



BioLargo

We Make Life Better

Q2 2024 Earnings Webcast and Conference Call

August 14, 2024

Stock Symbol: BLGO

Safe Harbor Statement

All statements, other than statements of historical fact, included in this presentation and management's explanation and discussion of this presentation, regarding our strategy, future operations, future financial position, future revenues, projected costs, prospects and plans and objectives of management are forward-looking statements. The words "anticipates," "believes," "estimates," "expects," "intends," "may," "plans," "projects," "will," "would" and similar expressions, including graphical information, are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe that the expectations underlying our forward-looking statements are reasonable, these expectations may prove to be incorrect, and all of these statements are subject to risks and uncertainties. Therefore, you should not place undue reliance on our forward-looking statements. We have included important risks and uncertainties in the cautionary statements about our business in our filings with the Securities and Exchange Commission, particularly the section titled "Risk Factors" in our Form 10-K and subsequent filings. We believe these risks and uncertainties could cause actual results or events to differ materially from the forward-looking statements that we make. Should one or more of these risks and uncertainties materialize, or should underlying assumptions, projections or expectations prove incorrect, actual results, performance or financial condition may vary materially and adversely from those anticipated, estimated or expected. In the light of these risks and uncertainties, the forward-looking events and circumstances discussed in this presentation may not occur, and actual results could differ materially from those anticipated or implied in the forward-looking statements. Any forward-looking statement made by us is based only on information currently available to us and speaks only as of the date on which it is made.



Who we are

- Innovators, scientists, engineers, and entrepreneurs
- Passionate about sustainability and human health
- Driven by a mission to *make life better*



What we do

- Best-in-class solutions for cleantech problems
- Engineering-forward technologies
- Focus on problems without good solutions

Operating Segments Commercializing our Technologies

The BioLargo Innovation Engine



QUARTERLY REVENUE AND SG&A



Key highlights from Q2 2024:

Record Revenue:

- \$5.0 million for the quarter
- 247% increase compared to Q2 last year, and 5% increase quarter over quarter

Net Loss:

- \$780,000 for the quarter, including \$669,000 in non-cash equity compensation expense (85%)
- Flat compared to last quarter

