



We make waste management simple.

THE CUSTOMER PROBLEM

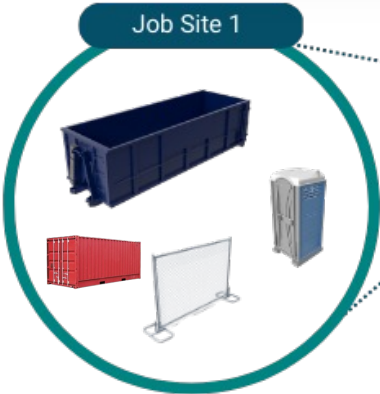
Booking Commercial Waste is a Nightmare



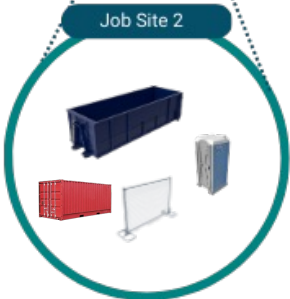
Jenny *Austin, TX*

- Construction Project Manager
- Manages job sites in numerous geos
- Needs multiple service types per site

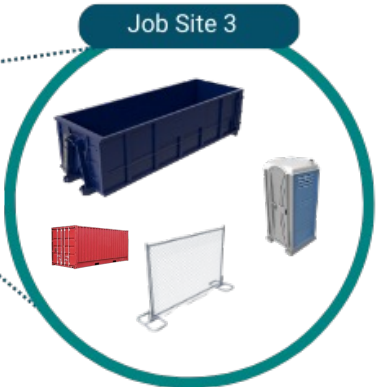
User



Job Site 1



Job Site 2



Job Site 3



Opaque Pricing



Poor Customer Experience



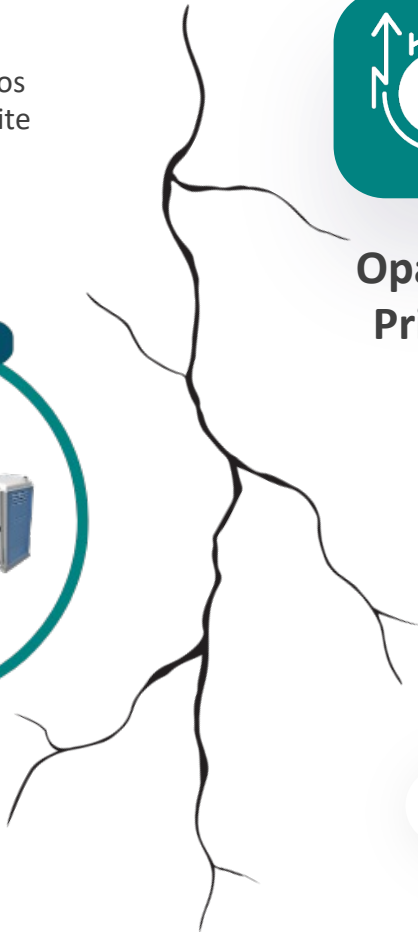
Limited Technology



Don *Dallas, TX*

- Regional Operations Manager
- Manages a fleet of 30 trucks
- Limited-service types and geo

Supplier



THE SUPPLIER PROBLEM

Without a Self-Serve Platform

Traditional suppliers have significant operational inefficiencies without a self-serve platform



