

Investor Presentation 2025-2026



#### FORW ARD LOOKING STATEMENT



Certain information contained herein may not be based on historical fact and therefore constitutes "forward-looking information" under applicable Canadian securities legislation. This includes without limitation statements containing the words "plan", "expect", "project", "estimate", "intend", "believe", "anticipate", "may", "will" and other similar words or expressions. Forward-looking statements are based on the opinions and estimates of management on the date the statements are made and are subject to a variety of risks, uncertainties, and other factors that may cause actual events or results to differ materially from those expressed or implied by such forward-looking statements. Factors that could cause or contribute to such differences include, but are not limited to, the Company's dependence on key personnel and contracts, uncertainty with respect to the profitability of the Company's technologies, competition, technology risk, the Company's ability to protect its intellectual property and proprietary information, fluctuations in commodity prices, currency risk, environmental regulation and the Company's ability to manage growth and other factors described in the Company's filings with the Canadian securities regulators at www.sedarplus.ca (including without limitation the factors described in the section entitled "Risks and Uncertainties" in the Company's MD&A for the year ended December 31, 2024). Given these risks and uncertainties, the reader is cautioned not to place undue reliance on forward-looking statements. All forward-looking information contained herein is based on management's current expectations and the Company undertakes no obligation to revise or update such forwardlooking information to reflect subsequent events or circum stances, except as required by law.



# WHO ARE WE

BQE Water is using its portfolio of unique IP to grow recurring revenue from clean water production in the Mining and Metallurgical sectors enabling regulatory compliance, social acceptability, and sustainability in the resource sector.

