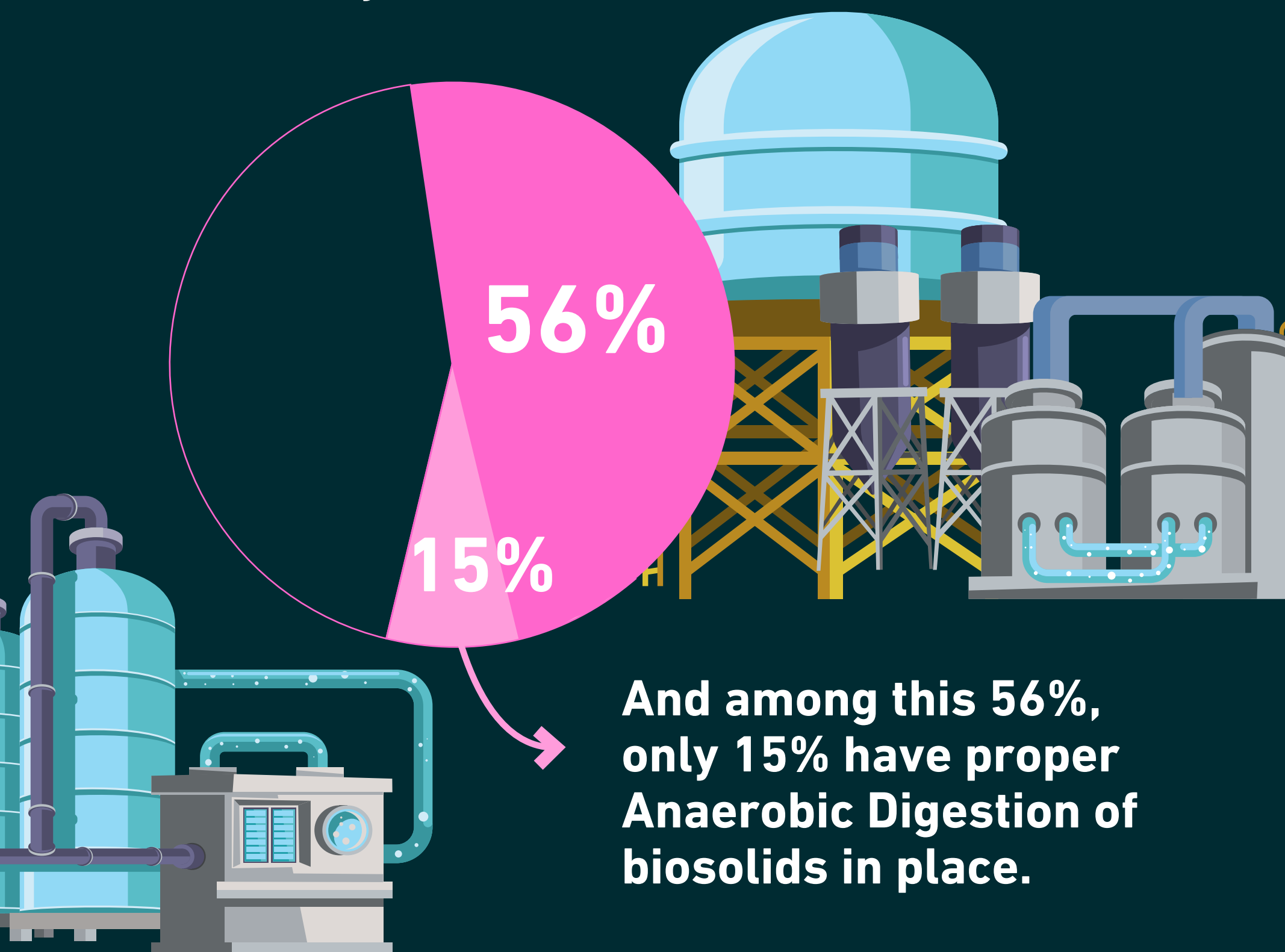


In the wastewater sector, we have a low-hanging fruit: **Biomethane**. It's proven, reliable, readily tappable, and unlike Hydrogen needs no change in existing gas infrastructure - it is a drop in carbon-negative fuel!

