

The Profitable Path to Net Zero

TSX-V: TMG | OTCQB: TMGEF Investor Presentation | May 2023

Disclaimer



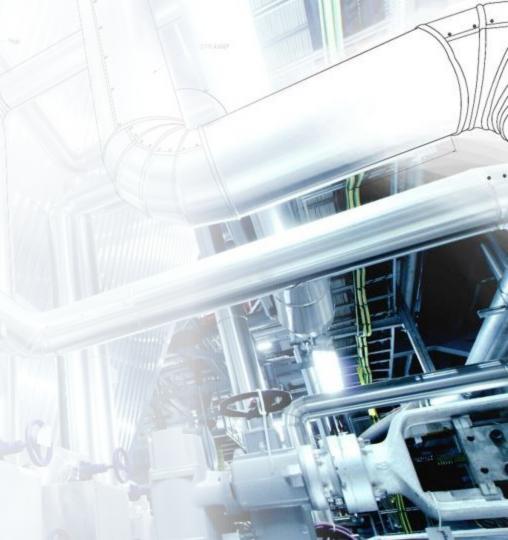
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The term "EBITDA" as used in this presentation is not a recognized measure under IFRS, does not have a standardized meaning prescribed by IFRS and is therefore unlikely to be comparable to similar measures presented by other companies. This measure is provided as additional information to complement IFRS measures by providing further understanding of the Company's results of operations from management's perspective and should not be considered in isolation nor as a substitute for analysis of our financial information reported under IFRS. Please refer to our management's discussion and analysis for the applicable period for a reconciliation of EBITDA to Net income (loss), the closest IFRS measure.

Thermal Energy International provides energy efficiency and carbon emission reduction solutions to Fortune 500 and other large multinational companies.

We make our customers more profitable and competitive by reducing their fuel use and carbon emissions.



Investment Highlights



- Energy efficiency is the fastest, cheapest, and easiest way to reduce carbon emissions
- Unique and proprietary solutions provide high ROI with short, compelling payback
- Significant repeat business from Fortune 500 and other large multinational customers
- 4. Proven and profitable track record of growth
- 5. Continue growing organically and through accretive acquisitions

The Business Case

- ~90% of industrial energy use is thermal
- ~50% is lost as waste heat
- Higher, more volatile thermal energy costs
- Continually increasing cost of carbon (up 300% in EU)





Improving thermal energy efficiency is the **fastest**, **cheapest**, **and easiest** way to reduce industrial carbon emissions

Unique & Proprietary Solutions

- Suite of complementary technologies that improve thermal energy efficiency
- Highly-engineered, site-specific turnkey and custom delivery model
- Recover up to 80% of energy lost in typical boiler plant and steam system operations
- High ROI with short, compelling payback











PERCOMAX direct-contact water heater





LAUNREC RBT

waste water heat recovery



PERCOTHERM mid temperature, direct contact air to water heat recovery

Repeat Business



Significant repeat business from Fortune 500 and other large multinationals

- Over the last 4 years, 60% of orders have come from our top 10 key corporate accounts
- Partially penetrated about 100 of these 10 customers' sites in 15 different countries
- Combined, these 10 customers have about 1,000 sites worldwide (<5% penetration)







Proven Growth Strategy



Leverage existing high quality customer base

Increase portfolio of complementary products

Grow team and global presence

Grow organically and through accretive acquisitions

Strong Momentum

Q3 2023 was our strongest quarter in more than 2 years

- Revenue = \$5.6 million
- EBITDA = \$816 thousand
- Net income = \$524 thousand

YTD* order intake of \$22 million is up 165% from a year ago

Order intake, order backlog, and # of signed project development agreements are higher than ever

^{*} For the 9 months ended February 28, 2023.

Summary

- Energy efficiency is the fastest, cheapest, and easiest way to reduce carbon emissions
- Unique and proprietary solutions provide high ROI with short, compelling payback
- 3. Significant repeat business from Fortune 500 and other large multinational customers
- 4. Proven and profitable track record of growth
- Continue growing organically and through accretive acquisitions





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