



# BioLargo

We Make Life Better

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Jan 1, 2023    OTCQB: BLGO Westminster, CA

**Safe Harbor Statement**

*The statements contained herein, which are not historical, are forward-looking statements that are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements, including, but not limited to, the risks and uncertainties included in BioLargo's current and future filings with the Securities and Exchange Commission, including those set forth in BioLargo's Annual Report on Form 10-K. This presentation includes estimates of market size, revenue per client site and revenue based upon customer adoption rates. All such statements are forward-looking statements and, although based upon assumptions the Company believes to be reasonable, are not projections of actual revenue or earnings which may be substantially less. There can be no guaranty that any national account customer adopts the use of our products and we cannot predict the adoption rate, if any, by our customers and potential customers. Revenue per customer site may be affected by many factors, including but not limited to distribution, price competition, fluctuating supplier pricing, size, population density, location and weather.*



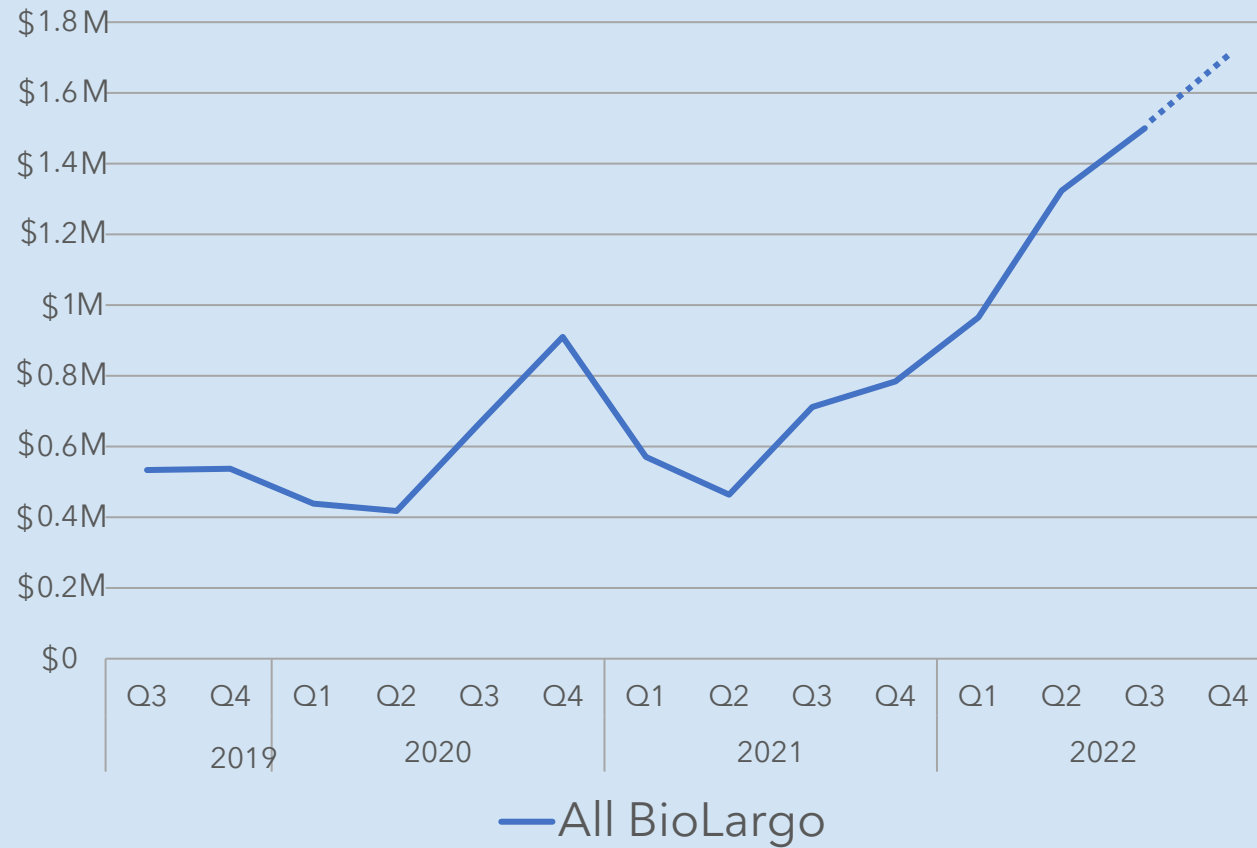
Environmental Group



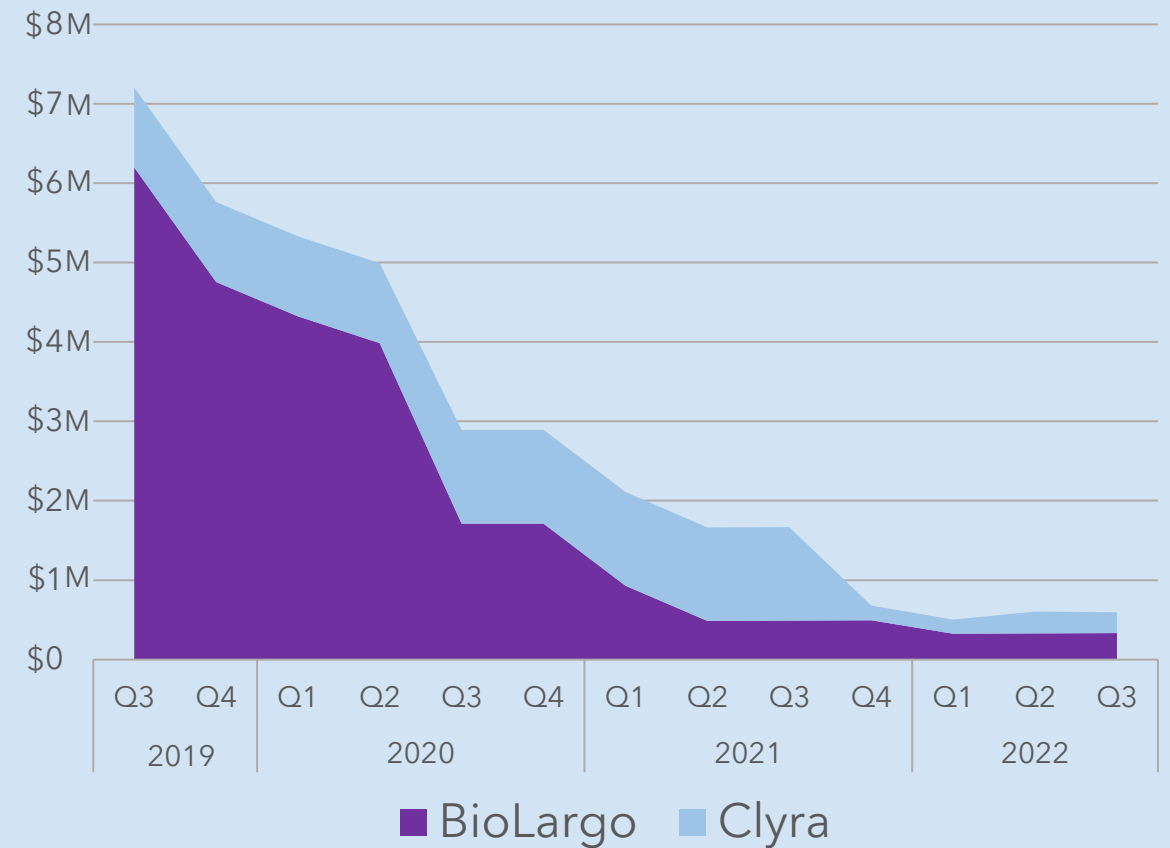
Medical subsidiary –  
planned spin-out

# Financial highlights

## Quarterly Revenue



## Debt<sup>1</sup>



<sup>1</sup>Remaining debt includes: low-interest SBA loans, PPP funding, and \$50K in fixed-price convertible debt due March 1, 2023 (does not include debt owed by Clyra Medical Technologies)

# Financial highlights from Q3



**\$1,500,000**  
revenue Q3

**+13% vs Q2 2022**

**+111% vs Q3 2021**

**\$3,786,000**  
YTD (9 months ended  
Sept 30, 2022)

**+117% compared  
to same period of  
2021**

Year-end financial  
results will publish on  
or before 3/31/2023.  
See PR dated Jan 9,  
2023 for topline 2022  
revenue



