

Investing in Our Sustainable Future



PURE SOLUTIONS, CLEAR FUTURES.

# Welcome to the BluMetric 2024 Annual General Meeting





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The forward-looking statements contained herein, such as statements relating to the future anticipated direction of the industry, plans for future expansion, various business development activities, planned capital expenditures, future funding sources, anticipated sales growth, and potential contracts, involve important risks and uncertainties that could significantly affect anticipated results in the future and, accordingly, such results may vary materially from those expressed in any forward-looking statements made by or on behalf of BluMetric.

There can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in this presentation. Please refer to the Company’s Management Discussion and Analysis posted at [www.sedar.com](http://www.sedar.com) for a complete list of the Company’s risks and uncertainties.

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# Our Journey



STRONG FOUNDATION



OUR PEOPLE



FINANCIAL RESILIENCE



STRATEGIC GROWTH INITIATIVES





## Building on a Strong Foundation

Founded in 1976, BluMetric is a Canadian company with extensive experience in addressing environmental challenges across various sectors, including mining, commercial & industrial, government, and military. BluMetric's expertise includes Cleantech and professional environmental services.

WORLD CLASS PEOPLE SOLVING OUR  
CLIENTS BIGGEST ENVIRONMENTAL  
CHALLENGES

SINCE 1976



## COLLEGIAL

### Team Spirit

At BluMetric, we ensure there are plenty of opportunities for teambuilding and connection.



## HARDWORKING

### Complex Challenges

Our people are up to the complex environmental tasks that our clients trust us to solve.



## DEDICATED

### Agile and Trusted

Our teams are equipped and trained in their fields to respond to clients needs with agility and expertise.



## EXPERTS

### Thrive for Excellence

Our team of highly educated experts make BluMetric the smart company we are!



# Our People

25% HAVE BEEN WITH BLUMETRIC FOR 10+ YEARS

WE HAVE ACHIEVED A BALANCE 49% WOMEN | 51% MEN

# Supporting Iqaluit's Clean Water Rescue Mission



## THE ASK

BluMetric was actioned to provide Iqaluit with clean drinking water.

## THE CHALLENGE

Nunavut's capital declared a state of emergency due to a fuel contaminated underground water holding tank.

## THE SOLUTION

Two Reverse Osmosis Water Purification Units (ROWPU) were deployed during a polar front.

# Navigating the 2023 Northern Wildfire Season



## **THE ASK**

Eight remote site environmental site assessments in Nunavut.

## **THE CHALLENGE**

Weather  
Aircraft availability  
Wildfire evacuations

## **THE SOLUTION**

Mobilize staff and equipment from Edmonton  
Charter aircraft  
Client collaboration  
Assessments and remediation remained on track

# Giant Mine Effluent Treatment Plant



## THE ASK

Operation, care and maintenance of the Effluent Treatment

## THE CHALLENGE

Treat and discharge mine contact and surface water collected in the tailings dam

Mitigate dam failure.

Precipitation and evaporation variability

## THE SOLUTION

Partner with Yellowknife Dene First Nation

Recruited 22 local and Indigenous

Successfully treated 2.3 million cubic meters of contact water.



# Pumped Storage Hydroelectric, Meaford, Ontario



## **THE ASK**

Station a team in Meaford, Ontario to provide in depth lithological and hydrogeological analysis

Project management, field logistics and site supervision

## **THE CHALLENGE**

Military base

On-site staffing for months

Evolving drilling and sampling plan

Logged over 3 kilometres of rock for lithology, natural discontinuities, and mechanical discontinuities