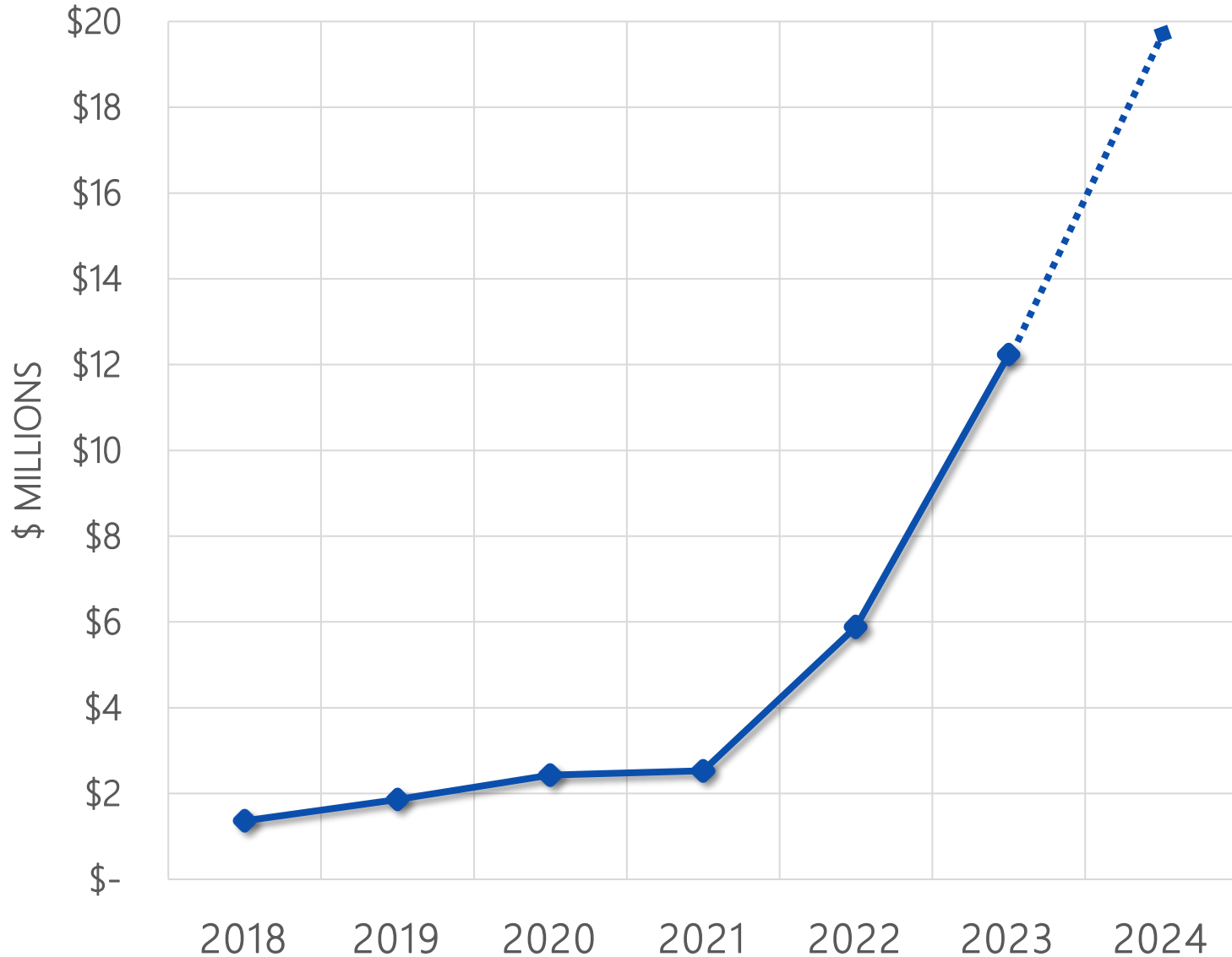
Cash Flow:

- Year-to-date (6 months) cash provided by operating activities: \$330,000

Cash:

- \$4.8 million cash and cash equivalents, and \$10.1 million in assets

2024 REVENUE RUN RATE

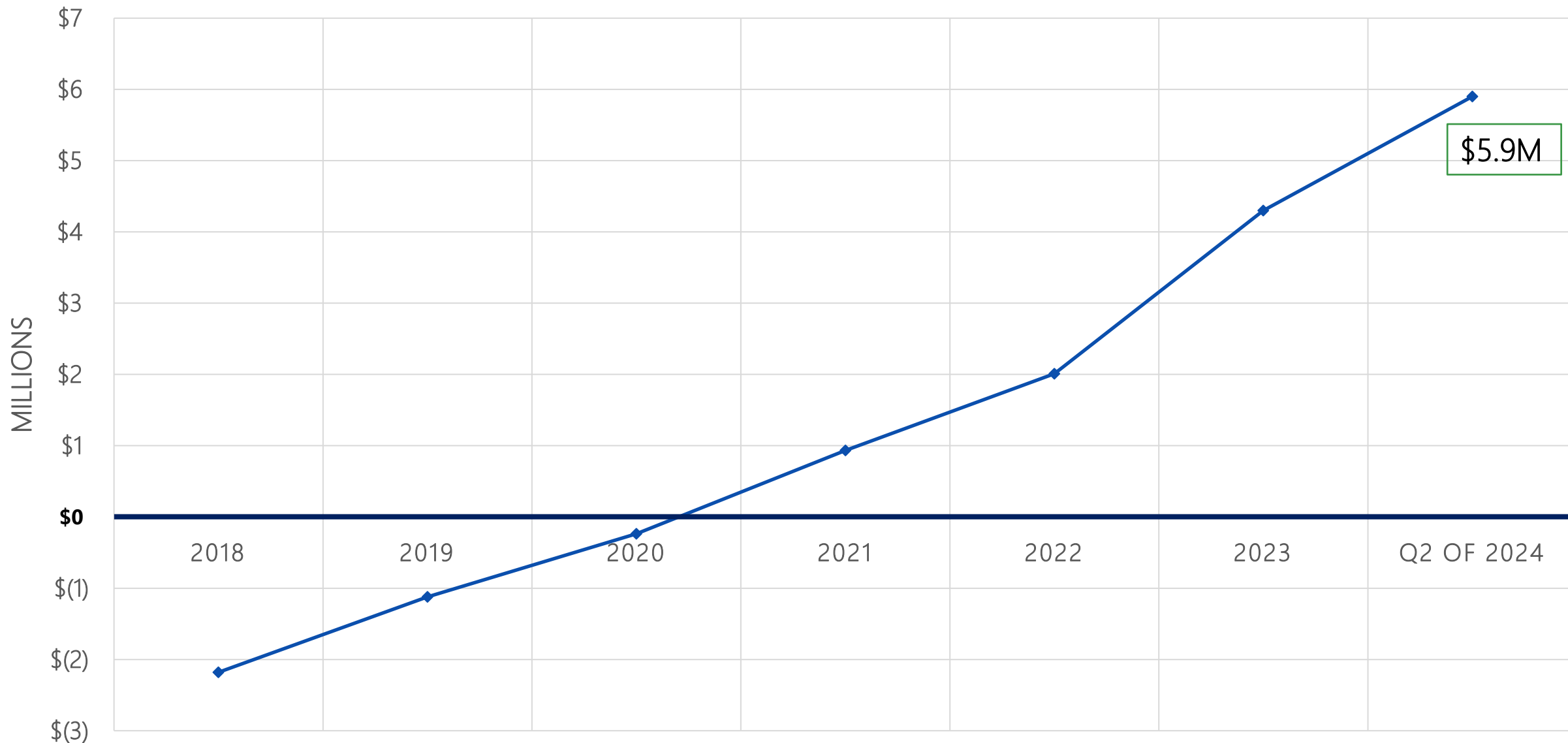


Current revenue run rate

- YTD revenues were \$9.773 million
- Our current annual revenue run rate is **\$19.5 million**

Trends are not necessarily indicative of future performance, and future revenues are highly dependent on our partners' performance.

NET STOCKHOLDER'S EQUITY



Trends are not necessarily indicative of future performance



8

Unique Products

15+

variations

Major Retail Outlets



POOPH – Consumer pet odor product

- Product marketed and sold by our partners, award-winning consumer product experts (Pooph, Inc.)
- ONM receives manufacturer's margin and a royalty on sales
- Business strategy: ramp up sales and sell to a major consumer products company
 - ONM would receive 20% of exit



Pooph – Looking Forward

- Fantastic historic performance
- Pooph's Inc.'s goals for their brand:
 - Continued 20% QoQ growth (~100% YoY)
 - 80,000 stores
- Wipes and Litterizer both launched
- Pooph Potty Pads coming soon to a retailer near you
- Ongoing discussions about expanding product category



Clyra Medical Technologies: THE CLYRADVANTAGE



Clyra™ Antimicrobial Platform
Infection Prevention & Control

Supporting 3rd-party FDA-compliant manufacturing with >\$1.3 million of specialized equipment to support upcoming distribution

