



BioLargo

We Make Life Better

Better Solutions for: Air – Water – Energy

Strategy:
Invent, Prove, Partner

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 solutions

Operating Segments

Commercializing our Technologies

The BioLargo
Innovation Engine



CLYRA™
Medical Technologies Inc

- Wound irrigation and infection control platform (FDA 510 (k) cleared)
- Working through contract manufacturers – including purchase of a portion of the capital equipment to support sales through distribution



- Safe, efficient, long duration energy storage
- 8+ years R&D prior to acquisition
- Built out cutting-edge small manufacturing facility to make and test prototype cells
- Plan is to commercialize through partnerships

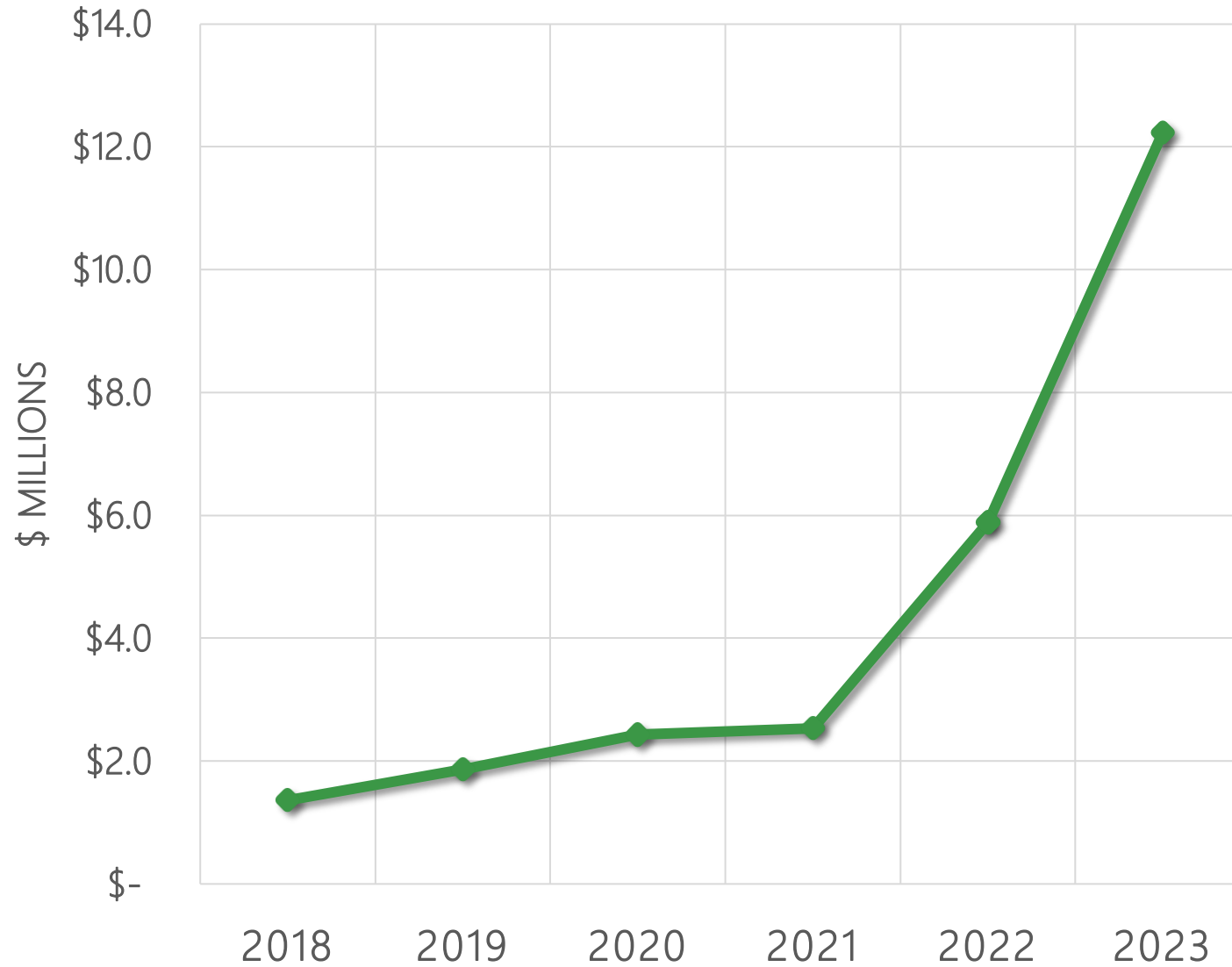


- Blockbuster www.pooph.com
- Industrial success with CupriDyne Clean™
- Odor & VOC elimination