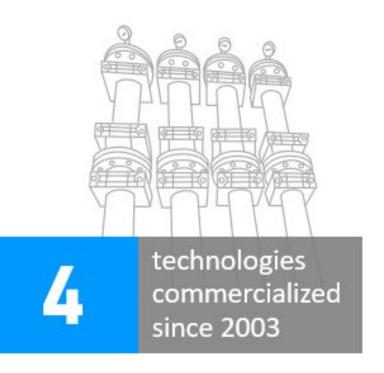




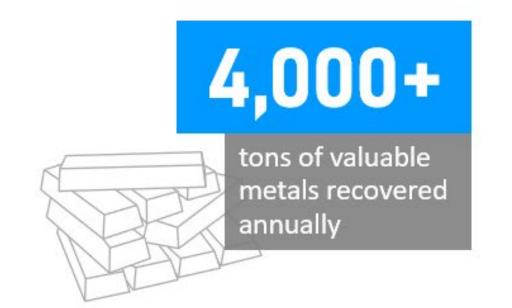
# BQE WATER BY NUMBERS

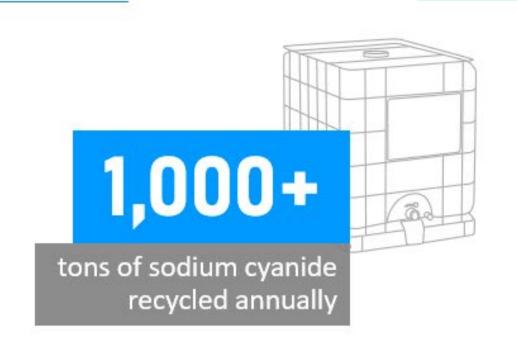








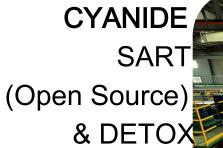






# EXPERTISE & UNIQUE IP

What makes us unique



**METALS** 

BioSulphide® &

ChemSulphide®





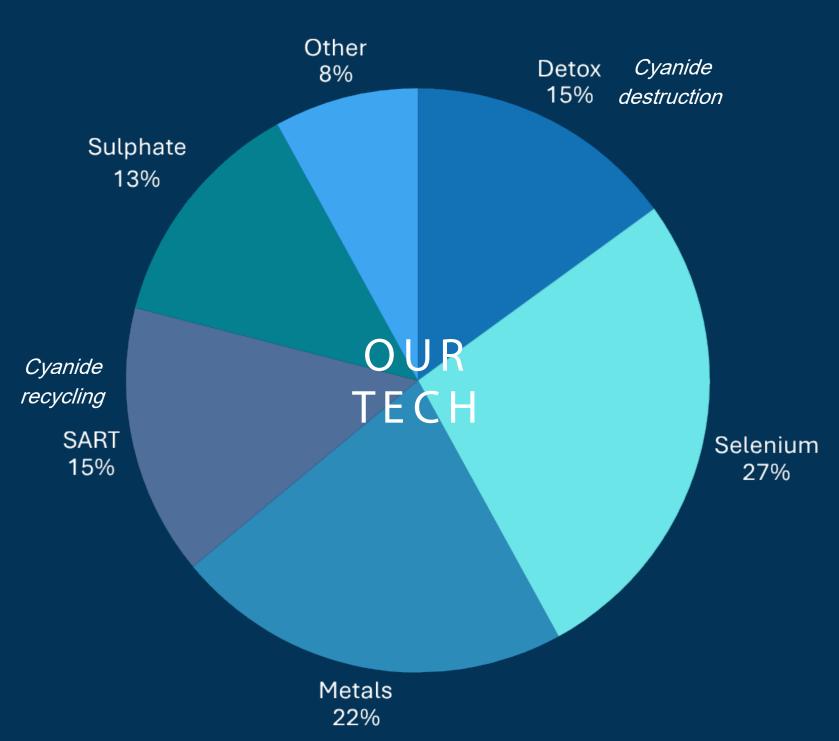
SELENIUM Selen-IX™



SULPHAT E Sulf-IX™

**BQE Water** 

#### Project Diversification across IP Portfolio







#### W ATER IN MINING

90% of Mineral Processing Uses Water

Secure water supply needed Water recycle to reduce costs No water = no operations

Permitting & Regulatory Compliance

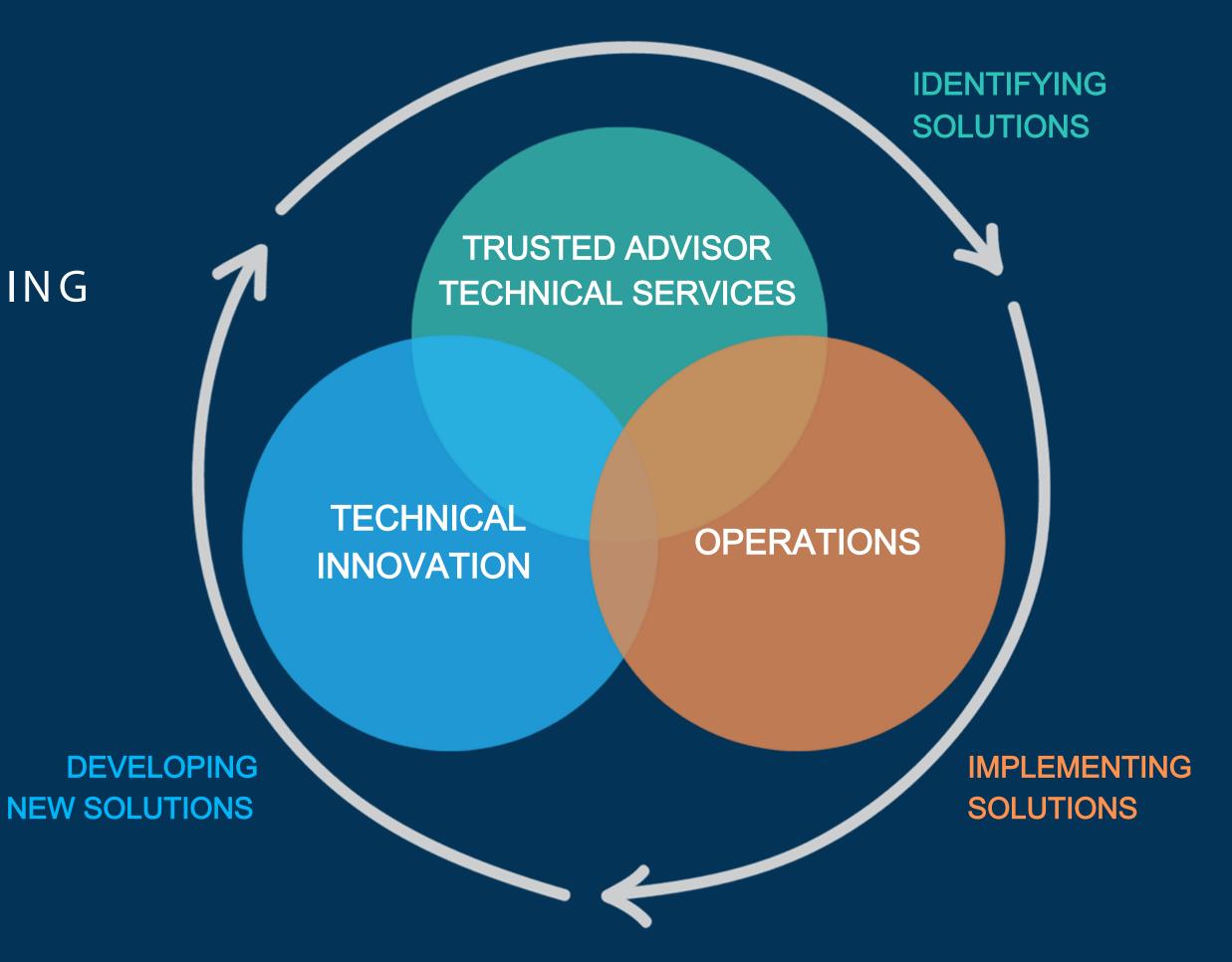
Stricter limits, new contaminants Ban on excess water storage at site Financial bonding for reclamation