Portable Toilet



4x / 28 days



Dumpster



4x / 28 days

WILLSCOT

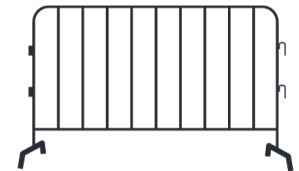
Storage



1x / 28 days



Fence

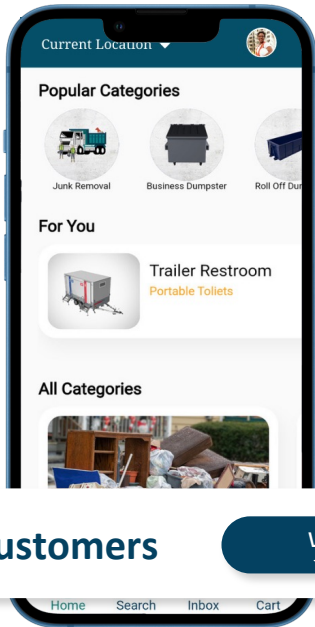


1x / 28 days

10 requests x 10 project sites = 100+ calls or emails per month

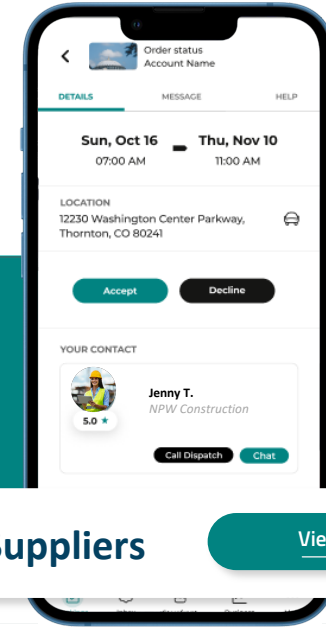
SOLUTION

Downstream solves this with a Marketplace and Waste OS



Customers

[View Demo](#)



Suppliers

[View Demo](#)

Competitive and transparent pricing

Wider service and supplier selection

Simplified supplier management

With Downstream, Jenny can save time and money by booking instantly, bundling all 4 services, and manage her suppliers all within one platform.

1 platform - 0 calls or emails

Reach new customers

Build brand awareness and loyalty

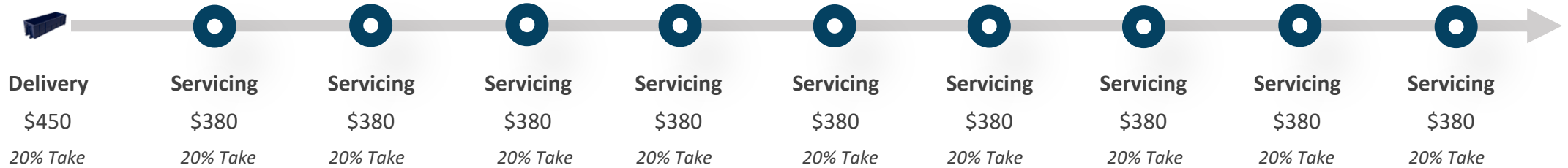
Dynamic pricing based on market factors

BUSINESS MODEL

We sign up long term customers and charge suppliers a 20% booking fee



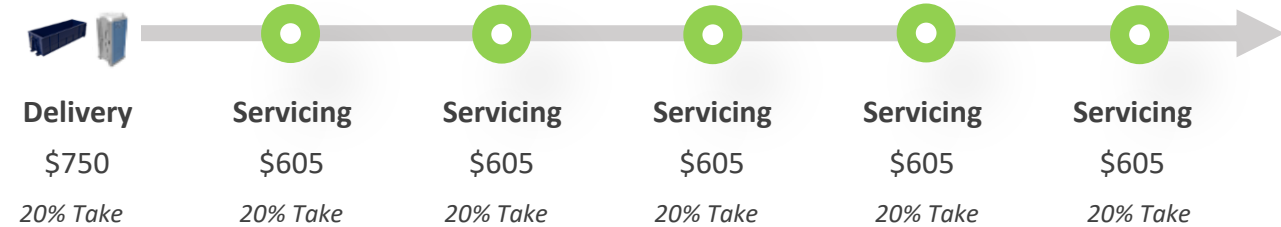
Job Site #1



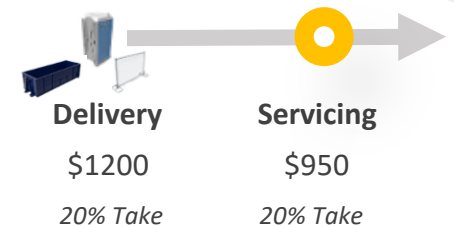
We get paid every time a service is performed.