Progress Made, Capital Invested

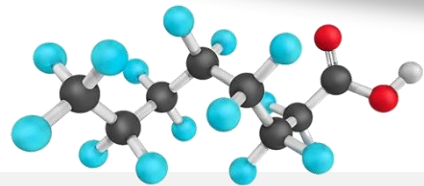
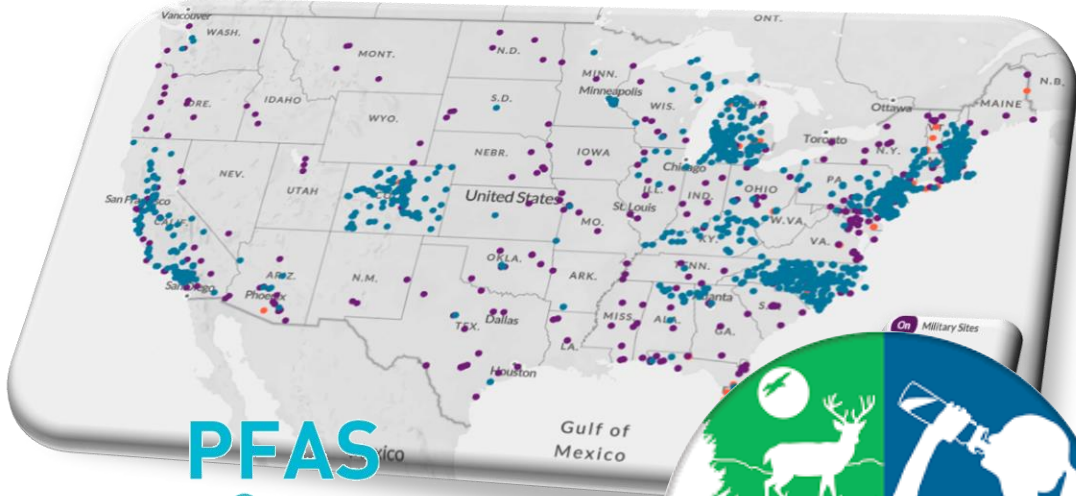
- Preparing for scaled manufacturing
- Keystone Industries
- Two new surgical products
- Special equipment
- Custom molds



PFAS: the “Forever Chemicals” Plaguing Water Supplies Around the World



Thousands of sites — including public water systems, military bases, and industrial plants — across the US have been identified



https://www.ewg.org/interactive-maps/pfas_contamination/map/
<https://www.bbjgroup.com/blog/pfas-the-forever-chemical>
<https://itrcweb.org/teams/active/pfas>

PFAS By the Numbers

- Industry's cost to purchase PFAS: **\$50-1,000 per lb**
- PFAS removal cost from wastewater: **\$2.7M-18M per lb**
- Yearly cost of PFAS remediation to society: **\$17.5T**

Top 12 companies responsible for PFAS production

AGC, Arkema, Chemours, Daikin, 3M, Solvay, Dongyue, Archroma, Merck, Bayer, BASF and Honeywell.

Annual Profits: \$4B

<https://www.pca.state.mn.us/news-and-stories/groundbreaking-study-shows-unaffordable-costs-of-pfas-cleanup-from-wastewater>

<https://www.theguardian.com/environment/2023/may/12/pfas-forever-chemicals-societal-cost-new-report#:~:text=The%20societal%20cost%20of%20using,manufacturers%20%E2%80%93%20about%20%24bn%20annually.>

<https://www.cbsnews.com/minnesota/news/mpca-study-highlights-staggering-costs-to-remove-pfas-from-minnesota-wastewater-streams/>