**\$283,000**  
revenue Q3

**-54% vs Q2 2022**

**+0.7% vs Q3 2021**

**\$1,254,000**  
YTD (9 months ended  
Sept 30, 2022)

**+125% compared  
to same period of  
2021**



**\$1,199,000**  
revenue Q3

**+71% vs Q2 2022**

**+185% vs Q3 2021**

**\$2,499,000**  
YTD (9 months ended  
Sept 30, 2022)

**+136% compared  
to same period of  
2021**

**\$400,000**  
net operating  
income for Q3  
2022

# Key catalysts for growth



WASTEWATER  
EQUIPMENT  
PARTNERSHIP



IKIGAI  
HOLDINGS

PET ODOR  
CONTROL




**AEC**  
AQUEOUS ELECTROSTATIC  
CONCENTRATOR

PFAS  
TREATMENT



Business model:


- ❖ Sell AEC and related equipment
- ❖ Sell engineering (design and build) services
- ❖ Ongoing service and maintenance
- ❖ AEC membrane replacement and disposal




**AEC**  
AQUEOUS ELECTROSTATIC  
CONCENTRATOR

VS

**CARBON FILTRATION/  
MEDIA FILTRATION**




VS




AEC HAS LOWER OPERATION AND MAINTENANCE COSTS

AEC is faster and more energy-efficient than standard filtration.




VS




AEC IS VERSATILE

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




VS



AEC IS ENVIRONMENTALLY FRIENDLY

AEC produces less than 1/1000 the PFAS-laden waste of carbon filtration.



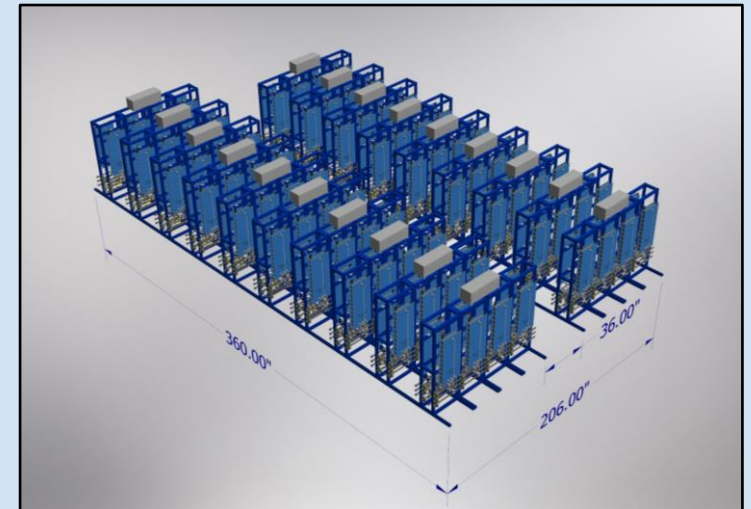
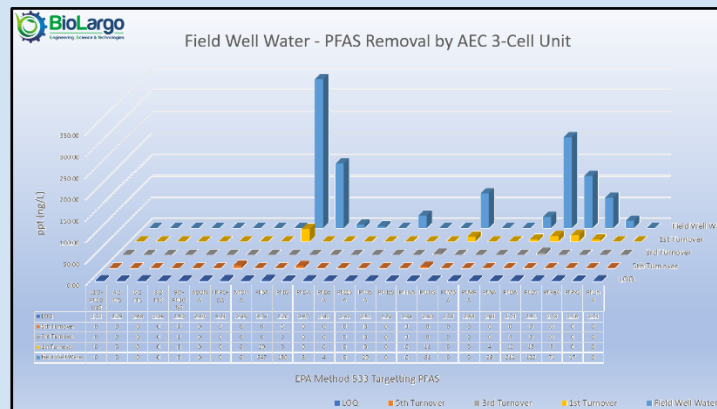
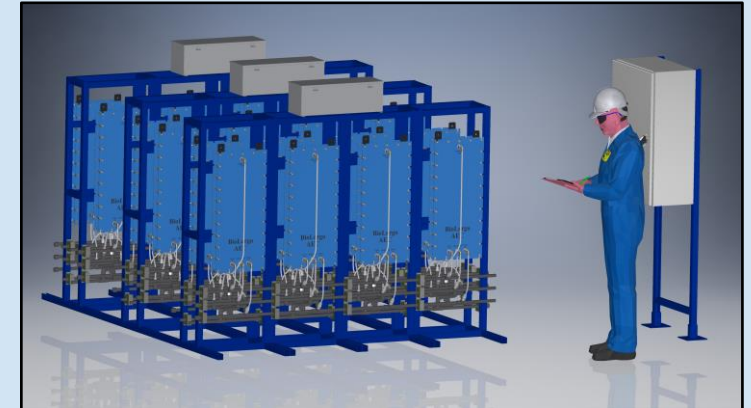
**BioLargo**  
We Make Life Better