Job Site #2



Job Site #3



High AOV



Multiple job sites



Multiple recurring service types



High take rate

TRACTION

In just 12 months, we have added 280+ active companies

Our business model yields a recurring high average booking value resulting in significant net revenue

+2800 bookings completed

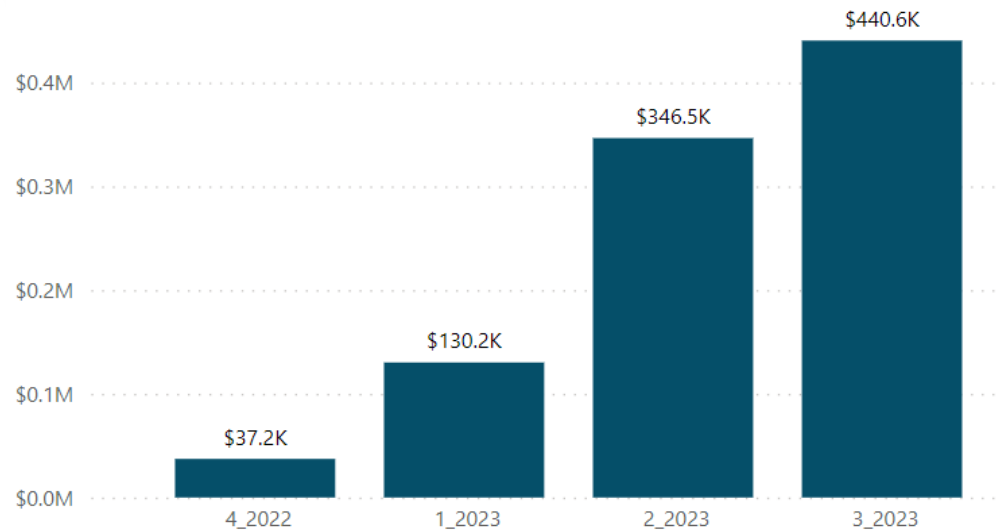
\$1.1M total GMV from bookings

\$475 average booking value (ABV)

