

# Blueotter

2023





# BLUEOTTER GROWTH THROUGH M&A AND ORGANIC GROWTH

2016



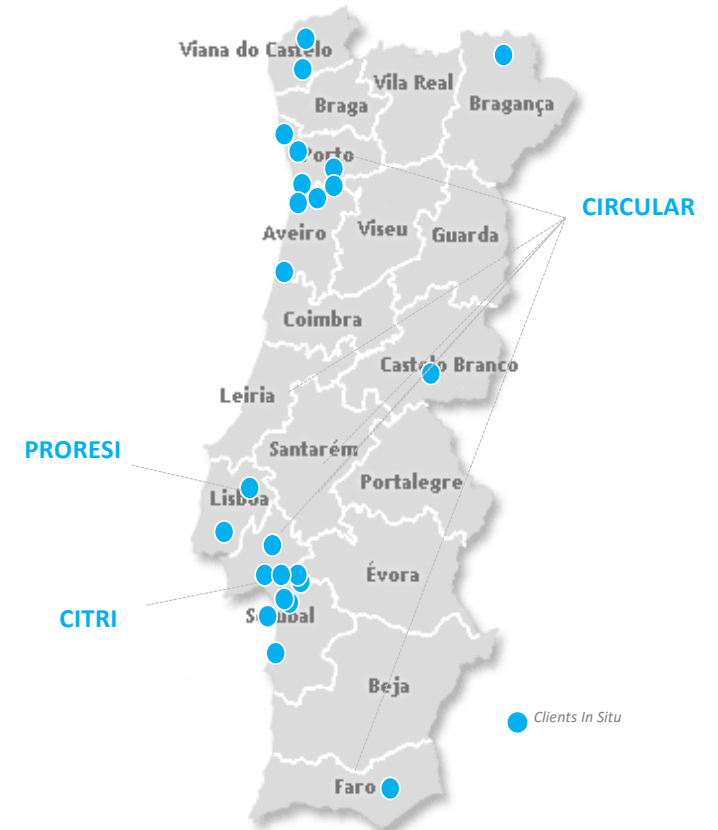
Acquisition of a 1st Landfill

2017-2018



Acquisition of a 2nd Landfill

2018-2019



Acquisition of the leader Recycling Company



# BLUEOTTER GEOGRAPHIC COVERAGE

## TREATMENT UNITS



Sorting



Landfill



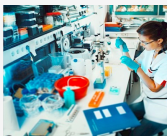
Organic



Laboratory



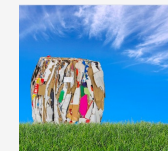
Innovation



## LOGISTIC & MAINTENANCE



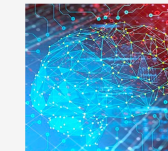
## SORTING & RECYCLING



## RENEWABLE



## INNOVATION





# CLIENTS

Sonae

DIA

pingo doce  
tudo bem pingo doce

ZNZA  
Aeroportos  
de Portugal



sumol+compal



ÁGUAS do  
TEJO ATLÂNTICO  
Grupo Águas de Portugal



SINAL MAIS

GRUPO  
VISABEIRA



General Cable

THE  
NAVIGATOR  
COMPANY

OLIVEIRA



DS  
Smith

MALTA  
Glass Recycling Portugal, Lda.