Water Stewards, Not Polluters

No environmental impact from operations Minimal waste generation Local Indigenous & community engagement to gain public support



BUSINESS MODEL LEADING
TO ENTRENCHED
SOLUTIONS



# **BUSINESS MODEL ADDRESSING** ALL MARKET **SEGMENTS**



MINES IN DEVELOPMENT

Permitting to Production 5 to 10 years

Junior mining companies As piring new producers Established producers

> Lab & Pilot testing Water Studies Permitting

~ 10x more than

operating mines

Base metals: 20 years Precious metals: 10 years

Established producers Top, mid tier, small

Commissioning Operations **Plant Optimization** Cyanide Management Plant Design

Canada &  $US = \sim 25\%$  of current operating mines \*Canada & \*\*US = 1,223 Worldwide =  $\sim$ 4,800+



#### ACTIVE MINES

Operating Life



# CLOSED / LEGACY MINES

Closure Time Horizons 20+ years Successful ~5 years Unsuccessful ~ perpetuity

> Governments Top tier producers

Operations transitioning from active to passive treatment

> ~ 10x more than operating mines

SIZE

**APPLICABLE** 

**SERVICES** 

**TIMEFRAME** 

**CLIENTS** 



### TYPICAL PROJECT REVENUES



\$31 M
PER PROJECT\*
OVER 30 YRS
\*with contract renewals

60%
of our current projects are sole sourced

**OPERATION DEV/PERMIT CLOSURE** ~25M ~3M ~4M Over 7 years Over 15 years Over 5 years

# CLIENTS & FOOTPRINT

BQE Water offices and commercial operations

ESTABLISHED PRESENCE
IN KEY MARKETS WORLDWIDI

#### ESTABLISHED PRESENCE IN KEY MARKETS WORLDWIDE

Glencore Codelco Jiangxi Copper Freeport-McMoRan US EPA Kinross Gold Centerra Gold Torex Gold South32 Coeur Anglo American

Agnico Eagle
US Power
Utility
Trafigura
Cameco
Orano





#### INDUSTRY RECOGNITION IN RECENT YEARS



# Recognized Among Fastest Growing BC Companies

The only water treatment company to grace the list of the province's fastest-growing enterprises by BIV.





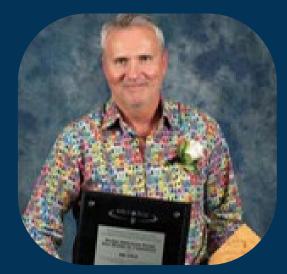
#### David Kratochvil Honored with the Prestigious Clean50

Award for Clean Technology

#### Double Victory at the 2023 BC Export Awards

Winner of winners, collecting the Exporter of the Year award as well as the Clean Technology award.