## **THE SOLUTION**

Dedicated team of 20 from six offices

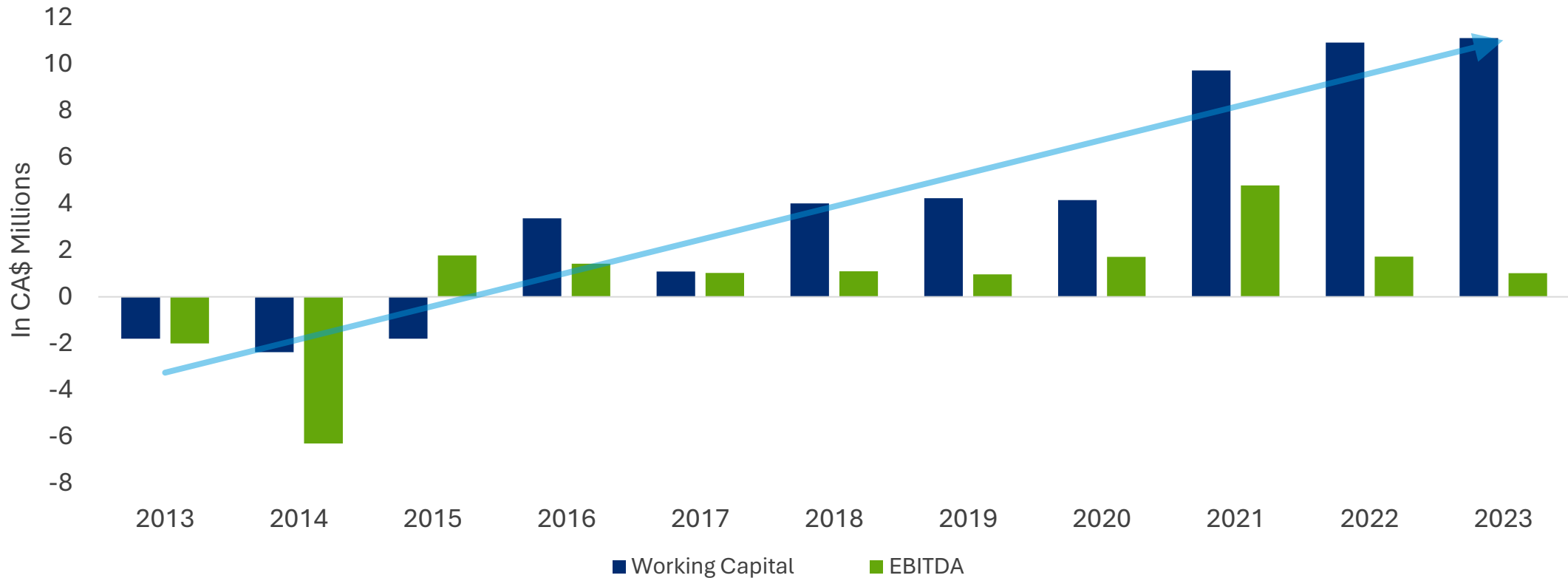
Preparedness, punctuality, and patience, ensuring that every aspect of the project is executed with the utmost diligence and efficiency.

# Financial Resilience



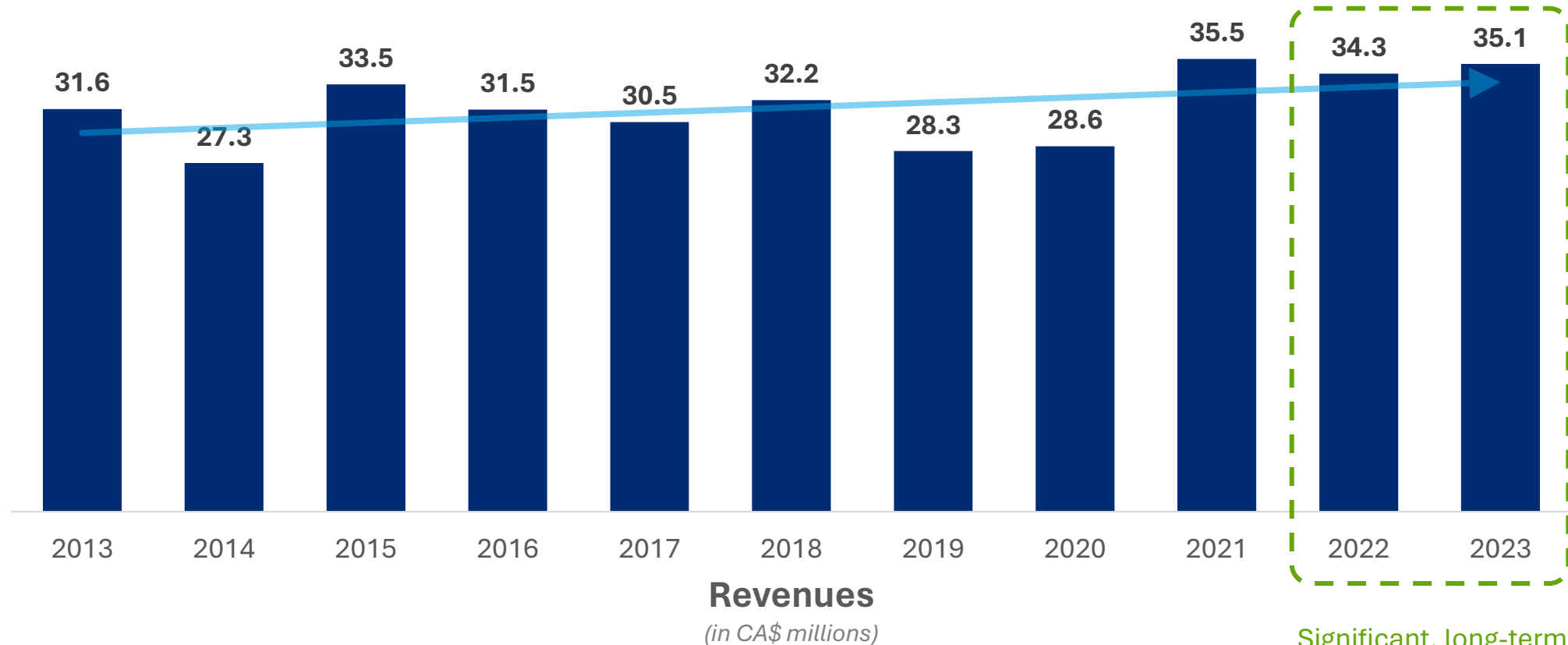
# Strong Balance Sheet Well Positioned to Fund Growth