# PFAS Tech - Ready for Market



- **First customer project signed**
- Removes PFAS (Non-Detect)
- Results across a broad range of PFAS chemicals
- Test results open doors for partners and customers



**~1,000 GPM array**

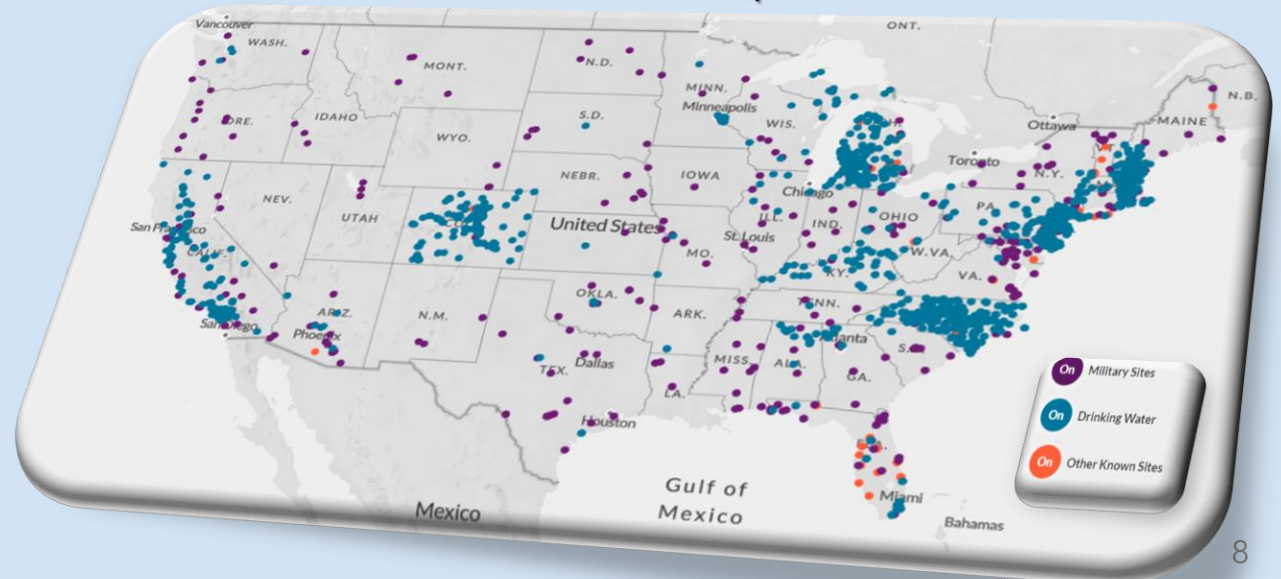
# Target Markets and Business Model for PFAS

- *Sales reps covering majority of US states now secured*
- *First large customer landed, small commercial trials being rolled out through reps*
- *Recognized industry experts*

Target markets:



2900+ documented contaminated sites in US alone (per EWG)





## Small commercial-scale units

- Commercial trial units for small projects
- Lease AEC unit
- Recurring revenue through membrane replacement and service





# UNSURPASSED ODOR CONTROL

Without Fragrances,  
Enzymes or Chlorine  
Compounds



MADE IN  
AMERICA

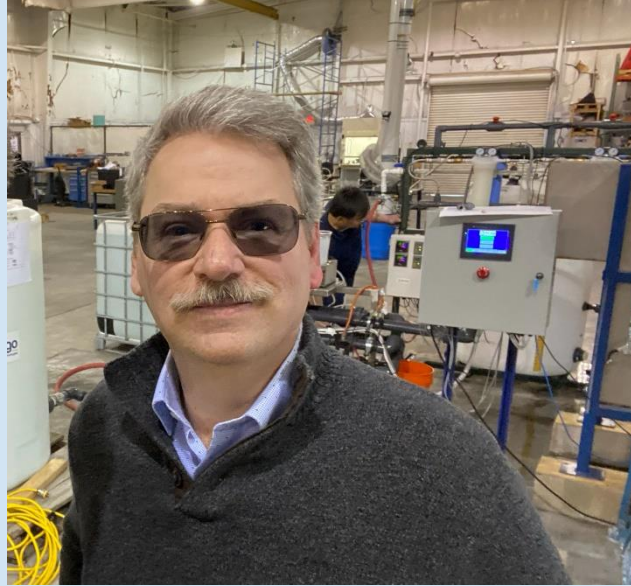


# POOPH - Consumer pet odor product

- Led by award-winning consumer product experts
- 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
- Recently launched at Walmart and other national retailers
- **Pooph sales growing**







