



Corporate Growth Strategy

Investor Series, Vol. 1

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Enabling the Transition to Sustainable Technology

VISION: a world economy powered by sustainable technology

MISSION: enable the return to a pristine, global environment through advanced treatment solutions for air emissions



Corporate Profile

The world's oldest and most experienced biological APC company

Objective: engineer, design, manufacture and distribute the most innovative and effective air emissions abatement technologies in the world.



Offices/manufacturing in
Canada, U.S and China.

COMPANY SNAPSHOT

Est. **1990**

50
Employees

23
Countries

Over **2,000**
Installations

Publicly Traded
Since 2005

TSXV: **BRM**

Recent Stock Performance History

Shareholder value creation by current management team

Shares outstanding:	15.48 M
Market Cap:	\$14.704 M
52 week high:	\$0.99
52 week low:	\$0.43
Price/book (mrq):	1.09



Chronology of Important Events

1990's	Founding of BIOREM (1990) Technology transfer from the University of Waterloo	Acquisition (1998) BASYS modular system	New Product Release (1999) Introduction of first engineered biofiltration media	
2000's	New Product Release (2003) Introduction of first, large-scale, advanced biological reactor	IPO (2005) BIOREM becomes a publicly-traded company	Acquisition (2005) Purchased assets of Biocube LLC	New Product Release (2007) BIOREM commercializes biotrickling filter technology
2010's	International Market Expansion (2010) Establish two WOFEs in Beijing, China	New Majority Shareholder (2016) TUS acquires majority interest	Debt Retirement (2017) Retirement of legacy debt	
2020's	New Product Release (2021) BIOREM commercializes advanced line of physical adsorption systems	Buy-out of Majority Shareholder (2021) BIOREM repurchases ~60% shares of TUS for cancellation		

Board of Directors

Highly-qualified board entrenched in Canadian cleantech



William B. White, Chairman

- BS Mechanical Engineering, Purdue University
 - Over 30 years of business and corporate leadership
 - Chairs Mechanical Engineering advisory council at Purdue and Schulich graduate school of business Centre of Excellence for Responsible Business
 - Retired president of Dupont Canada
-



Derek S. Webb, Director

- BASc Hons. Environmental Engineering, University of Guelph
 - MBA, Wilfrid Laurier University
 - High level of theoretical and practical knowledge of gas and air abatement solutions
-



Alex Gill, Director

- MA Communication Studies, University of Windsor
- Executive Director of the Ontario Environment Industry Association
- Founder and leader of Ryerson University's Social Ventures Zones

Experienced Management Team

Combined tenure of over 60 years



Derek S. Webb, P.Eng
President & CEO

- Involved in over 2,000 OCS installations in the Americas, Europe, Asia, and the Middle East
- Over 26 years at Biorem



Dan Costello
Director of Operations

- Dan Costello supervises the project management and field service teams responsible for all project deliverables.
- 13 years at BIOREM



Doug Newman
Chief Financial Officer

- Doug Newman serves as BIOREM's Chief Financial Officer (CFO), providing both operational and programmatic support to the organization. Mr. Newman supervises the finance department and is the chief financial spokesperson for the organization.
- 10 years at BIOREM



Mark Smit
Director of Technical Services

- Mark Smit leads a multi-disciplined engineering, procurement and production team supporting all aspects of the organization.
- 14 years at BIOREM

Tremendous Opportunity for International Growth

Established presence in major world markets is a gateway for further expansion

A global leader in advanced biological processes for gaseous-phase emissions abatement



A Total Solutions Provider

Recognized and established full-service emissions abatement equipment and services

ENGINEERING

- Site Assessments
- Performance Verification
- CFD & dispersion modelling
- Permitting

EQUIPMENT

- Biological, physical & chemical
- Custom, field-erected
- Packaged systems

ADVANCED TECHNOLOGY

- Engineered, permanent media
- Custom vessel designs
- Multi-stage treatment systems