Here's my calculation.

About 56% of Wastewater is treated today worldwide.

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And among this 56%, only 15% have proper **Anaerobic Digestion of biosolids** in place.

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.

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

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

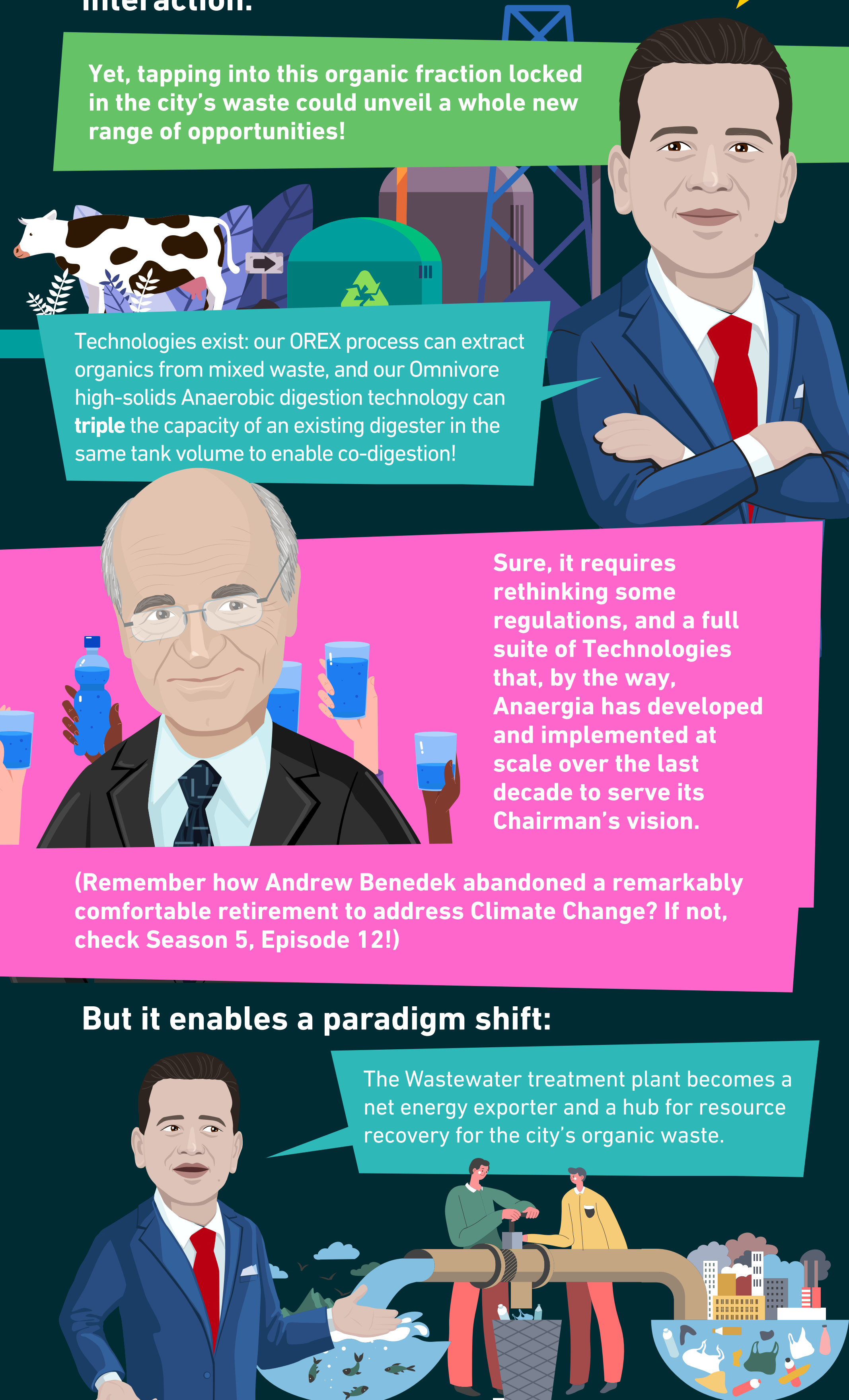
Technologies exist: our OREX process can extract organics from mixed waste, and our Omnivore high-solids Anaerobic digestion technology can **triple** the capacity of an existing digester in the same tank volume to enable co-digestion!