#### Winner of both MetSoc Innovation & Sustainability Awards

At US mine for WTP to remove Se & metals

# Awarded contract for design of SART plant

for Shandong Gold – 3rd SART plant in China





# Sign 2nd multi-year operations contract

At US mine for WTP to remove Se & metals

#### REVENUE

WHATMAKESUSPROFITABLE

# 67% NON-RECURRING REVENUE IS LEADING TO FUTURE RECURRING REVENUE

 Technical services required prior to arriving at water treatment plant operations

#### 33% OF RECURRING REVENUES IS LEADING TO IP MONETIZATIO

- Production of clean water compliant with permitted regulations
- Long-term operations contracts tolling fees
- Sale of metals recovered from waste

RECURRING REVENUES

Q4 2025 USA Mine SelenIX™ Operation Support

> Q3 2023 SOUTH 32 WTP2 Operation

> > Q12022
> > Dominion
> > Chesterfield
> > Operation

Q3 2025

MWT SART Operation Support (Shandong Gold)

Q2 2022 South32 WTP1 Operation

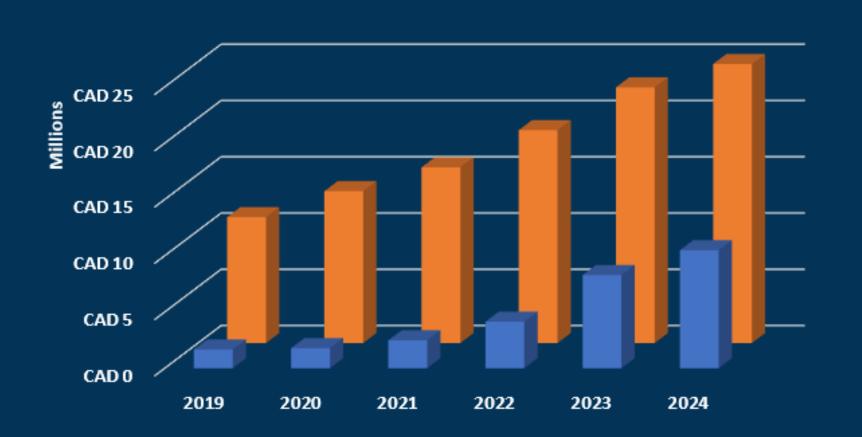
Q 1 20 2 1 MWT SART Operation Support (Zhaojin and Zhongkuang)

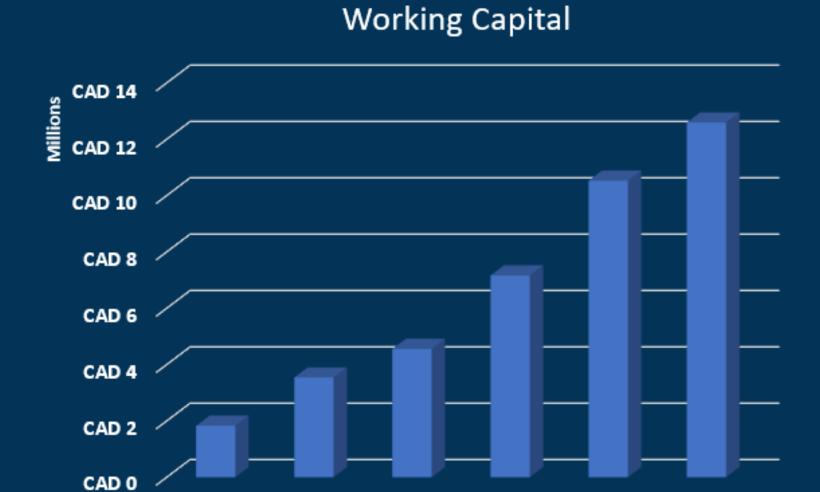


### REVENUE



■ Recurring Revenue (Operations) ■ Proportional Revenue (Total)