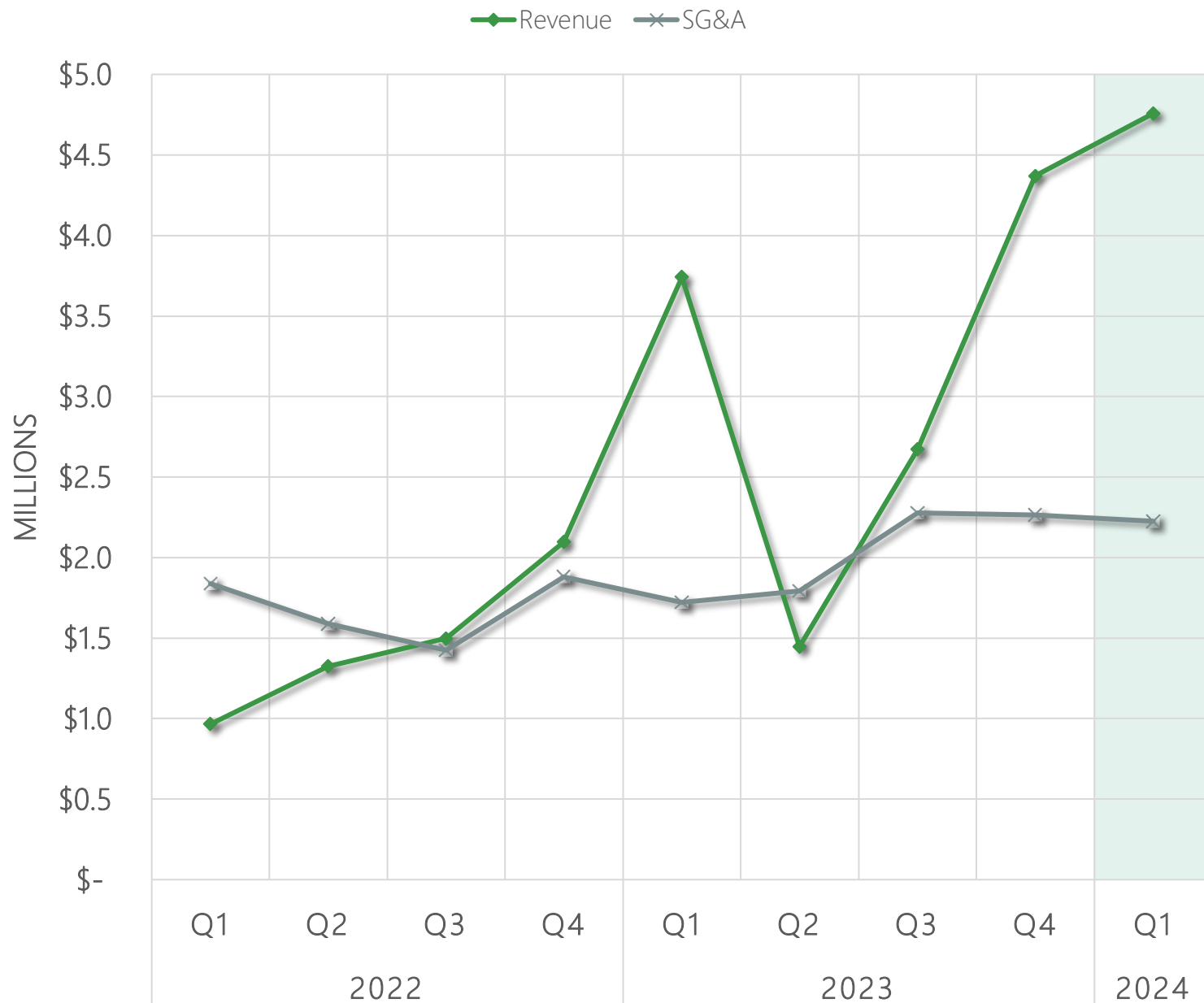
- PFAS treatment technology (and AOS and more)
- Water reuse technology co-developed with Garratt-Callahan
- NJ install (PFAS) planned Fall 2024
- Commenced operations Jan 2024; robust pipeline

