


TRASHLESS



We help prevent waste

*Humanity puts out a lot of waste.
It doesn't need to.*

trashless.com



PROBLEMS

FOR THE PLANET

Everyday single-use waste is a major cause of CO2 emissions & environmental degradation

FOR CITIES

Unmet sustainability goals, overloaded waste collection infrastructure

FOR BUSINESSES

Bearing the cost & blame for wasteful packaging, with no easy, end-to-end, cheaper alternative

FOR CONSUMERS

Low-waste options are few, pricey, inconvenient, clumsy, and low-tech

Large problems representing a massive dormant market

SOLUTIONS

Technology-driven networks and infrastructure that help prevent waste

Enabling consumers, businesses, institutions & governments to **measurably** reduce the amount of waste created.



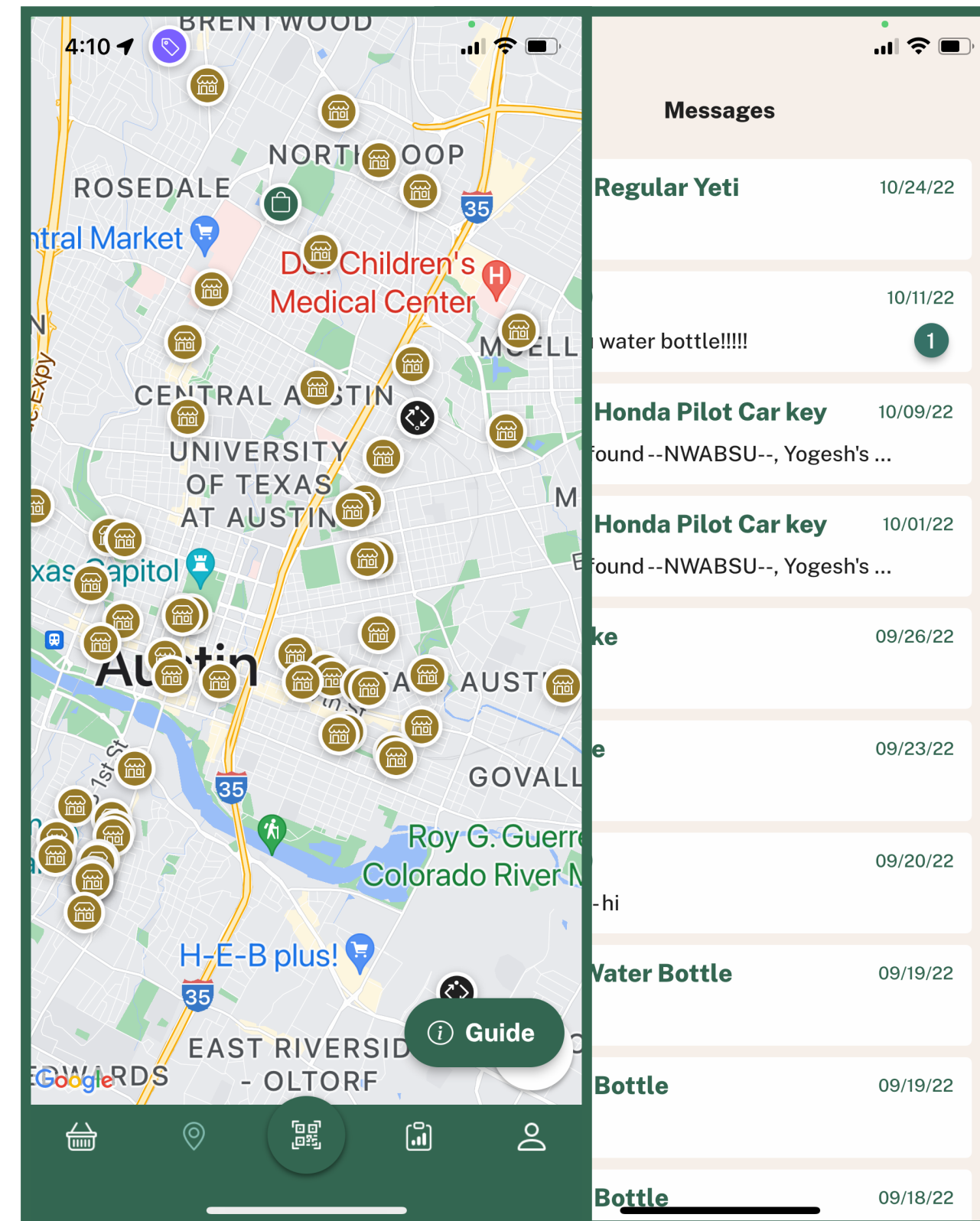
The result: Environmental sustainability, cost savings, greater convenience and healthier lives.

