

TURNING WASTE INTO VALUE

Commercial organic-resource recovery and tested soil products for Qatar.

A proposed venture | No current commercial operations | November 2026

A service opportunity on each side of the same material flow.

FOOD BUSINESSES

Concentrated organics streams create handling, segregation, collection and reporting demands. A viable outsourced service must beat existing options on cost, convenience and documented performance.

SOIL BUYERS

Farms and landscape operators need products suited to defined applications, reliable quality and delivered prices that make agronomic and economic sense.

Commercial test: paid collection contracts + compost buyers willing to purchase at a viable delivered price.

Market need is a hypothesis pending interviews and supplier/buyer evidence.

One operating chain. Two paying relationships.

1 / COMMERCIAL ORGANICS SERVICE

2 / TESTED SOIL PRODUCTS

Generators pay for collection service

Recovery + quality control

Buyers pay for tested products

Routes + tariffs

Processing + QA

Yield + realized price

Neither revenue stream is contracted or commercially validated.

Concentrate collections where routes and customers can work.

PRIORITY WASTE SOURCES		PRIORITY OFFTAKE	
01	Central kitchens and caterers	01	Soil-growing commercial farms
02	Hotels and resort groups	02	Landscaping contractors
03	Produce preparation and distributors	03	Nurseries and institutions with gardens

Prioritize compact commercial clusters; the first geography, service fees and soil-product buyers require validation.

Sector scale is context, not SAMAD ARD serviceable market size.

Six controls, from source to soil.

01 SEGREGATE

Feedstock rules and training

02 COLLECT

Routes, bins and weights

03 ACCEPT

Inspect and reject contaminants

04 PROCESS

Aerate, monitor and cure

05 TEST

Batch maturity, safety, salinity

06 DELIVER

Product records and customer reports

Planned workflow only; final process, site and approvals require engineering and regulatory review.

Differentiate through outcomes customers can verify.

EXISTING ALTERNATIVES	SAMAD ARD PROPOSAL
General waste collection	**Targeted source separation + managed pickup**
On-site composting systems	**Batch traceability + meaningful reporting**
Existing compost suppliers	**Product specifications + local buyer trials**

Test value against incumbents: total service cost, pickup reliability, contamination control, verifiable records and product specifications. None is yet a proven advantage.

Competitor context: DSWMC/Mesaieed, Wa'hab, APEX/AGRICOMPOST/AGRICO.

The pricing gap determines the first commercial tests.