REVENUE (PAST 6 YEARS)



Trends are not necessarily indicative of future performance

QUARTERLY REVENUE AND SG&A



Key highlights from Q1 2024:

Revenue:

- Q1 was **\$4,760,000**, an increase of \$390,000 over Q4's \$4,370,000
- 9% quarter-over-quarter increase
- 28% increase compared to Q1 2023

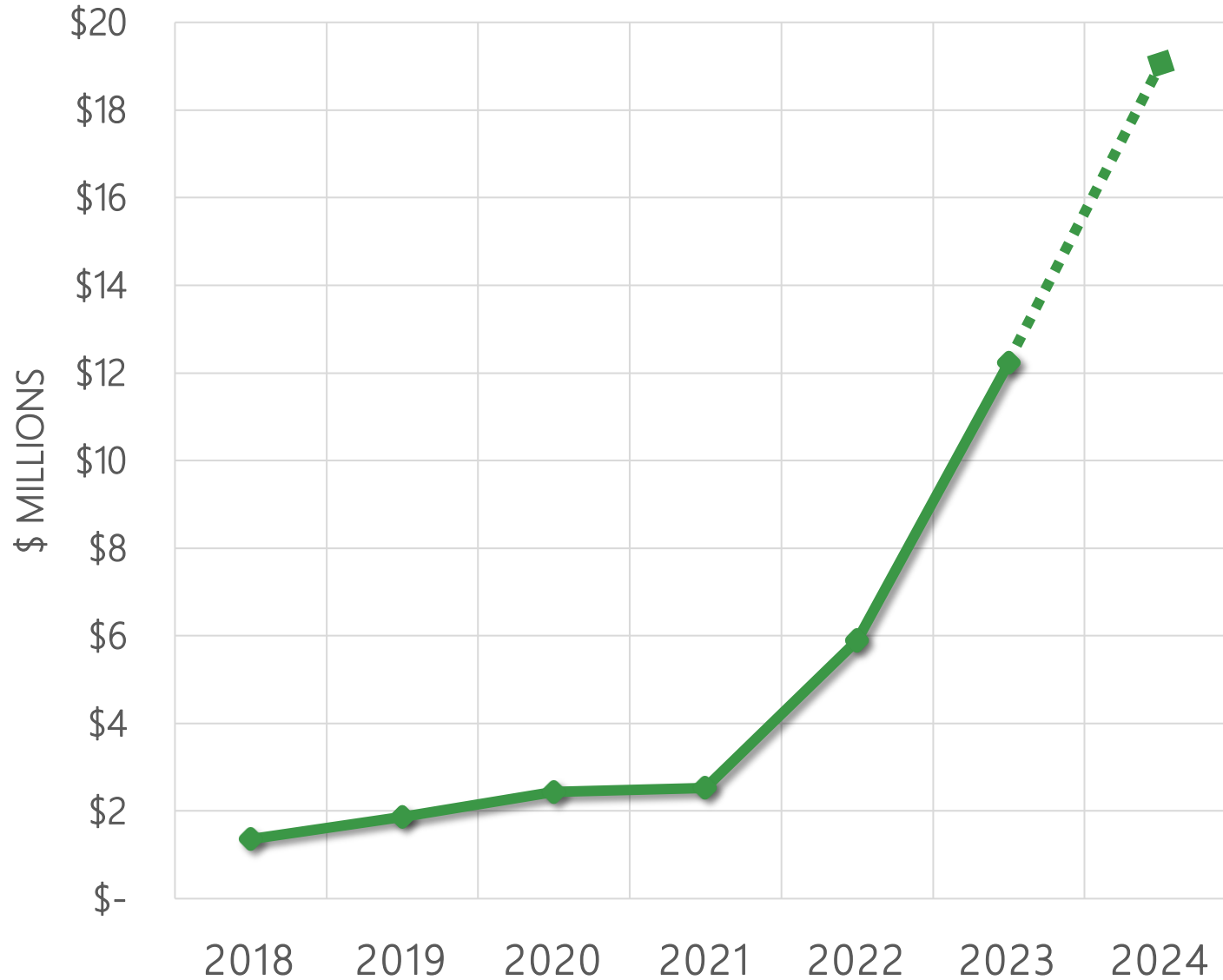
Cash generated from operating activities:

- Q1 cash flow of **\$481,000**, an increase of \$483,000 from Q4's (\$2,000)

Net Loss:

- Q1 net loss was **\$775,000**, a 32% decrease quarter-over-quarter
- 57% increase compared to Q1 2023
- **Net loss included \$623,000** in non-cash equity compensation expenses

2024 REVENUE RUN RATE SCENARIOS



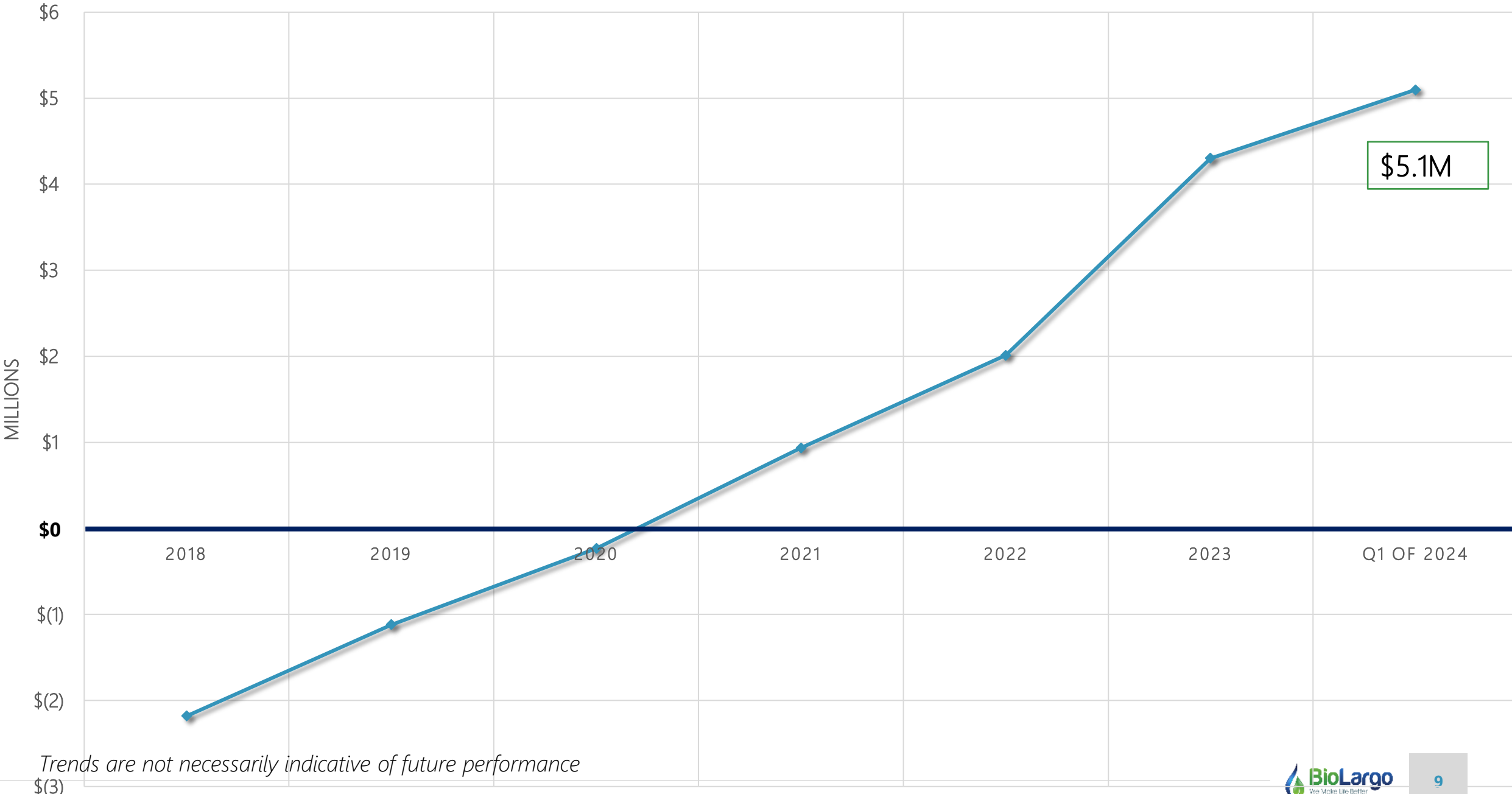
Current revenue run rate

Q1 2024 revenue was \$4,760,000

Our current annual revenue run rate is **\$19 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

POOPH – Consumer pet odor product

- Product marketed and sold by our partners, award-winning consumer product experts (Ikigai Marketing Works)
- 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

Current status:

- Revenues continuing to grow as predicted
- Retail presence continues to expand
- Pooph continues to sell via direct-to-consumer, Walmart, Amazon, Ace Hardware, Home Depot, and others
- 30K+ stores already
- New products for 2024: wipes launched, and puppy pads coming soon!