TECHNOLOGY

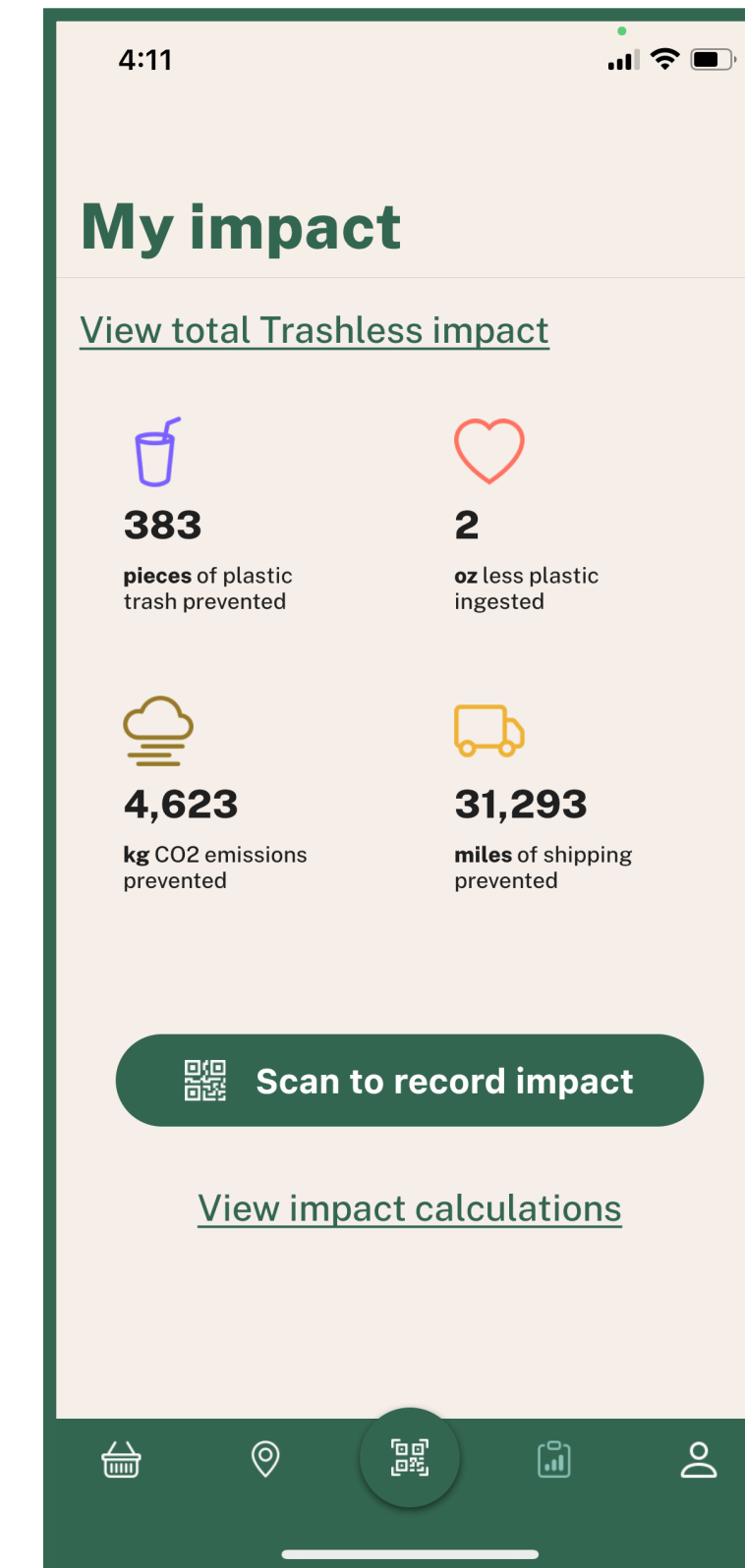
Real-time technologies that delightfully bring together environmental sustainability and digital experiences



Dynamic tracking



Communities



Impact measurement

DISTRIBUTION

Besides selling directly to consumers and businesses, Trashless is partnering with several large national and international players to bring Trashless products and services to the mainstream