The PFAS treatment waste conundrum

What they don't tell you about other PFAS capture technologies

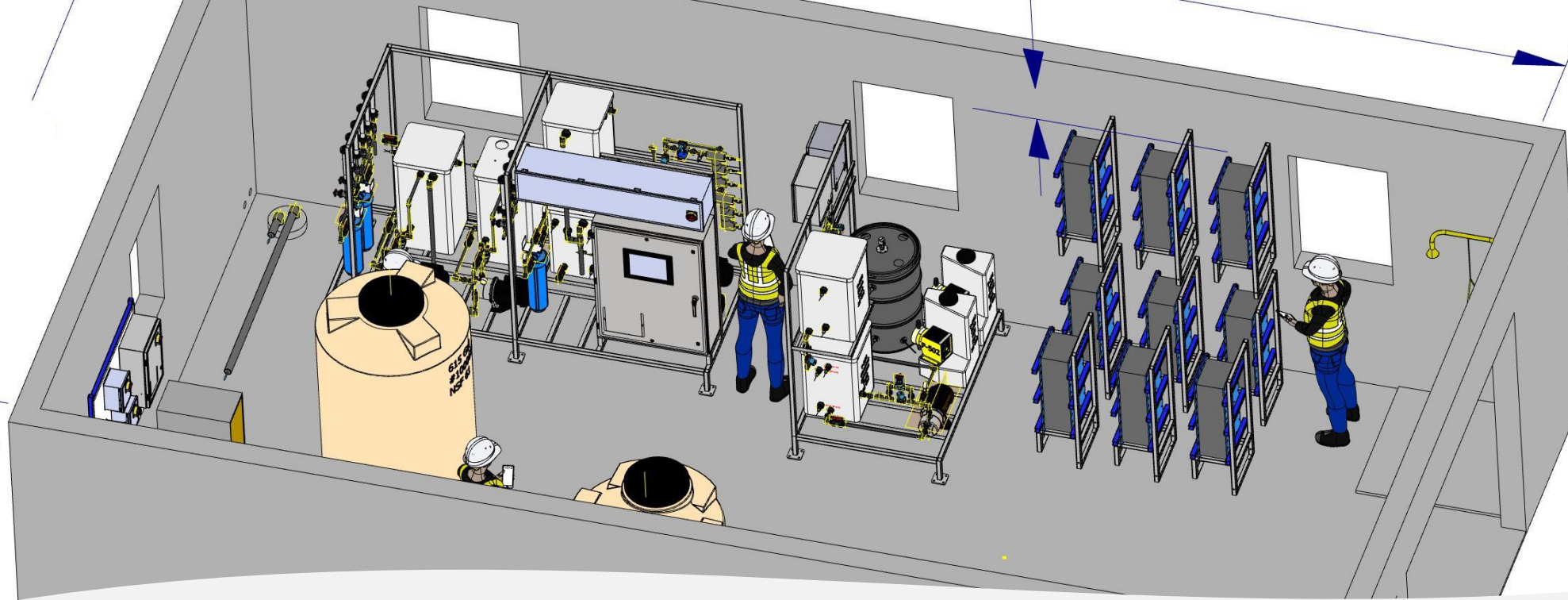
**Carbon-based
filtration**

VS



AEC produces less waste

Disposal of PFAS-laden waste is expensive, difficult, and has regulatory implications



Lake Stockholm System Project Update

- November – first install of an AEC
- “Reference customer” – crucial to enabling further adoption

PFAS – More than just water treatment

New markets coming online in anticipation of new regulations

Leachate treatment



Post AEC

Post AOP

Post EC

Untreated

>Why?<

Other PFAS concentration techs
can't handle the contaminant load
("dirty water")

AFFF treatment

Hundreds of highly
contaminated military
sites and airports around
the country



Wastewater and Industrial

New regulations driving
early adoption in wastewater.
Dirtier water = good for us