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.






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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.

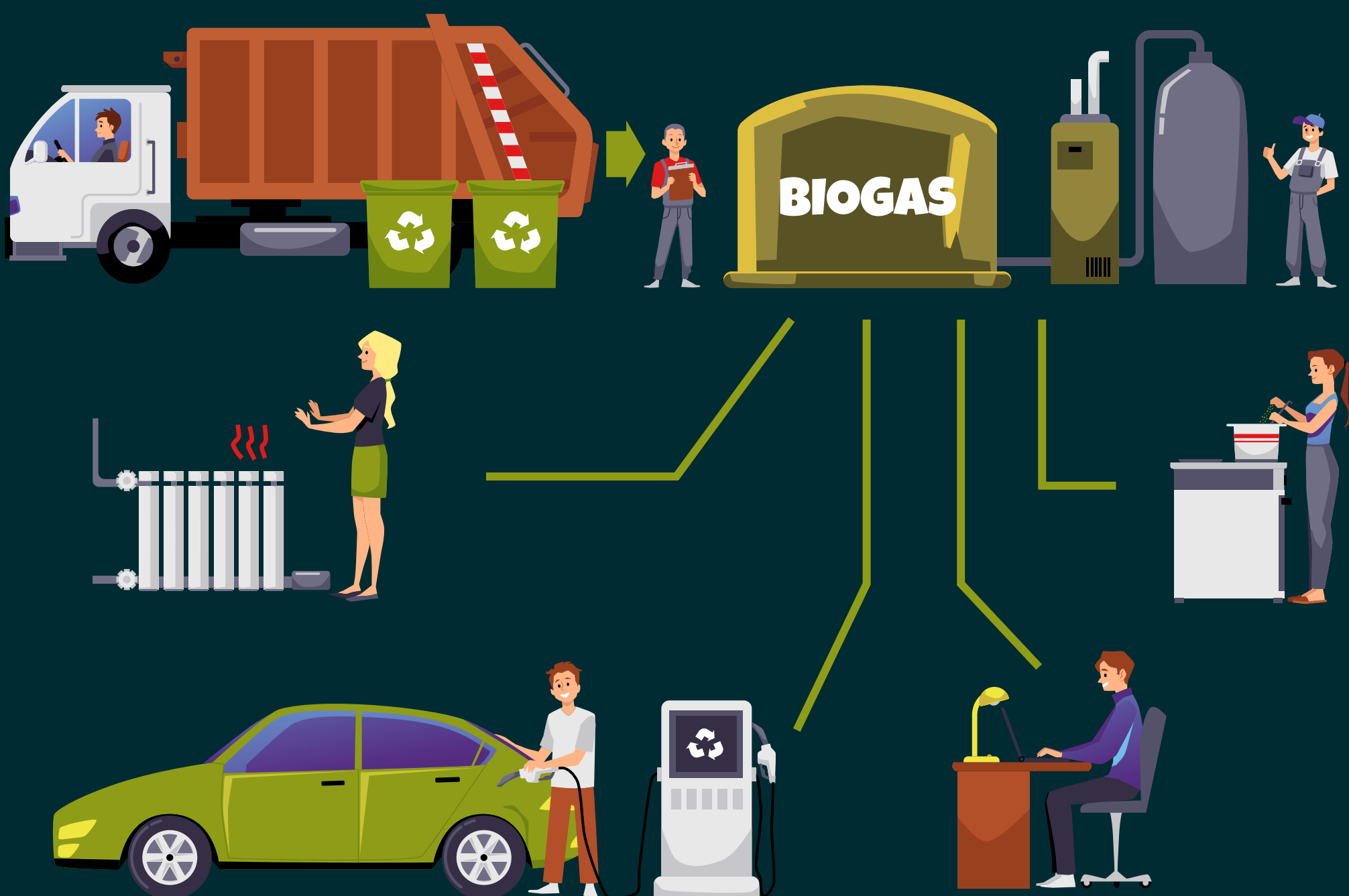


The Wastewater plant can still run even if the grid is down during natural catastrophes.

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:

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!

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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!