Partner type	Scope	Opportunity	Momentum
Convenience Stores	<ul style="list-style-type: none">- Reusable cups network participation- Zero-waste & local products on shelves	<ul style="list-style-type: none">- >2B disposable cups/year- \$750M annual market	<ul style="list-style-type: none">- In conversation with major c-store chains.- Pilots in several independent c-stores in Austin
Coffee shop distributors	<ul style="list-style-type: none">- Reusable cups network across their client base- Dairy and plant-based milks	<ul style="list-style-type: none">- >2B disposable cups/year -> \$750M annual market- >75M Tetrapaks disposed annually	<ul style="list-style-type: none">- In conversation with national distributors for rolling out in major markets
Large venues	<ul style="list-style-type: none">- Reusable cups replacing single use	<ul style="list-style-type: none">- >1B disposable cups/year- High visibility	<ul style="list-style-type: none">- In conversation with several professional sports teams
Grocery stores	<ul style="list-style-type: none">- Replace single-use food ware with reusable containers	<ul style="list-style-type: none">- Billions of disposable food containers to be replaced with reusables	<ul style="list-style-type: none">- Pilots with local meal prep companies in Austin- In conversation with major retailers

WHY NOW

Climate change awareness: **critical mass**

Motivation to act across the spectrum: **getting stronger**

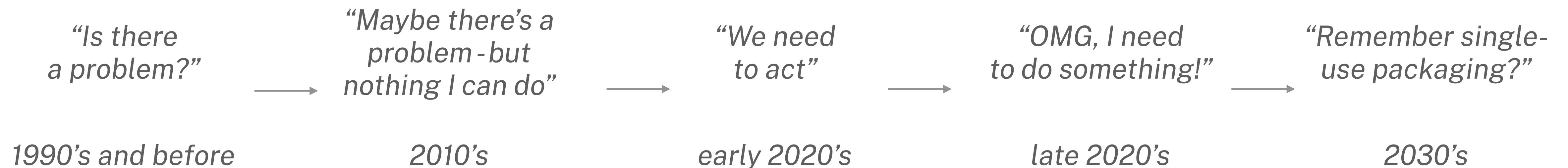
Massive future market: **waiting to be activated**

Degree of execution difficulty: **high**

Multiple domains, entrenched habits & powerful incumbents

Company best positioned to capture value: **Trashless**

Experience, team, technology, business models, relationships



COMPETITION

Small startups addressing specific segments of the market:

Grocery

Well funded: Loop, The Rounds

Several small, local Mom & Pop type companies

Poor network effects, weak technology. Can be rolled up to create scale quickly

Cups

Turn Systems, rCup and other small operators

Weak business models, poor/no technology, unscalable operational model

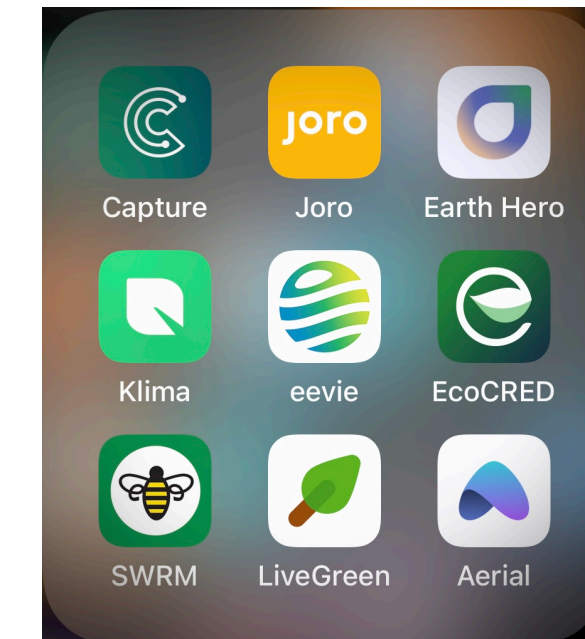
Takeout

Dispatch Goods

Deliver Zero

Poor technology, inconvenient, unfriendly business models, no network effects

Digital



Niche enthusiast type products, unhinged from the real world

TRASHLESS

End to end, network approach, strong technology, lean model, major distribution channels

The real competition: Established habits, incumbent players, existing infrastructure.