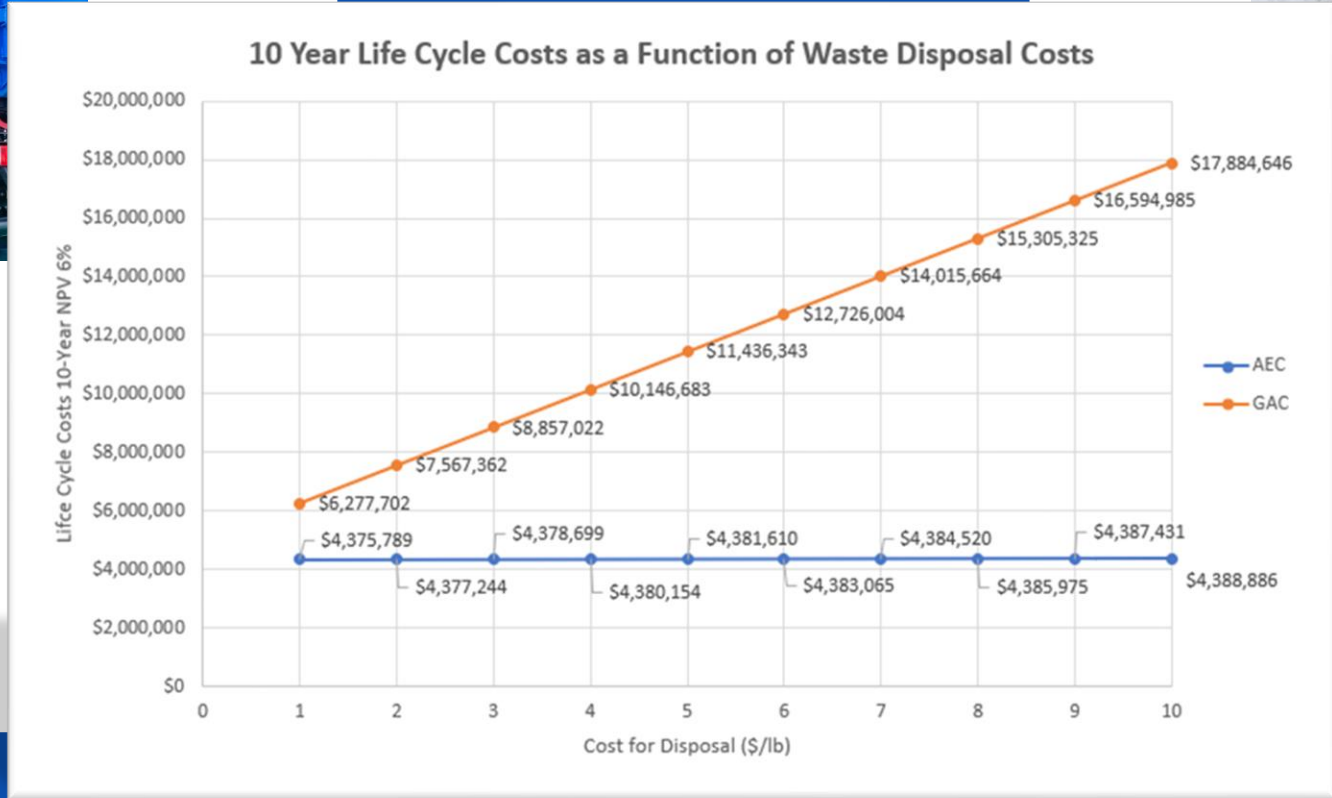


The PFAS treatment waste conundrum

What they don't tell you about other PFAS capture technologies



GAC-based filtration



- Depending on disposal costs, our 10-year life cycle costs are 40% to 300% lower than those of carbon-filtration systems
- AND – our regulatory burden is lower, because we're not "trading one problem for another – waste"



*

BioLargo Liquid Sodium Battery: Battery Energy Storage System (BESS)

Because the world needs better batteries

Better, safer, more affordable, longer
lasting option for long duration
energy storage



Cellinity Video

Why choose Cellinity instead of lithium ion?

Factor	Li-ion (NMC/LFP)	Cellinity
Safety factors	Fires Explosions Thermal runaway	No fires No explosions No thermal runaway
Ecological factors	Poor social and environmental outcomes from lithium and cobalt mining. End-of-life concerns	All materials can be ethically produced without significant ecological concern No end-of-life concerns
Climate sensitivity	Unable to charge below freezing temperatures Needs heavy cooling at high temps	None
Supply chain factors	Rare earth metals, supply-limited materials (e.g., lithium, cobalt, nickel)	All earth-abundant, domestically source-able materials
Self discharge	10% per month	None
Useful life	5-10 years	20 years
Accessible energy (min/max state of charge)	80% (charge states can't go below 10% or above 90%)	95-100%
Average price of battery systems (\$/kWh, utility-scale systems, 2022 dollars)	\$302/kWh ² (includes battery packs, containers, thermal management system, and fire suppression system)	\$190/kWh
Price comparison to Tesla	\$971,700 (\$250/kWh) (one 3.9 mWh 4-hr Tesla Megapack)	\$300,000 (\$190/kWh) (one 1.5 mWh Cellinity System)
\$/kW-year O&M costs from battery replacement and augmentation	\$30 per kW _{DC} per year ^{1 2}	TBD - low