By driving **profitability** and **cash generation**, BluMetric paid down debt and improved liquidity without **significant dilution**. This strong position provides flexibility for **strategic investments and acquisitions**



# Stability in Revenues Provide Foundation for Growth

BluMetric has consistently maintained an annualized revenue in the range of \$35 million. With **record sales orders** of \$50.6 million<sup>1</sup> and **CleanTech products**, we aspire to **surpass this** in future years



Significant, long-term investments into CleanTech started



<sup>1</sup> As of fiscal period ending December 31, 2023



## FY2023 Financial Highlights

“We have finished the year with one of the strongest quarters in recent history ...We entered 2024 with record backlog... a strong balance sheet... and geographical opportunities with new partners.”

REVENUE

**\$35M**

WORKING CAPITAL

**\$11M**

GROSS MARGIN

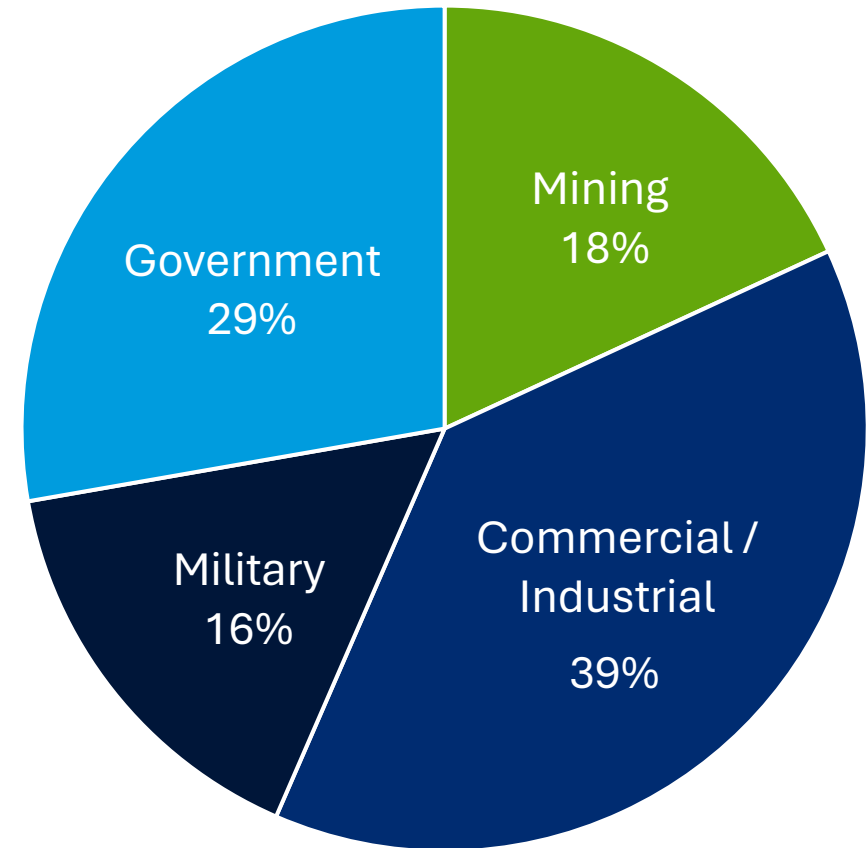
**\$8M**

GROSS PROFIT MARGIN

**22%**

# FY2023 Revenue Breakdown by Market

	FY2023 \$	FY2022 \$
Commercial/ Industrial	13,475,000	13,523,000
Government	9,735,000	9,873,000
Military	5,517,000	6,256,000
Mining	6,353,000	4,666,000
<b>TOTAL</b>	<b>35,080,000</b>	<b>34,318,000</b>