PERFORMANCE

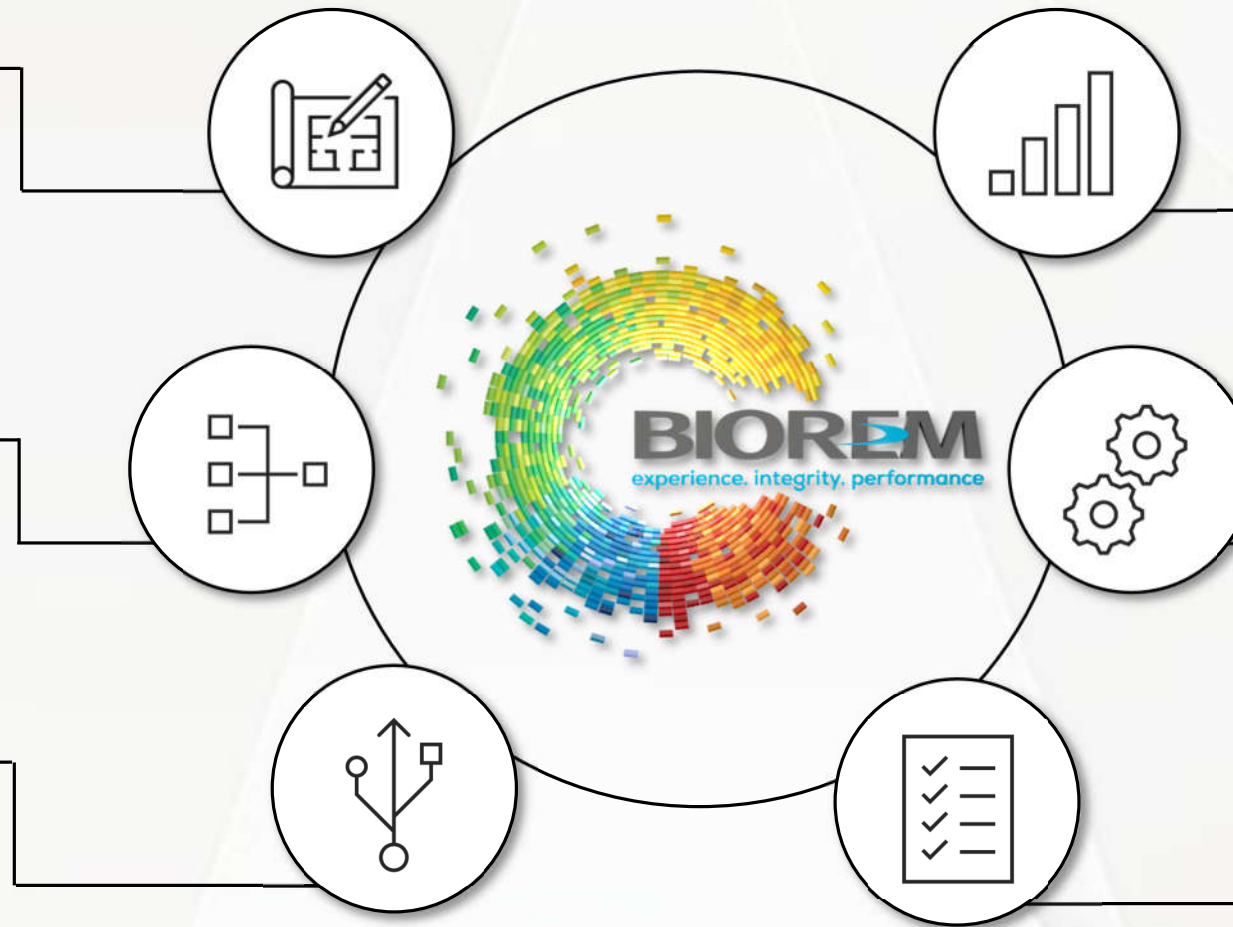
- Targeted, individual contaminant removal
- Elevated H₂S destruction
- 1 OU system design