¹https://atb.nrel.gov/electricity/2024/utility-scale_battery_storage

²<https://www.nrel.gov/docs/fy23osti/87303.pdf>

Initially targeting two BESS module sizes:

1-2 MWh

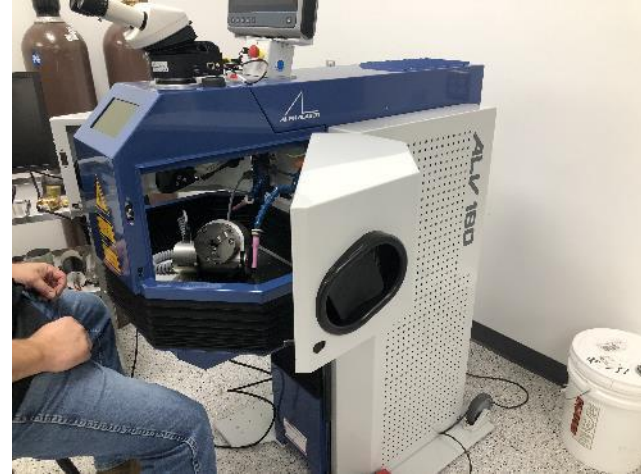


~25 KWh



- Demand is unprecedented – EOS Energy reports a commercial pipeline of \$13.3 billion, and an order backlog of \$600 million.
- Government incentives drive adoption: DOE clean energy finance program, inflation reduction act tax credits (30%), “Made in America” (10%) credit
- Long wait time for Tesla Megapack orders
- Cost advantage over leading brand- allocation & access to inventory for customers IS HIGHLY VALUABLE

BioLargo battery manufacturing facility, Oak Ridge, Tennessee

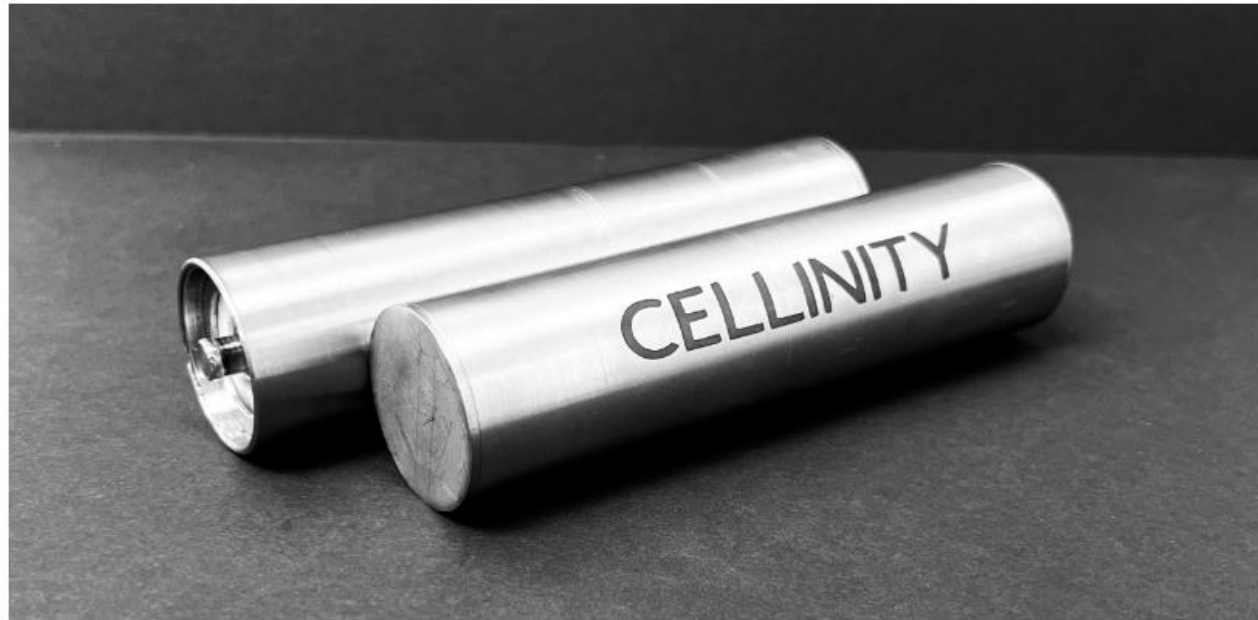


First Battery Cells Now Manufactured

BioLargo Manufactures First Cellinity Battery Cells, a Safer Alternative to Lithium-ion