# Garratt - Callahan MLD Product Line

- Proven commercially viable at our water lab in Oak Ridge
- Technology scaled up and commercially sound
- Systems to be designed, fabricated, and integrated by BioLargo
- Unique patented product only available through G-C & BioLargo
- G-C expects to sell 30 to 50 per year once launched. Average sale ~\$300-500K per system
- Several client contracts in negotiation now



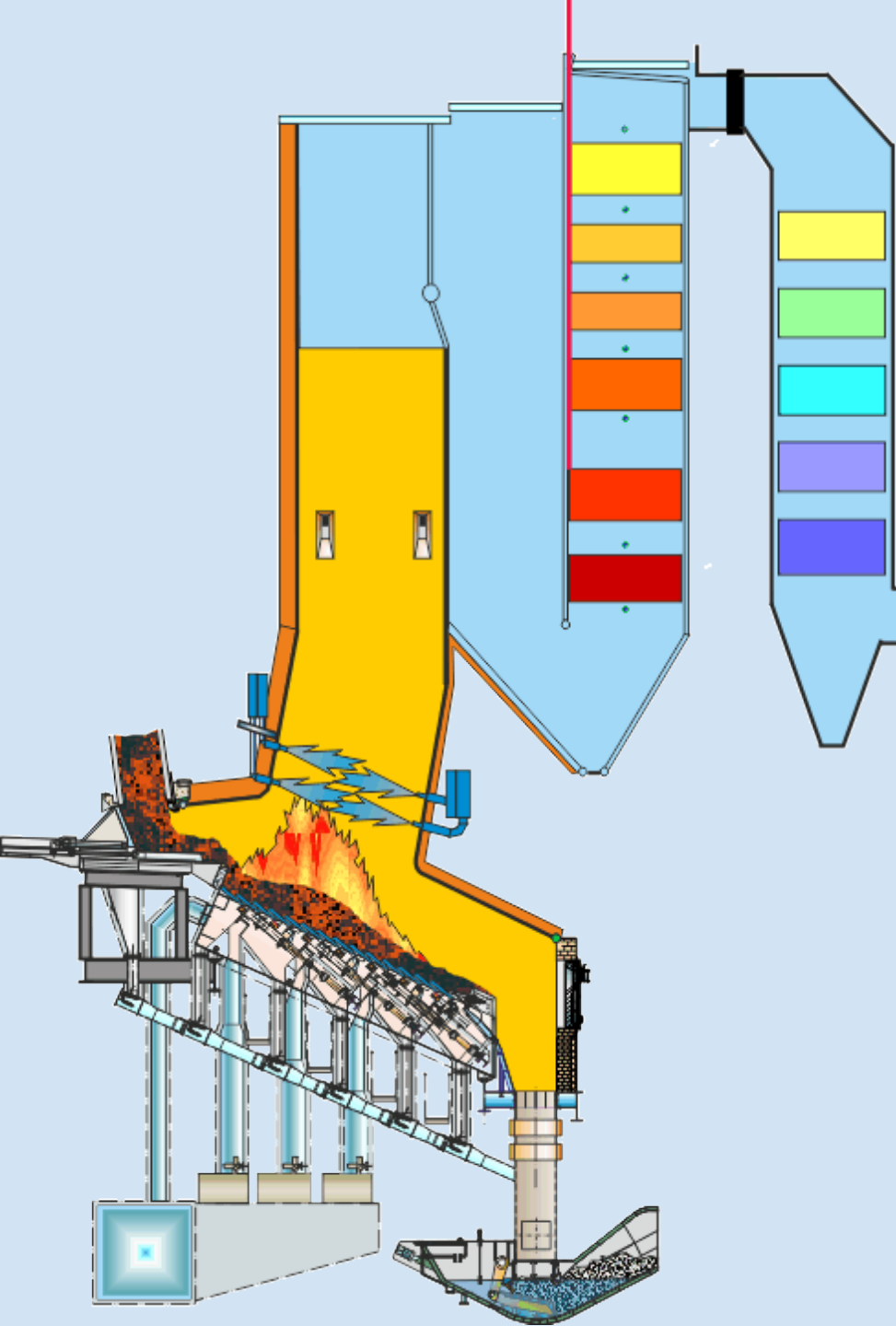


- Experts
- 30+ Years Experience
- Landing larger engineering projects

Citizens Gas  
Union Carbide  
HAVCO  
DOD  
TSCAI  
DOE  
ENREMA  
Proton Power  
Schlegel  
Moss Landing  
US Army  
Picatinny Arsenal  
Oak Ridge National Lab  
Major Waste Handlers  
Lamb Weston