# “Mission Ready Water” Solutions



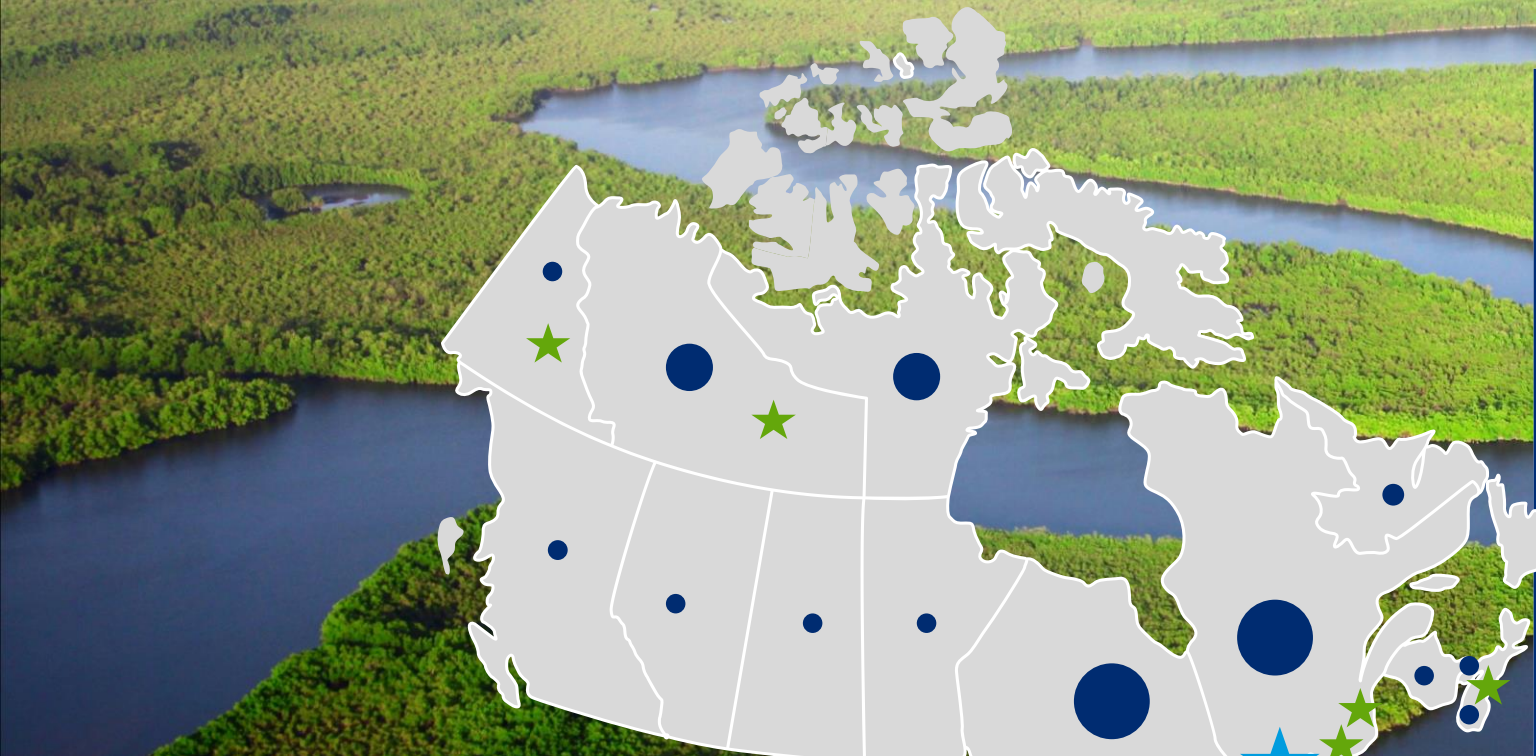
**E V O L U T I O N**  
Lower Cost, Agility, Faster Response Time, Broader Market, Alternative Sales Model



**BLUMETRIC AND RHEINMETALL CANADA TO DELIVER SELF-CONTAINED WATER PURIFICATION SYSTEMS TO CANADIAN ARMED FORCES**



Strategy to **expand geographic** reach further with partners like Rheinmetall in **other NATO geographies**



# Primed for Market Expansion TODAY

 **HEAD OFFICE** - Ottawa

 **OFFICE LOCATIONS**

- Gatineau
- Halifax
- Kingston
- Kitchener
- Montreal
- Sudbury
- Toronto
- Whitehorse
- Yellowknife