Press Release |
06/11/2024

WESTMINSTER, CA / ACCESSWIRE / June 11, 2024 / BioLargo, Inc. (OTCQX:BLGO), a company that creates and commercializes sustainable technologies to solve tough environmental and cleantech challenges, announced that it had succeeded in manufacturing its first Cellinity™ "Liquid Sodium" prototype battery cells. Visit www.BioLargoEnergy.com to learn more.



Business model: Sell factories, not batteries

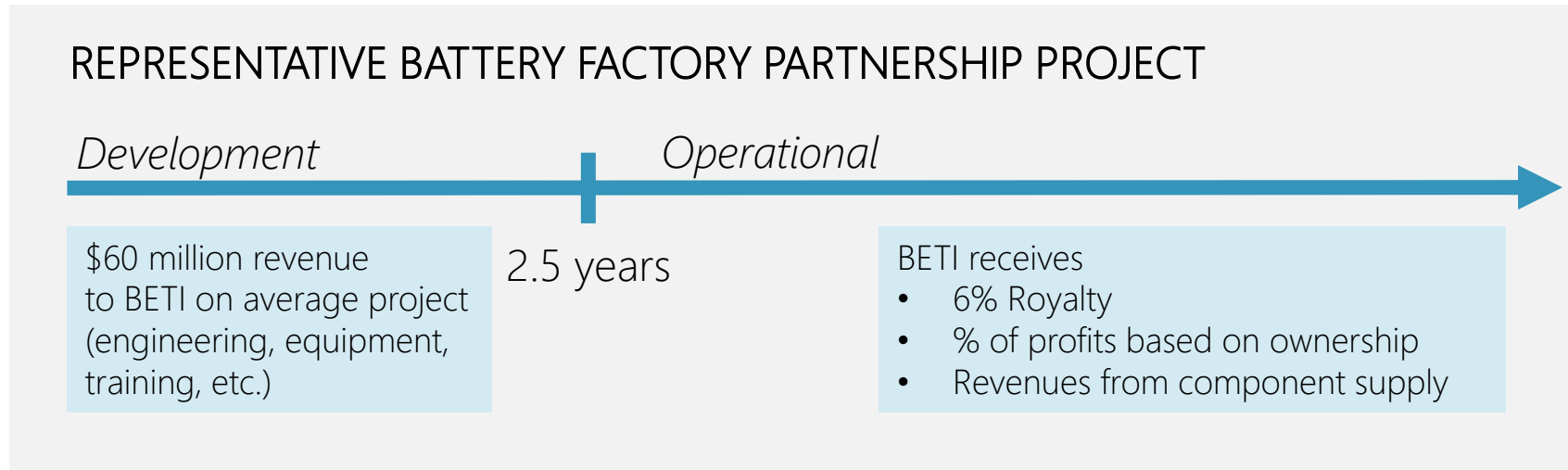
Develop region-specific factories that are *owned and operated locally*, with BioLargo holding a minority position

Focus on:

- Adapt capacity to meet demand scale: giga- vs micro-factory
- Workforce development
- Region-specific needs
- Microgrid deployment



Proposed Factory Business Model



- 1.5 GWh per year factory expected to generate an estimated \$500 million topline revenue per year based on today's market prices
- 6% royalty = \$31.5 million in royalties to BETI (plus a share of profit)
- Profit of factories will likely include monetizing tax or other credits
- Much work to do yet!

The BioLargo Family of Companies

BioLargo, Inc. is a sustainable science, technology & full-service environmental engineering company that makes life better by delivering world-class products and services across a broad range of industries, with a drive to deliver clean water, clean air, and advanced antimicrobials for healthcare.



**OTCQB:
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