ILLUSTRATIVE 4 T/DAY REFERENCE MODEL

QAR 650 / t

Assumed collection tariff



QAR ~1,031 / t

Approximate break-even tariff at 85% utilization



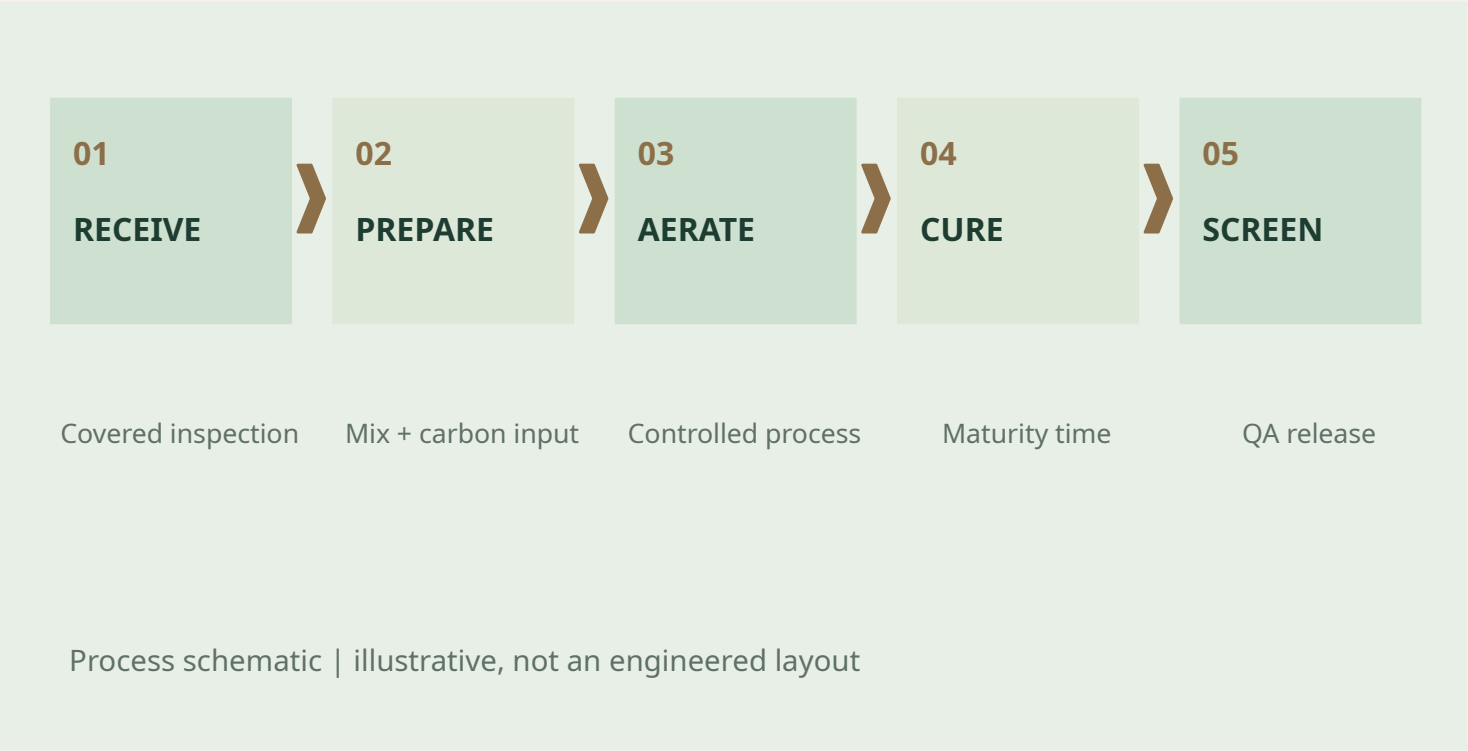
QAR ~381 / t reference gap

A 4 t/day screening result, not a market tariff or a forecast. The separate 5–10 t/day facility must be costed independently.

01 Test fees	**02 Densify routes**	**03 Reduce cost / t**	**04 Prove product netback**

Illustrative October 2026 Scenario B; not a customer quote, forecast, or 5–10 t/day plant estimate.

A modular facility sized by contracted feedstock.



5–10 t/day

Preferred intake concept

~8 t/day

One indicative design point within that range, still awaiting engineering and supplier quotations.

Covered aerated static piles plus separate curing are subject to independent technical review.

Innovation follows evidence, not a technology label.

CORE	**Collection records, acceptance, compost QA**	Essential operating controls
NEAR TERM	**QR/bin traceability, process logging**	Prototype + service validation
APPLIED R&D	**Arid-soil blends, salinity, water efficiency**	Independent trials and comparators
EXPLORATORY	**AI optimization, modular digestion, heat recovery**	Economic and technical screening

No deployed proprietary software, patents or validated agronomic claims are represented.

Validate three links before committing to construction.

COMMERCIAL	PRODUCT	TECHNICAL
Generator audits + willingness to pay	Qualified buyer interviews + trial criteria	Site options + permits + RFQs
Indicative contracts and route-density evidence	Product specification, price and repeat demand	Mass balance, compliant layout and priced equipment

Release major fixed-asset funding only after service pricing, buyer demand and a viable engineered, permitted process can be demonstrated together.

Fund the evidence first. Build only if the gates pass.

PHASE 1

Early validation support

- Customer discovery, waste audits and pricing tests
- Technical adviser, permit pathway and site shortlist
- RFQs, mass-balance trial and digital PoC

PHASE 2

Conditional facility financing

- Site + environmental infrastructure
- Equipment, containers and collection fleet
- Technical lead, training and working capital

GO / NO-GO: viable paid demand + permitted site + independent engineering/RFQs + revised positive contribution pathway

No final fundraise amount is asserted before engineering, site terms and verified commercial inputs.

Founder-led development. Specialist execution.



Wael Abu Anzeh

FOUNDER

Commercial governance + partnerships

The founder brings programme delivery, stakeholder coordination and development experience. Commercial compost processing and product safety require additional specialist capability.

Required before commissioning

- Experienced compost/process lead
- Environmental and regulatory adviser
- Laboratory + agronomic partners
- Trained collection and site operators

The commercial upside depends on four proven conditions.

01	**CONTRACTED SERVICE**	Contracts can create recurring services only at viable fees and route density.
02	**TESTED PRODUCT**	Finished compost adds value only when batches qualify and buyers pay delivered prices.
03	**EVIDENCE-LED SCALE**	A permitted, serviceable process must deliver adequate yield, utilization and control of operating costs.

Scaling requires demonstrated customer retention, real unit margins, repeat sales and disciplined capital deployment. No returns are promised.

TURNING WASTE INTO VALUE

Seeking customers, technical experts and aligned partners to validate the model before financing construction.

Explore the business case

samadard.com | waelabuanzeh.com