 1000+ Projects

 100-1000 Projects

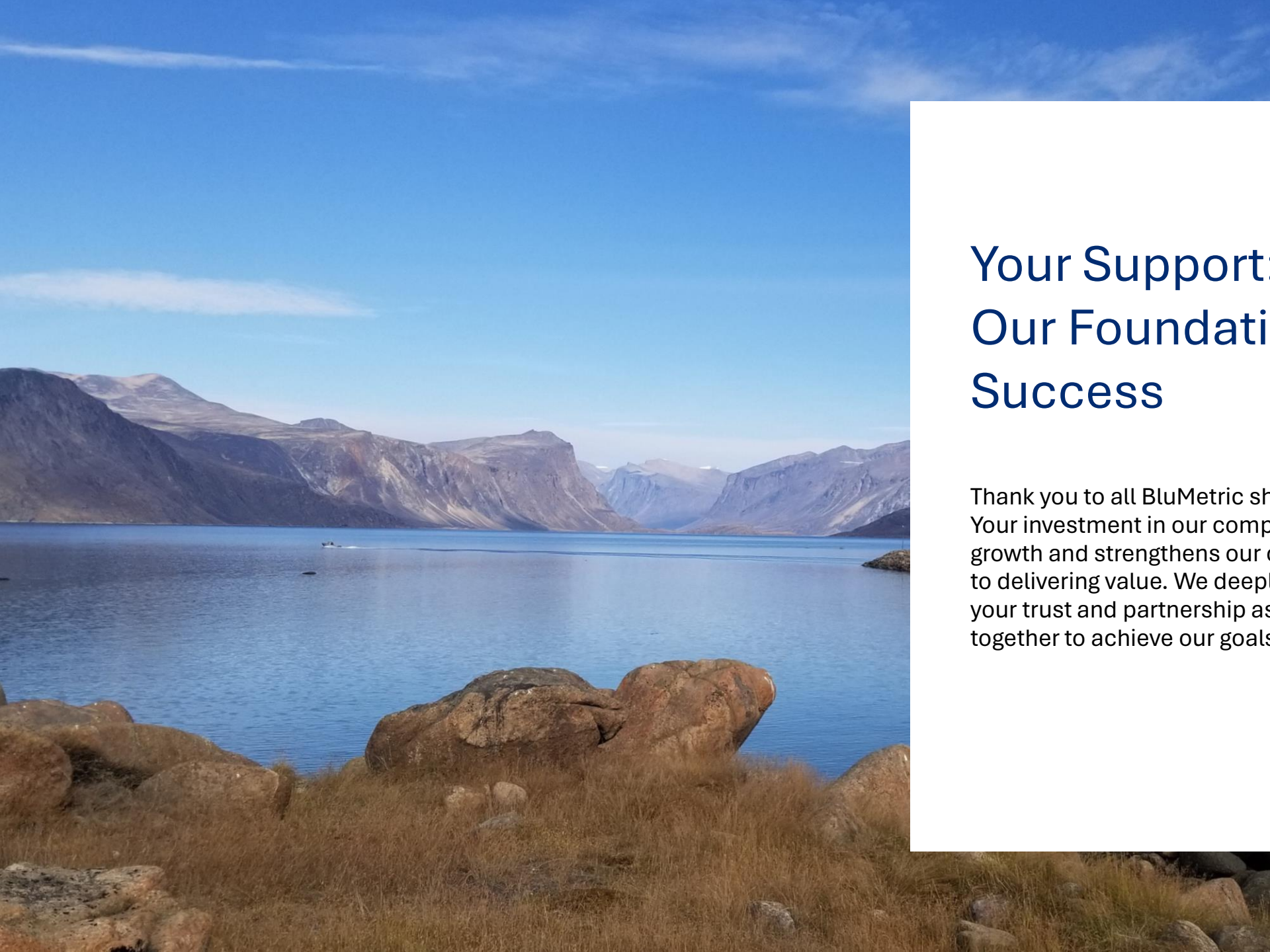
 1-99 Projects





Primed for Market Expansion  
**TODAY & TOMORROW**

- Organic profitable growth in Professional Services
- Recurring revenue through established client relationships
- Mission Ready Water solutions
- Innovative cleantech investment
- Market to NATO partners
- Manage a robust pipeline of strategic opportunities



## Your Support: Our Foundation for Success

Thank you to all BluMetric shareholders. Your investment in our company fuels our growth and strengthens our commitment to delivering value. We deeply appreciate your trust and partnership as we work together to achieve our goals.

# Thank You

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