# Waste to Energy Project - South America

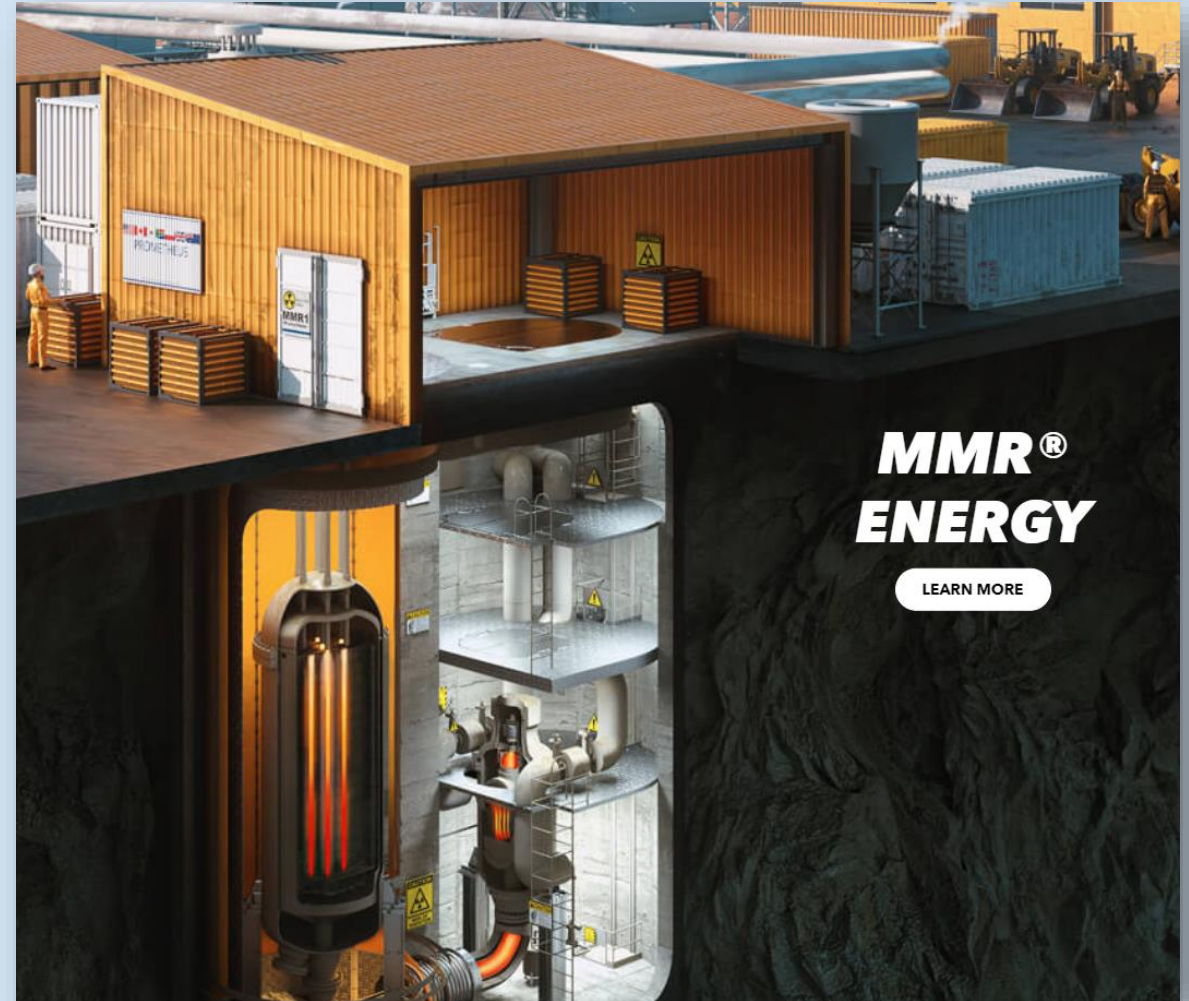
- Client planning a multi-stage, multi-year project
- Phase I (feasibility study) complete
- Management expects to move to Phase II