Stericycle

blue & green  
Vitalara  
THALASSA RESORT

Vila Galé  
HOTÉIS

PESTANA  
HOTEL GROUP

EPIC SANA

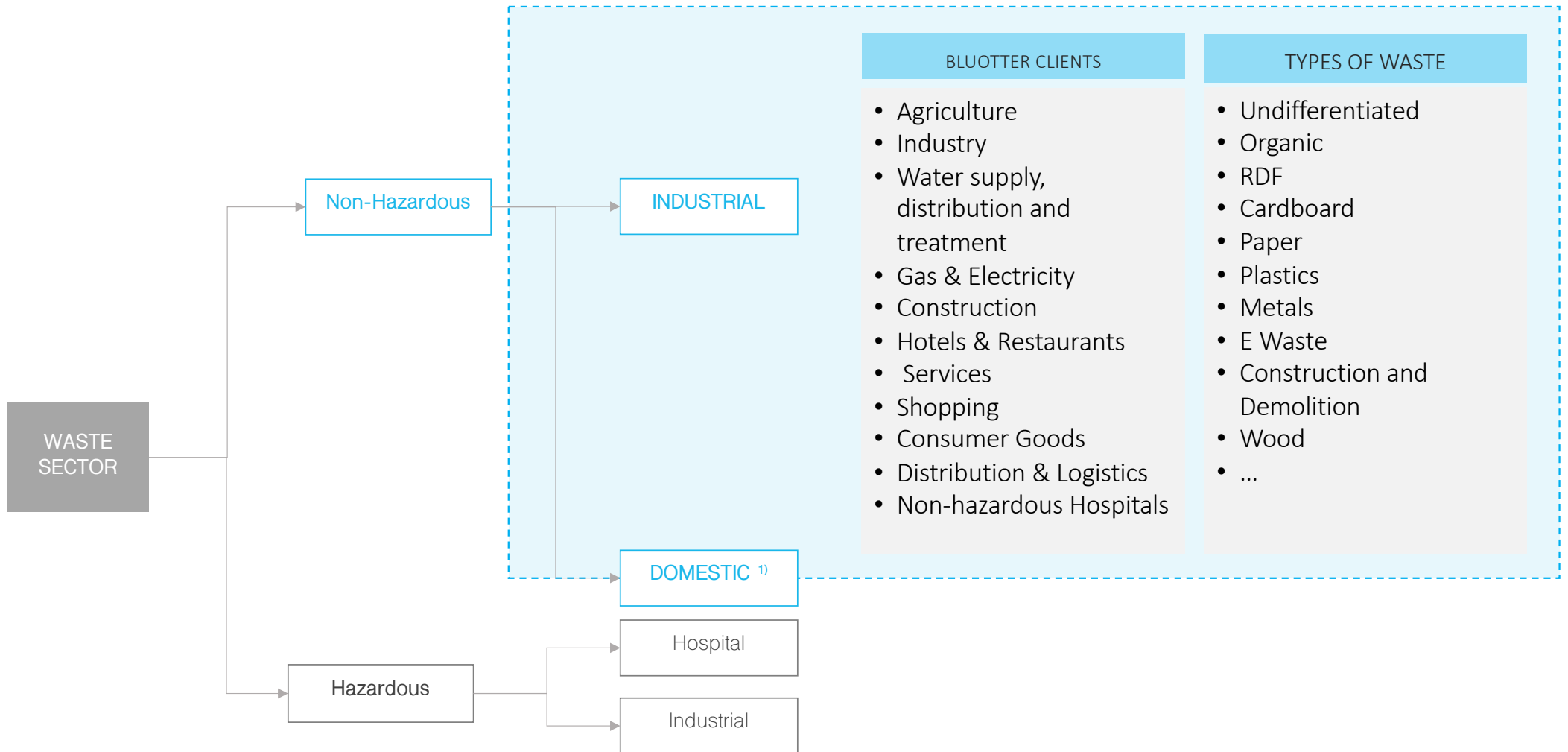
PINE CLIFFS RESORT  
ALGARVE

NAU  
HOTELS & RESORTS

SOLVERDE  
CASINOS · HOTÉIS



# BLUEOTTER IS A INDUSTRIAL NON-HAZARDOUS PLAYER

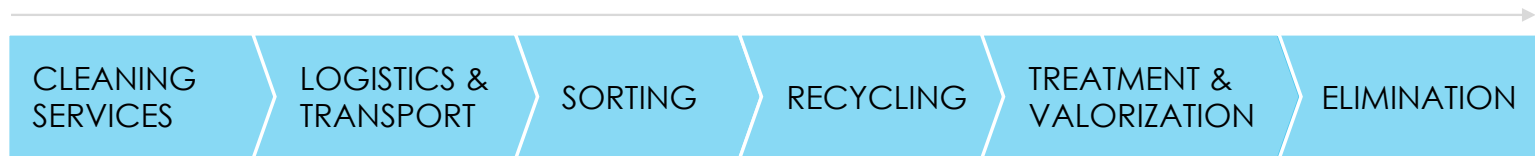


1) Blueotter's activity in Municipal Waste focuses only on the collection and transport



# BLUEOTTER VALUE CHAIN & SERVICES

Blueotter in the Value chain



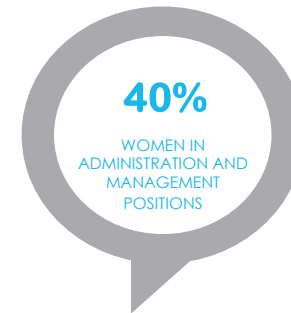
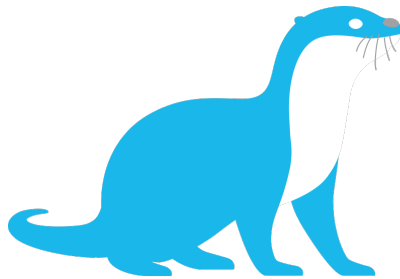
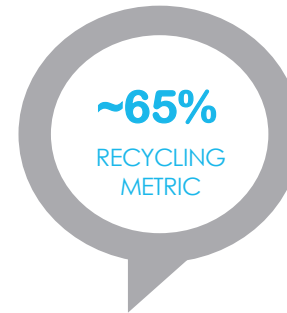
- Global Waste Management
- Collection
- Sorting
- Recycling
- Valorization
- Treatment
- Disposal
- Renewable Energies
- Research and Development
- Laboratory Analysis
- Urban Public Services
- Sanitation, Hydro cleaning, and Industrial Cleaning
- CODIV19 Disinfection