*logistics efforts often create delays before actual sales occur



Clyra Medical Technologies: THE CLYRADVANTAGE

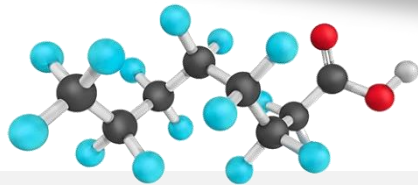
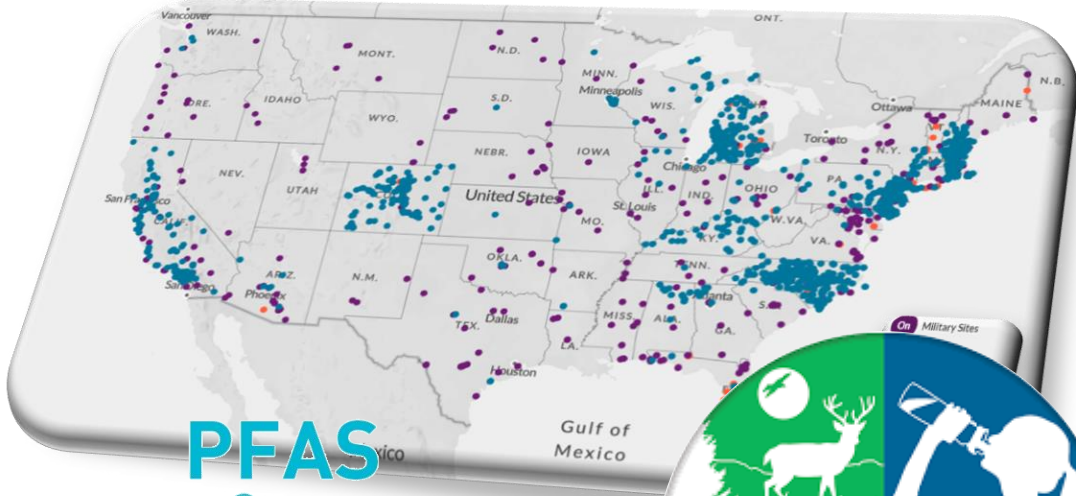


Clyra[™] Antimicrobial Platform
Infection Prevention & Control

*Supporting 3rd-party FDA-compliant
manufacturing with \$800,000 of specialized
equipment to support upcoming distribution*

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



April 10 – EPA Finalized Drinking Water Standards for PFAS

Biden-Harris Administration Finalizes First-Ever National Drinking Water Standard to Protect 100M People from PFAS Pollution

As part of the Administration's commitment to combating PFAS pollution, EPA announces \$1B investment through President Biden's Investing in America agenda to address PFAS in drinking water

April 10, 2024

4 parts per trillion

The technical mark for performance with these new standards is very high.