18% average take-rate

\$86 net revenue per booking

Recognized GMV by Quarter



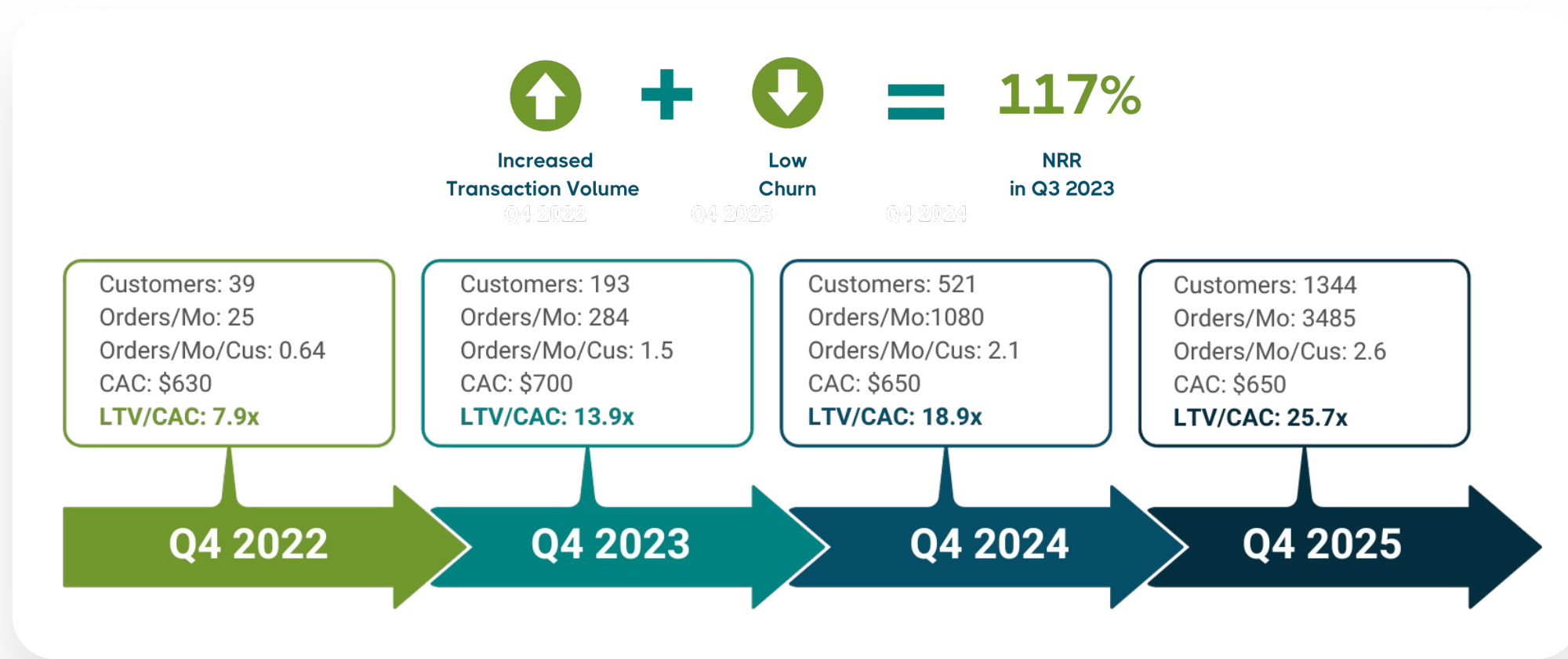
Average Days b/t Bookings



CUSTOMER FORECASTS

Each company we add, has long-term compounding account values

Compounding growth dynamics and low churn* rate (<2%) make every new relationship extremely valuable long term



BOOKINGS

By Q4 2025, all accounts will generate \$20.9M in GMV

Growing both with new customers and within existing customers proves a remarkable growth mechanic

Forecasted Values by Year

	2022	2023	2024	2025	2026
GMV	\$48K	\$1.72M	\$6.49M	\$20.91M	\$43.10M
Take Rate	15%	18%	22%	25%	25%
Net Revenue	\$9K	\$309K	\$1.30M	\$4.80M	\$9.91M
<i>EOY GMV Run Rate</i>	<i>\$339K</i>	<i>\$3.13M</i>	<i>\$10.36M</i>	<i>\$31.52M</i>	<i>\$53.02M</i>
<i>EOY Net Revenue Rate</i>	<i>\$61K</i>	<i>\$627K</i>	<i>\$2.07M</i>	<i>\$6.94M</i>	<i>\$12.73M</i>
EOY Number of Customers	37	193	521	1,344	2,209