# BLUEOTTER IN BIG NUMBERS 2022

---

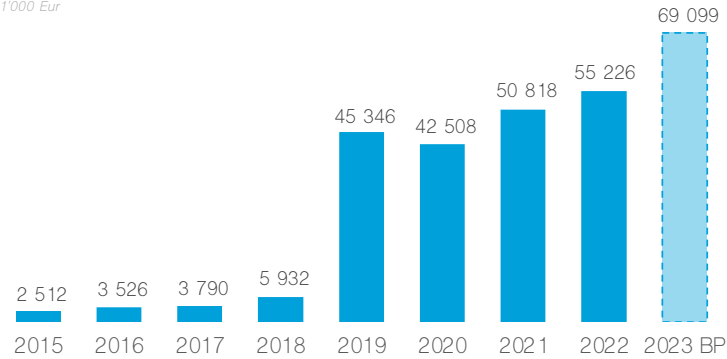




# BLUEOTTER IS A GROWING COMPANY

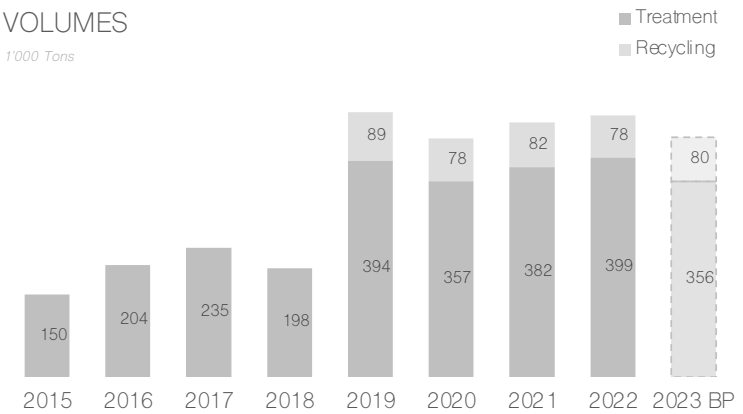
## REVENUES

1'000 Eur



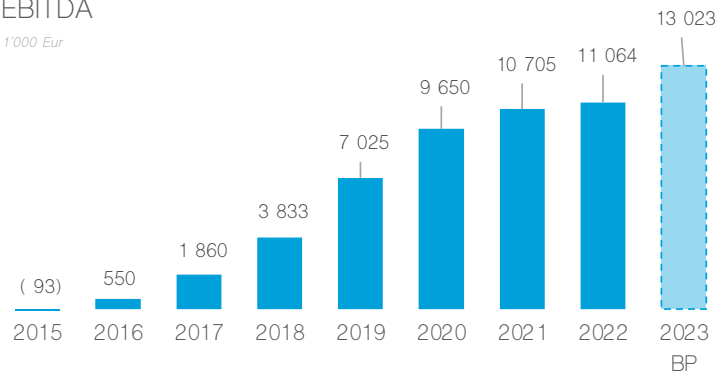
## VOLUMES

1'000 Tons



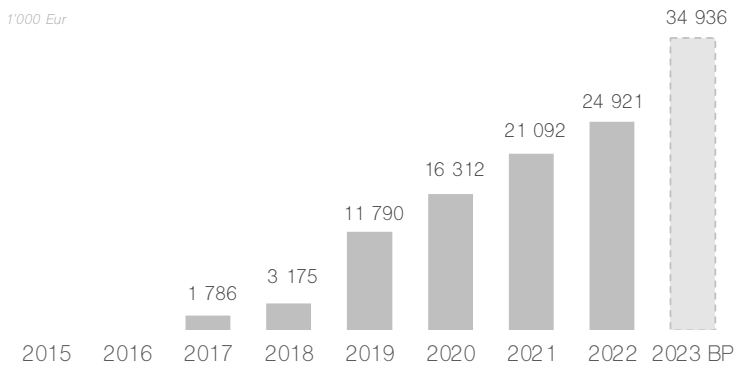
## EBITDA

1'000 Eur



## Accumulated CAPEX

1'000 Eur







## Recurrent & Separated Waste

- Being well addressed

## Mixed-up Waste

- Waste is eliminated
- We don't know the waste

## Non-Recurrent Waste

- Waste without scale
- Solutions are not implemented
- Waste is eliminated

## Speed

- Waste is eliminated

## “New World”

- Bring solutions and new products
- But also more complexity and new challenges

We need real time data  
&  
Share information



## STRONG ENVIRONMENTAL AND SUSTAINABLE IMPACT FROM CURRENT INVESTMENTS

---

### Sustainability Impact of Ongoing Developments

- ✓ Reduction of **landfill deposited volume by 65%**
- ✓ Pre-treatment of 100% of waste by mechanical treatment
- ✓ 100% diversion of organic matter from landfill
- ✓ Increase recycling rate from 65% to 90%
- ✓ Increase in plastic valorization and drastic reduction in landfill disposal
- ✓ Increased organic valorization
- ✓ Development of new recycling solutions
- ✓ Valorization of biogas and bioproducts
- ✓ Energetic use of waste
- ✓ Reduction of emissions
- ✓ Digitization and creation of digital knowledge about waste
- ✓ Increasing Compliance and Ensuring Circularity



# MAIN DEVELOPMENT BUSINESS LINES

1

## Data Project

Classification of Waste through Photograph, Sensors, Lab Analysis or other in real time