BUSINESS MODEL

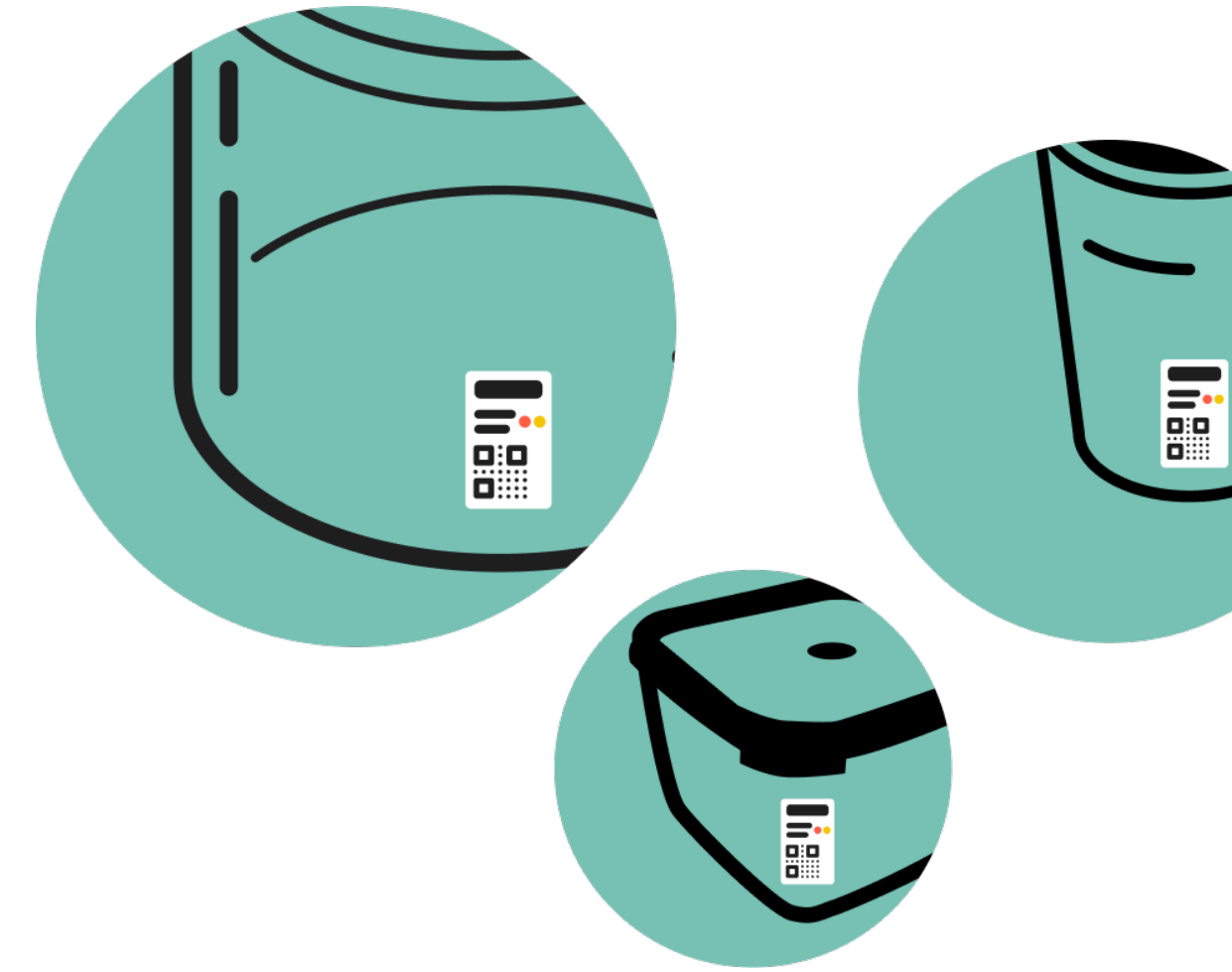
High margin, financially sustainable commerce, logistics, and experiences

Product/Service	Gross margin
Takebacks Cups	60%
Trashless Groceries	20-80%
Lost & Found Tags	80%



TEAM

Driven, ready to expand, and hungry to reduce waste and climate change



Yogesh Sharma
Co-founder & CEO

Joe McDermott
Director, Operations

Ashok Srinivas
CTO

Rachel Koper
Operations Manager

Ved Prakash
VP, Engineering

Srinivas SR
Director, Product (Tech)

Robert Boler
Experience Design

Sameer Panje
Director, Support

U.S.

India

TRASHLESS



We help prevent waste

Trashless is building the technology, network and services to eliminate over **25 billion** pieces of single-use packaging waste per year in the US, resulting in **15 billion lbs** of CO2 emissions reduction, representing a **\$25 billion** per year market opportunity.

Join us by investing in a Trashless future.

trashless.com