MARKET SIZE

Just our first 3 markets, provide a monster opportunity



Waste collection is a \$74B industry



Non-residential waste represents 51.5%

TAM of our First Three Service Verticals*



Portable
toilets

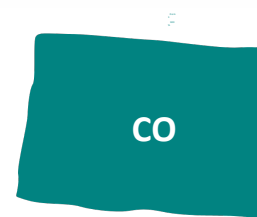


Construction
fencing



Dumpster
rental

TAM of our First Three Markets >\$1B

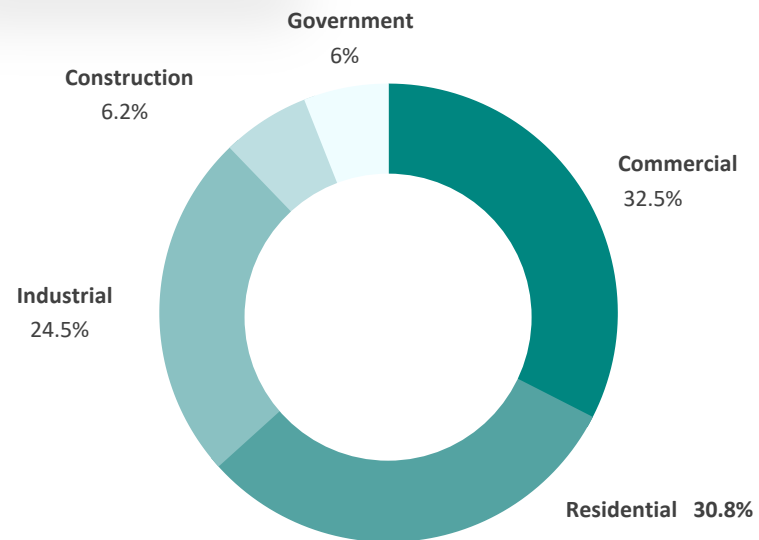


CUSTOMER BASE

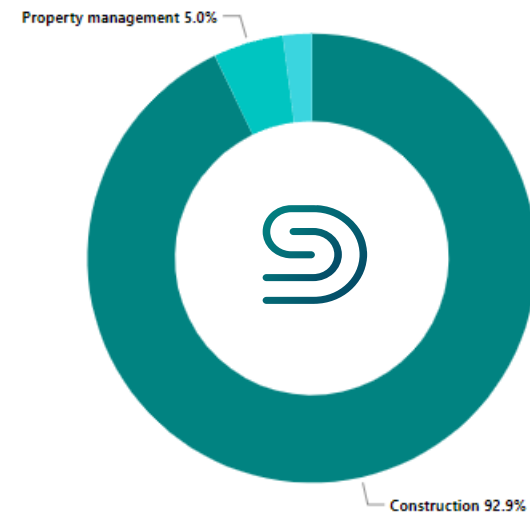
And we have many more customer segments to grow into

All customer segments of the waste industry can be supplied by our existing supplier network's offerings

Industry Customers



Downstream Customers



TEAM

The Downstream Team



Zach Irwin
Co-Founder/CEO

- Software Development
- Founded and lead a waste collection business to acquisition



Justice Baird
Co-Founder/COO

- Finance & Data Analytics
- Founded and lead a waste collection business to acquisition



Tate Hayes
Co-Founder/CTO

- Software Development
- Former senior engineer at Dell



Carson Geber
Director of Sales

- Demand Side Leader
- Former rep at Equipment Share



Stephanie Alves
Supplier Relations

- Supply Side Leader
- Former rep at Uber Eats, WM, and Recollect

ADVISORS

Our Advisors



Niko Canner
Investor/Advisor

Founder
Incandescent
Katzenbach Partners

Board Member
Catchafire, Block Renovation &
Skreens Entertainment
Technologies



Dean McArdle
Investor/Advisor

COO
Incandescent
Puro Sound Labs



Luke Sherwin
Investor/Advisor

Co-Founder
Block Renovation
Casper Mattress



Incandescent
Investor/Advisor

Portfolio
Concert Health
Catchafire
Block Renovation



Capital Factory
Advisor

Portfolio
Cart.com
Bolster
Workify

OUR ASK

What we're looking for

\$2.0M @ \$10M Post-Money SAFE
Series Seed



\$10M in Q3 2025
Series A

Market Expansion

Today			Launch #3		
City	Launch Date	ANR*	City	Launch Date	ANR*
Denver, CO	Q4 2022	\$1.3M	Miami, FL	Q3 2024	\$6.4M
Austin, TX	Q3 2023	\$1.1M	Jacksonville, FL	Q3 2024	\$675K
Launch #2			Tampa, FL	Q3 2024	\$1.3M
City	Launch Date	ANR*	Orlando, FL	Q3 2024	\$1.4M
Dallas, TX	Q1 2024	\$3.5M			
Houston, TX	Q1 2024	\$2.8M			

Milestones

- Grow our Sales Department to 15+ to increase customer acquisition & LTV
- Acquire 2,000+ new companies utilizing Downstream
- Expand to 8+ cities in 3 states
- Cashflow positivity by Q2 2025



Downstream

Thank You!