X6

RECURRING REVENUE

X2

TECHNICAL
SERVICES REVENUE

X4 MARKET CAP

2021

2022

2023

2020

2019

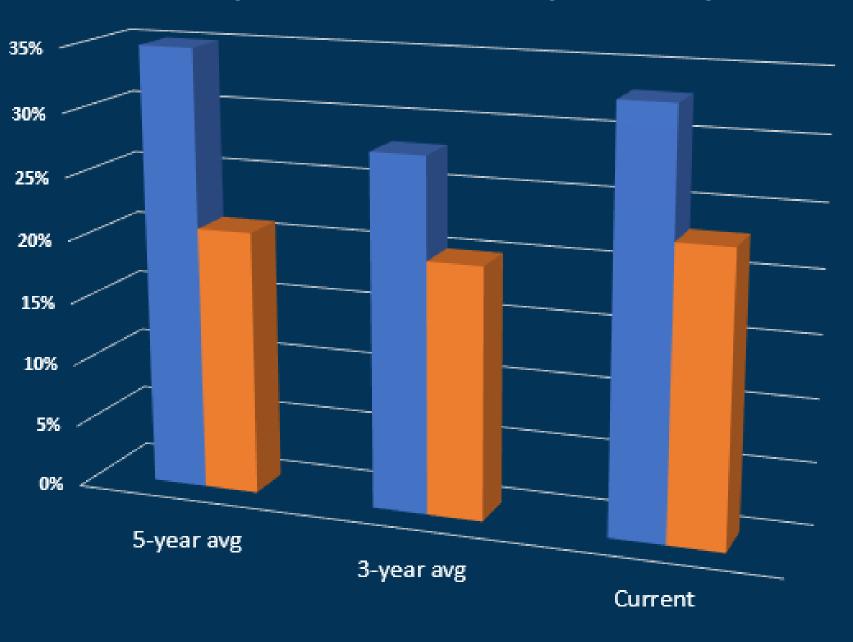
X7
WORKING
CAPITAL

2024

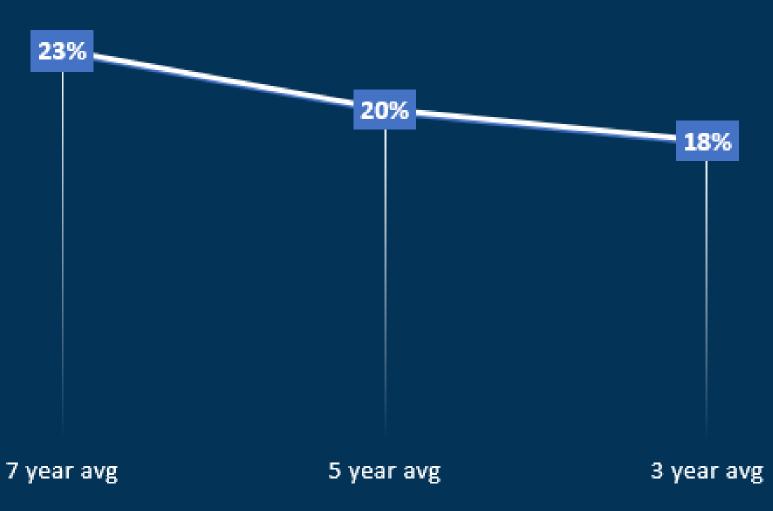
### PERFORMANCE OVERVIEW



#### PROFITABILITY AND MARGIN TRENDS







Adjusted EBITDA to GAAP Revenue

Adjusted EBITDA to Proportional Revenue

•General & Administrative Expenses (G&A)
•G&A Supporting Revenue Generation Grows Much Slower than Revenue.
•The company has reached the stage in its growth where further increases G&A will be very small.

### GROWTH ON THE PAST 5 YEARS

Compound Growth	CAGR (5 Years)
Proportional Revenue (Total)	13%
Recurring Revenue (Operations)	42%
Adjusted EBITDA	16%
Net Income	33%









# CATALYSTS FOR STEP CHANGE IN VALUATION

Why invest in BQE Water

1

Growing project pipeline

3

Protection of value in an uncertain economic environment



2

Consolidation in water and environmental services companies within the mining sector



# ANTICIPATED CONSOLIDATION IN MINE WATER SECTOR CATALYST

#### **MARKET CAP**

SMALL < \$50 M

LARGE > \$10B





- CONSULTANCIES
- INDIGENOUS ENDORSEMENT
- WATER TREATMENT
- AQUATIC TOXICITY



#### SOURCE OF GAP

- Large players in water are focused on the **municipal** sector, which is a much larger market than mining.
- ·Off-the-shelf municipal solutions rarely apply to mining.
- ·Large players in the mining sector have business models **focused on capex** and offer no innovation.
- ·Dichotomy between MINE CAPEX ~ \$1-5 billions and MINE WATER CAPEX ~\$30 million