These rules will push the industry to favor our solution, which has been proven to meet these tough performance levels (both with long and short chain molecules).

April 19 – Two PFAS Designated as Hazardous Substances

Biden-Harris Administration Finalizes Critical Rule to Clean up PFAS Contamination to Protect Public Health

EPA action designates two widely used PFAS as hazardous substances under the Superfund law, improving transparency and accountability to clean up PFAS contamination in communities

April 19, 2024

Also announced
\$10B in funding for
PFAS treatment in
communities

The stakes for handling and disposing of PFAS-laden waste got higher

Other regulatory drivers for PFAS



Feb 8 notice of rulemaking for RCRA Appendix VIII for nine PFAS chemicals

This will have an even bigger effect on handling of PFAS-laden waste

CAUTION
HAZARDOUS
WASTE


Guidance by EPA indicates that PFAS should be already be handled as RCRA




EPA released new testing methodology that implies new Clean Air Act and wastewater regulations are likely coming soon





- Business model: sell, install, service, exchange membranes through project life
- Removes 99% of PFOA and PFOS in a single stage. Capable of “non-detect” levels, meeting new EPA requirements
- Produces very little waste – up to 40,000 times less than carbon alternative (~80,000 lbs of waste from carbon vs ~2 lbs of waste from AEC)
- We handle all the PFAS-laden waste, making regulatory compliance easy and affordable
- Low energy costs, no chemicals required







**CARBON FILTRATION/
MEDIA FILTRATION**










AEC HAS LOWER OPERATION AND MAINTENANCE COSTS
AEC is faster and more energy-efficient than standard filtration.










AEC IS VERSATILE
AEC can work on multiple water streams alone or in conjunction with other water treatment technologies.







AEC IS ENVIRONMENTALLY FRIENDLY
AEC produces less than 1/40,000 the PFAS-laden waste of carbon filtration.