# ULTRA SAFE NUCLEAR

- BLEST was contracted initially for \$500K worth of work
- First phase now complete
- BLEST management expects to advance to subsequent phases





# Advanced Oxidation System (AOS)

- AOS proven to improve municipal plant's performance
- Cost- and energy efficient tertiary treatment
- Presented results of seminal Montreal municipal pilot at national conference in Halifax
- "Better than UV, plus micropollutant removal"







**CLYRA™**  
Medical Technologies Inc

Orthopedic



Wound and Burn



Dental and Oral  
Surgery

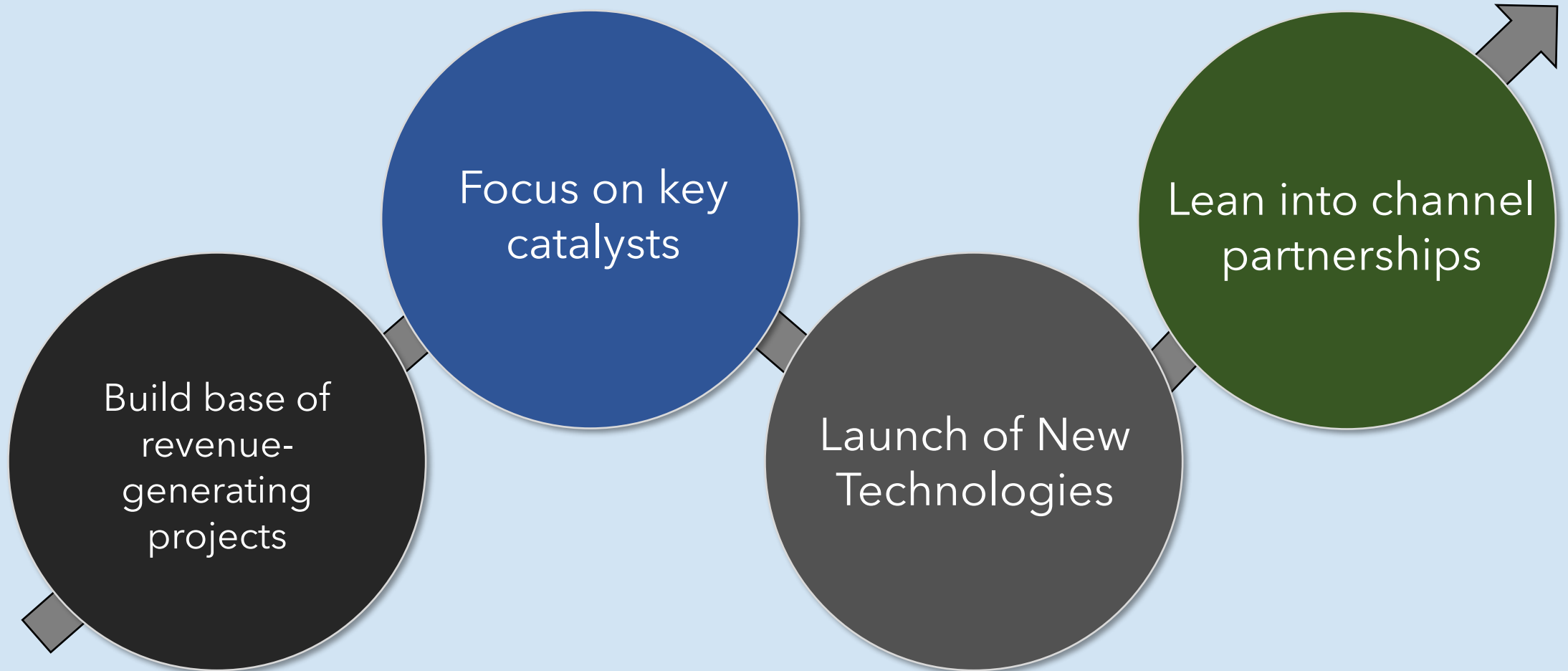


**Clyra™ Antimicrobial Platform**  
Infection Prevention & Control

- BioLargo owns 58%
- Spin-off strategy
- FDA 510(k) cleared
- First customers secured
- Three channel partnerships in negotiation
- National sales director hired
- Manufacturers Reps signing up

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# The road to accelerated growth



# OTCQB: BLGO

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## 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.