### Organize data by

- Specific type of waste
- Recycling and Treatment Tracking
- Non-Recyclable Material
- ...

2

## Sorting Project

Separate Transport & Collection

Pre-Mechanical Treatment

Digital Tracking of All Sorting & Recycling Activity

3

## New Units & Technologies

Organic Treatment

Plastic Treatment

RDF Treatment

Waste to Energy

## 1. Acquiring Waste Treatment Technologies

- Organic, RDF, Plastic, Biogas, Waste to Energy

## 2. Acquiring or Partner IT & AI Technologies to accelerate

- Photo, Sensors for classification of waste
- Waste tracking technologies

## 3. Invest in innovative projects

- Use Blueotter as a Laboratory for innovation, new technologies and start-ups
- by investing capital
- by providing access to Blueotter activity (logistics, waste, clientes, plants, landfill etc)
- by providing office space, fabric space, laboratory and access to the activity



**CEO**  
Vanessa Segurado  
[vs@blueotter.pt](mailto:vs@blueotter.pt)

+351 910 018 932

**Chief Business Officer**  
Pedro Afonso de Paulo  
[pap@blueotter.pt](mailto:pap@blueotter.pt)

+351 910 004 194

**Compliance & Technical  
Director**  
Sofia Patrício  
[sofia.patricio@blueotter.pt](mailto:sofia.patricio@blueotter.pt)

+351 914 392 416

**Innovation & IT Director**  
João Santos  
[joao.santos@blueotter.pt](mailto:joao.santos@blueotter.pt)

+351 914 750 346

---

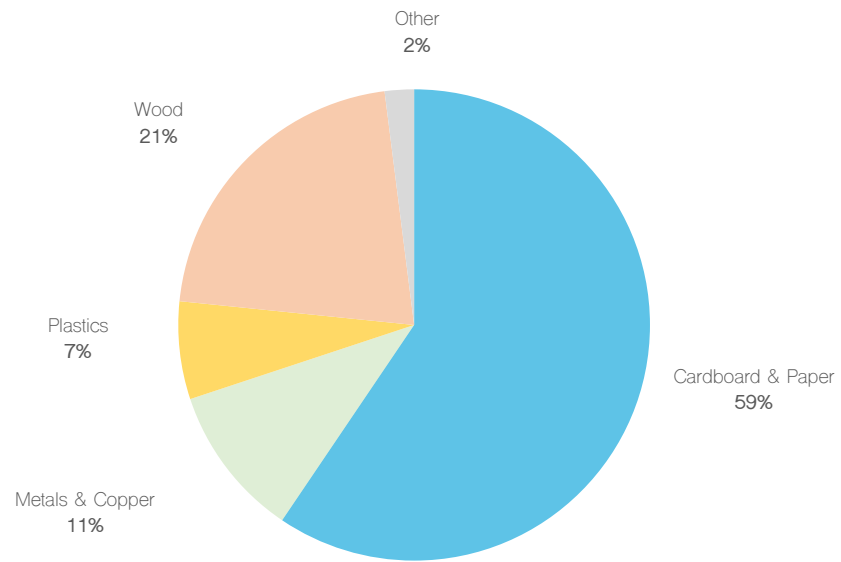
[www.blueotter.pt](http://www.blueotter.pt)





Weight per recyclable at Blueotter in 2022

%





# WASTE PHOTO EXAMPLES IN LANDFILL