#### GIANT WATER COMPANIES

SUEZ- VEOLIA- \$14B XYLEM- EVOQUA- \$23B

MULTIDISCIPLINARY GLOBAL CONSULTANCIES

STANTEC - \$10B WSP - \$24B TETRATECH - \$8.3B

# PROTECTION OF VALUE BASIS

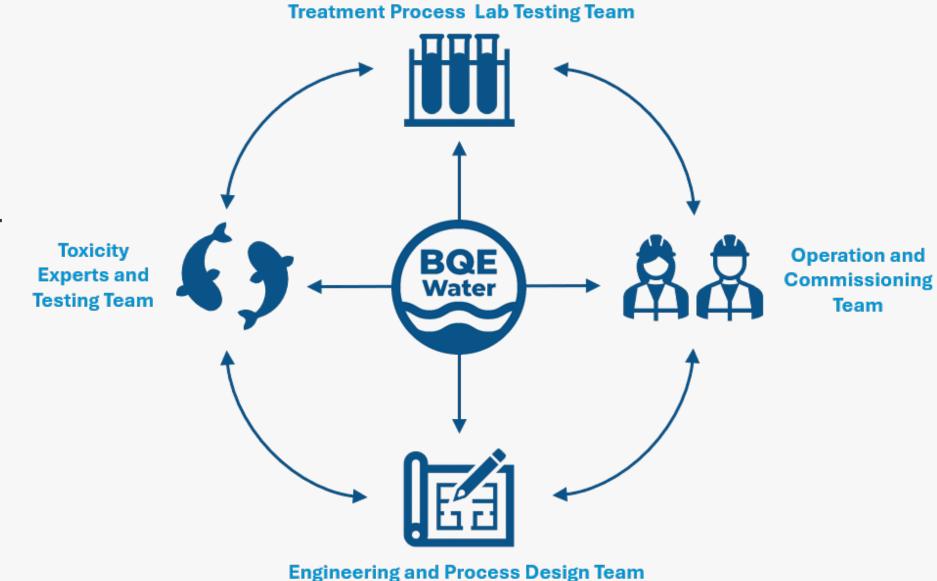
- Proven commercial strategy
- Unique disruptive technologies proven on industrial scale
- 33% of revenue is recurring linked to clean water production unimpacted by economic cycles
- In-house capabilities to continue slow and steady growth
- Business aligned with 21st century values and priorities





# Recent M&A – Aquatic Toxicology Services

- All mine water discharges must be non -toxic
- M&A enables BQE Water to guarantee nontoxic effluent –
   the first and only company to offer such guarantee
- M&A provides new entry points into mining projects in early development stages and in operations







#### RISKS ELIMINATION



#### INVESTMENTHIGHLIGHTS

- Management? implemented new strategy and customer buy in done
- •Technology? Proven commercially and at industrial scale done 🗹
- •Ability of team to execute 30 plants built worldwide, with new and established technologies done 🔽
- •Customer Retention been at Jiangxi Copper Mine for 19 years, and Raglan Mine for Glencore for 21 years proven
- Major due diligence by industry leaders done and proven
- Cash in bank more than \$14M
- Cash needed going forward no
- Market readiness for offerings proven
- •New IP substantial potential yes 🔽
- •Partnerships with Indigenous groups built on trust and transparency? yes
- Beneficial relationships and JV's with Indigenous partners yes
- •Is the company working towards a greener future yes 🔽

### LEADERSHIP





Peter Gleeson
Executive Chairman
30+ years in executive
management and board advisory



David Kratochvil PhD, PEng President & CEO 20+ years in wastewater treatment and chemical processing



Heman Wong CPA, CGA CFO 10+ years in private/public practice in the environmental sector



Oscar López
GM, Latin America
20+ years in chemical and metallurgical processing



Brent Baker BASc, PEng, PE VP, Engineering 15+ years in industrial

wastewater treatment



Songlin Ye MASc, PEng VP, Asia 25+ years in environmental and wastewater treatment



Daniel Cook
Director, Ops & Commissioning
15+ years water treatment plant
commissioning & operations



H.C. Liang PhD, PChem
Director, Water Studies
15+ years in mine water
process treatment chemistry

# CONTACT





Peter Gleeson
Executive Chairman



PhD, PEng President & CEO



Heman Wong CPA, CGA CFO

BQEWATER.COM
PGLEESON@BQEWATER.COM