SERVICE

- Start-up & commissioning
- O&M
- Troubleshooting
- Parts

GUARANTEE

- Life-long media guarantee
- Performance guarantee
- Equipment and system



Broad Application Across Multiple Verticals

Strategic investment over time has resulted in multi-sectoral success



MUNICIPAL WASTEWATER

Collection System &
Headworks
Liquid Phase Treatment
Solids Treatment



INDUSTRIAL

Pet Food
Chemical production
Petrochemical
Food & Beverage

Agri-business
Semiconductor
Surface coatings
Wood products



SOLID WASTE MANAGEMENT

Compost
Anaerobic digestion
Transfer stations
Recycling facilities



RENEWABLE ENERGY

Biogas desulfurization
Biogas conditioning

Financial Highlights and Historical Annual Performance

Stable and predictable revenue for a cleantech capital equipment provider

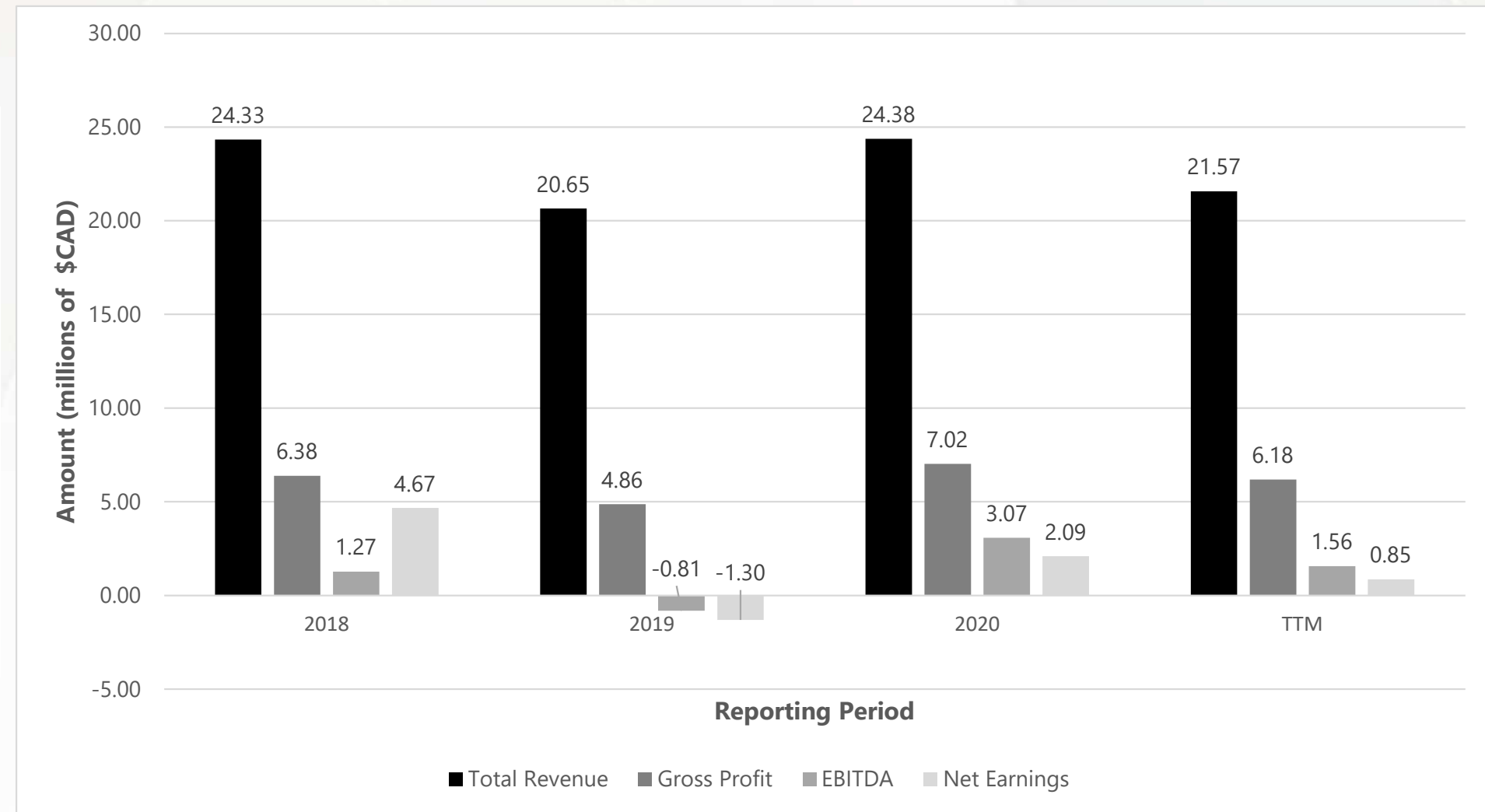
"...the Company's order backlog stands firm at approximately \$34.6 million, providing great revenue visibility for the next twelve to eighteen months"