The PFAS treatment waste conundrum

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



**GAC-based
filtration**

VS



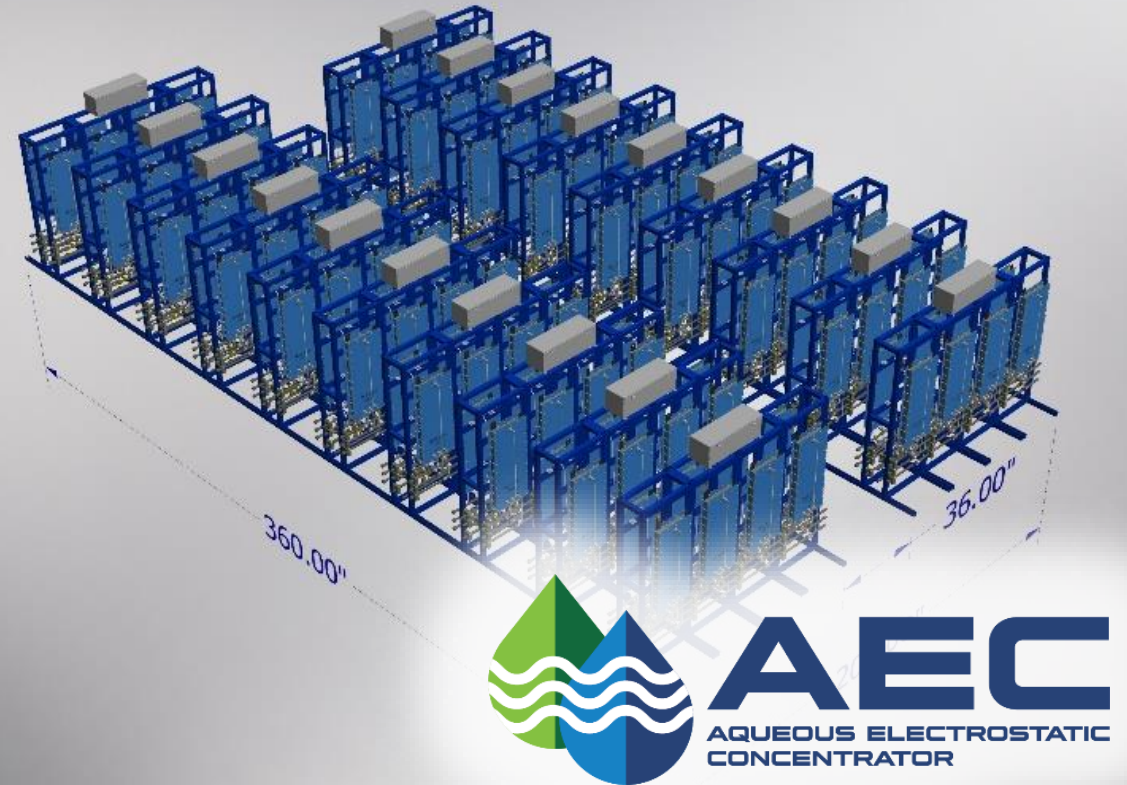
AEC produces less waste

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

New Jersey PFAS treatment project

Project is underway

*Targeting installation by
November 2024*



See press release dated December 20, 2023:

<https://biolargo.blogspot.com/2023/12/biolargos-pfas-removal-technology-lands.html>

100+ CELLINITY

Trends driving energy storage demand

OCTOBER 13, 2023 | 5 MIN READ

The AI Boom Could Use a Shocking Amount of Electricity

Powering artificial intelligence models takes a lot of energy. A new analysis demonstrates just how big the problem could become

BY LAUREN LEFFER



Takeaway:

AI uses a lot more energy than most people realize, accelerating the world's electricity needs

The potential impact of electric vehicles on global energy systems

August 8, 2018 | Article

By [Hauke Engel](#), [Russell Hensley](#), [Stefan Knupfer](#), and [Shivika Sahdev](#)

[Share](#) [Print](#) [Download](#) [Save](#)

Electric vehicles are unlikely to create a power-demand crisis but could reshape the load curve. Here's how to bend that curve to your advantage.

Takeaway:

EVs a driving force for "electrification", which is unbalancing the grid and necessitating battery energy storage

The problems with lithium

- Explosive
- High risk of thermal runaway
- Global supply chain risk
- Poor environmental outcomes





BioLargo

ENERGY
TECHNOLOGIES *

BioLargo Liquid Sodium Battery: Long-Duration Energy Storage (LDES) System

Because the world needs better batteries

- Better, safer, less expensive option for long duration energy storage (LDES)
- Non-venting, sealed design
- Longer lasting
- Performance does not degrade over thousands of charge/discharge cycles
- 100% domestic supply possible



**a subsidiary of
BioLargo, Inc.*

How to monetize a new battery technology?

Choices:

1) Manufacture battery packs and sell them

- Traditional thinking
- Risky, expensive
- Requires too much capital, too much time



2) Build factories that are financed and owned by partners and operated under licensure

- Generate cash flow early
- Preserve Capital
- High ROI
- Shares wealth & scales more rapidly
- Leverages core competencies
- We supply critical components



3) Participate in energy production and delivery (power purchase agreements)

- A future opportunity once battery manufacture and supply chain is at scale
- Maybe later



Commercialization Pathway



Complete pilot manufacturing

Scale up cells and battery packs

Build component manufacturing facility

Make and test cells

Make licensing partnerships

Engage with partners as consulting engineer and licensing partner to build factories

Scale Up

Target market is worth billions



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:
BLGO**

Contact:

Dennis Calvert

President & CEO

BioLargo, Inc.

14921 Chestnut St.

Westminster, CA 92683

(888) 400-2863

dc@BioLargo.com

www.BioLargo.com