Source: BIOREM press release Feb. 2, 2022

Revenue: \$23-\$25M
Market Cap: \$14.7M
EBITDA: \$1-\$3M
Backlog: +\$30M
Booking rate: 75-100 projects/year*

Repurchased 60% of outstanding shares on December 01, 2021

*Projects range from \$50K to \$6M in size



Sources: Yahoo Finance and BIOREM SEDAR financial releases

Growing Number of Factors Continue to Drive Adoption for Emissions Control

Drivers of Global APC Growth

- Stringent regulations
- Environmental concerns
- Rapid global industrialization

Additional Market Drivers

- Awareness of APC systems within end-use industries
- Demand to reduce emissions from end-use industries
- APC product innovation
- Proximity to residential or business areas
- Fear of impacting company brand

Emissions Sources

- Synthesis of chemical compounds
- Oil refining
- Microbial decomposition of organic compounds
- Processing of agricultural products
- Other

Pollutants of Concern

- Nuisance odours
- Airborne vectors and pathogens
- Bioaerosols
- Hazardous air pollutants (HAPs)
- GHG gasses
- Food & fragrance
- Volatile Organic Compounds (VOCs)
- Other

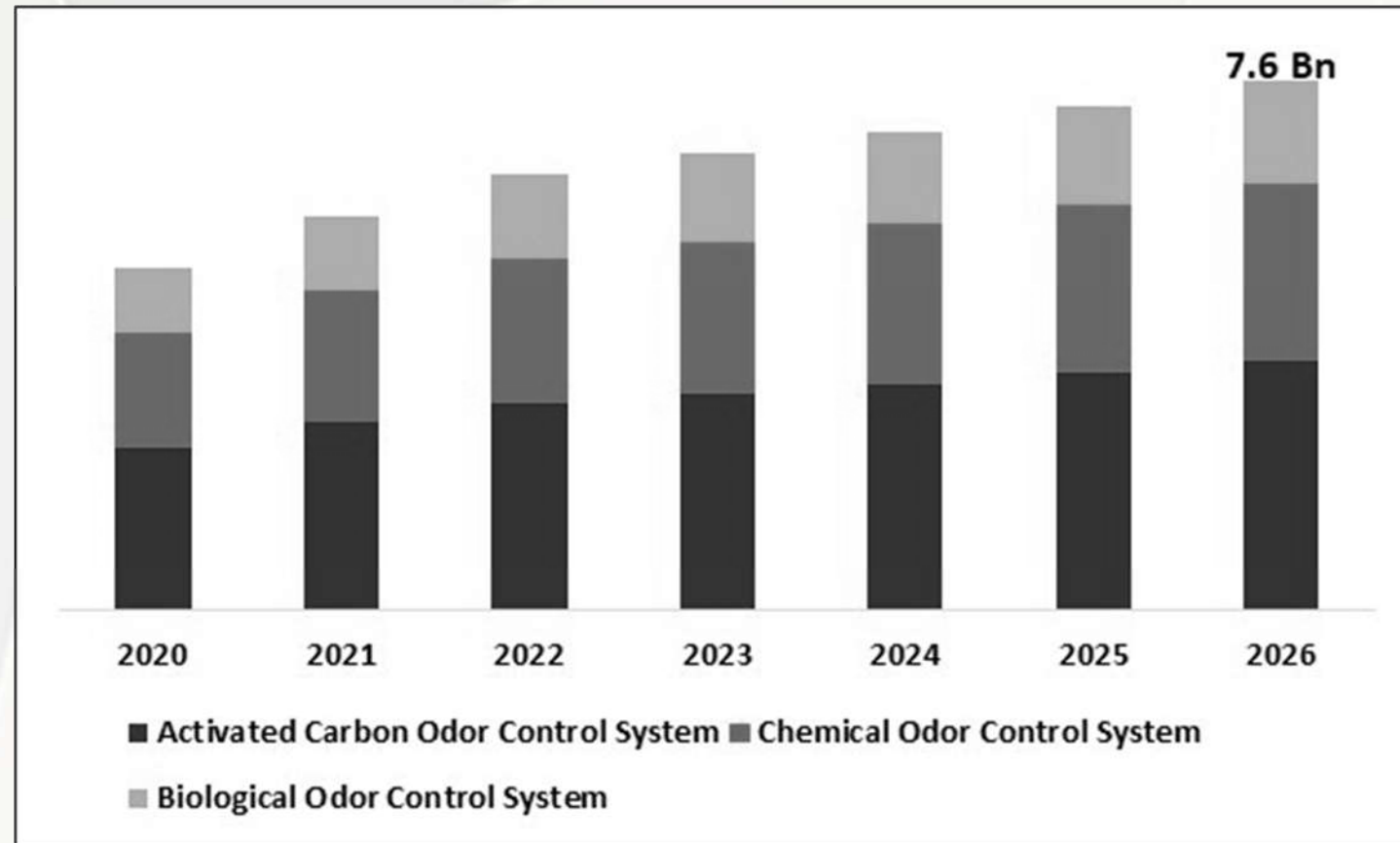
Source:

Grandview Research - <https://www.grandviewresearch.com/industry-analysis/odor-control-system-market>;

KBV Research - <https://www.kbvresearch.com/odor-control-system-market/>

Growing Global Market for Odour Control

Activated carbon represents the largest, global market share at 41.7% in 2019



Source: KBV Research - <https://www.kbvresearch.com/odor-control-system-market/>



Source: Grandview Research - <https://www.grandviewresearch.com/industry-analysis/odor-control-system-market>



North America
5.4% CAGR



Europe
5-7% CAGR



World
7.5% CAGR

Strategic Growth Objectives Puts Shareholder Value Creation at the Forefront

Growth Objectives: 3 Year Plan



- 100% profit increase
- Maintain cost parity
- Debt retirement

Pathways to Growth



INORGANIC

BIOREM is pursuing an integrated M&A strategy

Three tiers of priority:

- Technology
- Geography
- Synergy



ORGANIC

Competing in a mature and fragmented market space

Three Tiers of Priority:

- New Product Introduction
- Recurring Revenue Streams
- Customer Retention

Multiple Avenues for Revenue Growth

Organic growth opportunities in several categories

Capital Equipment Sales

Biological

- High efficiency trickling technology
- Hybrid systems
- New geographic territories
- Expanded distribution network

Physical

- Advanced, multi-stage, integrated units
- Passive systems
- Industrial and indoor air quality
- Design and manufacturing of next generation adsorbents
- Recurring revenue streams

New Products & Markets

- Novel technologies to address modern challenges
- Bioaerosols
- Cannabis cultivation operations
- Corrosion control
- Agriculture

Services

Services and Solutions

- Site assessments and permit assistance
- Existing customer after-sales parts, consumables, and services

Engineering & Consulting

- Stakeholder engagement
- Odour management studies
- Performance assessments
- Performance verification with dispersion modelling
- CFD modelling

M&A Offers Cascading Benefits

Rapid market capitalization with incremental global expansion through shared and existing sales channels

Strategic Priorities

Technology

- Trade secrets, IP and know-how
- Opportunity for advanced hybrid system offerings
- Offered complementary to current APC portfolio

Geography

- Underserved global markets
- High living standards and quality of life
- Uphold emissions standards
- Existing customer base in target market

Synergy

- Local sales representation in strategic markets
- Shared sales channels
- Shared customer base
- Enhanced supply chain
- Accretive opportunities



THANK YOU

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