



Innovator & Sustainable Environmental Solutions Provider

Stock Symbol: 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 due to distribution, price competition, fluctuating supplier pricing, size, population density, location and weather.

BioLargo's solutions vetted through collaboration



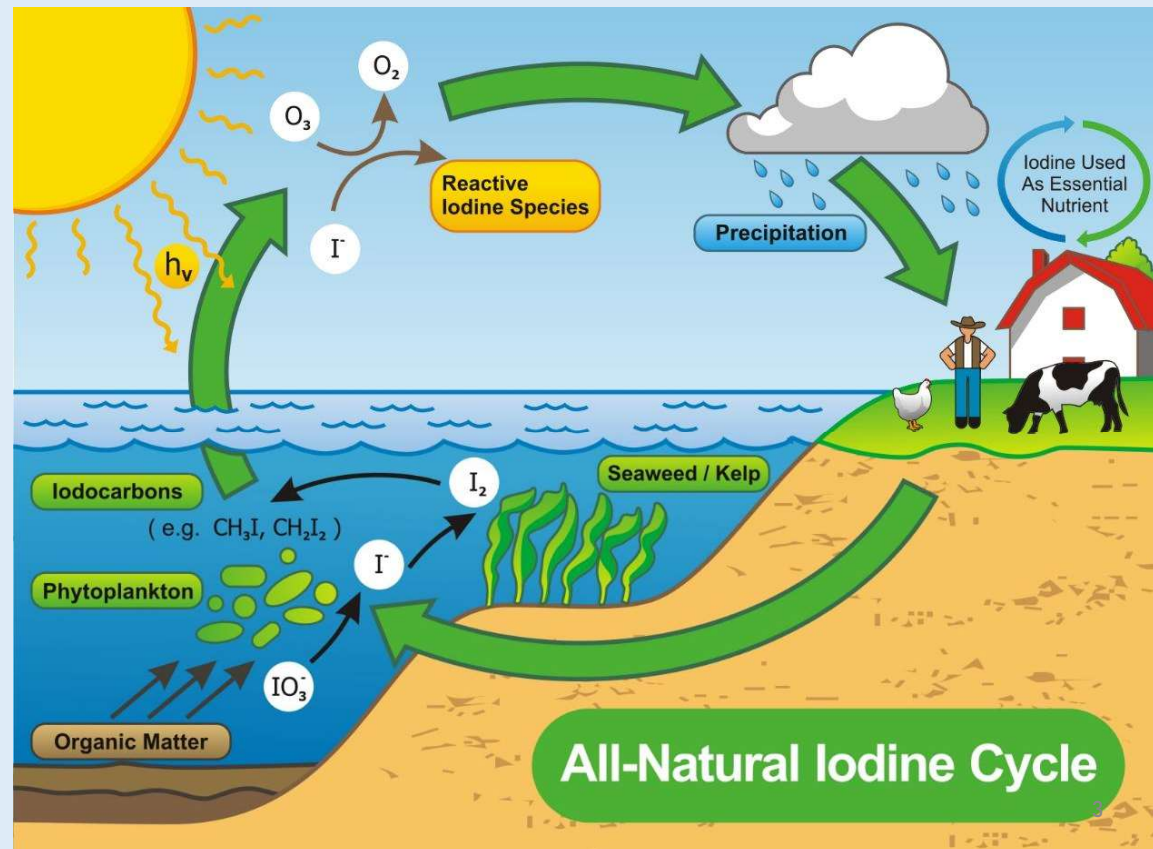
Nature Shows Us the Way!

Inspiration from one discovery ...

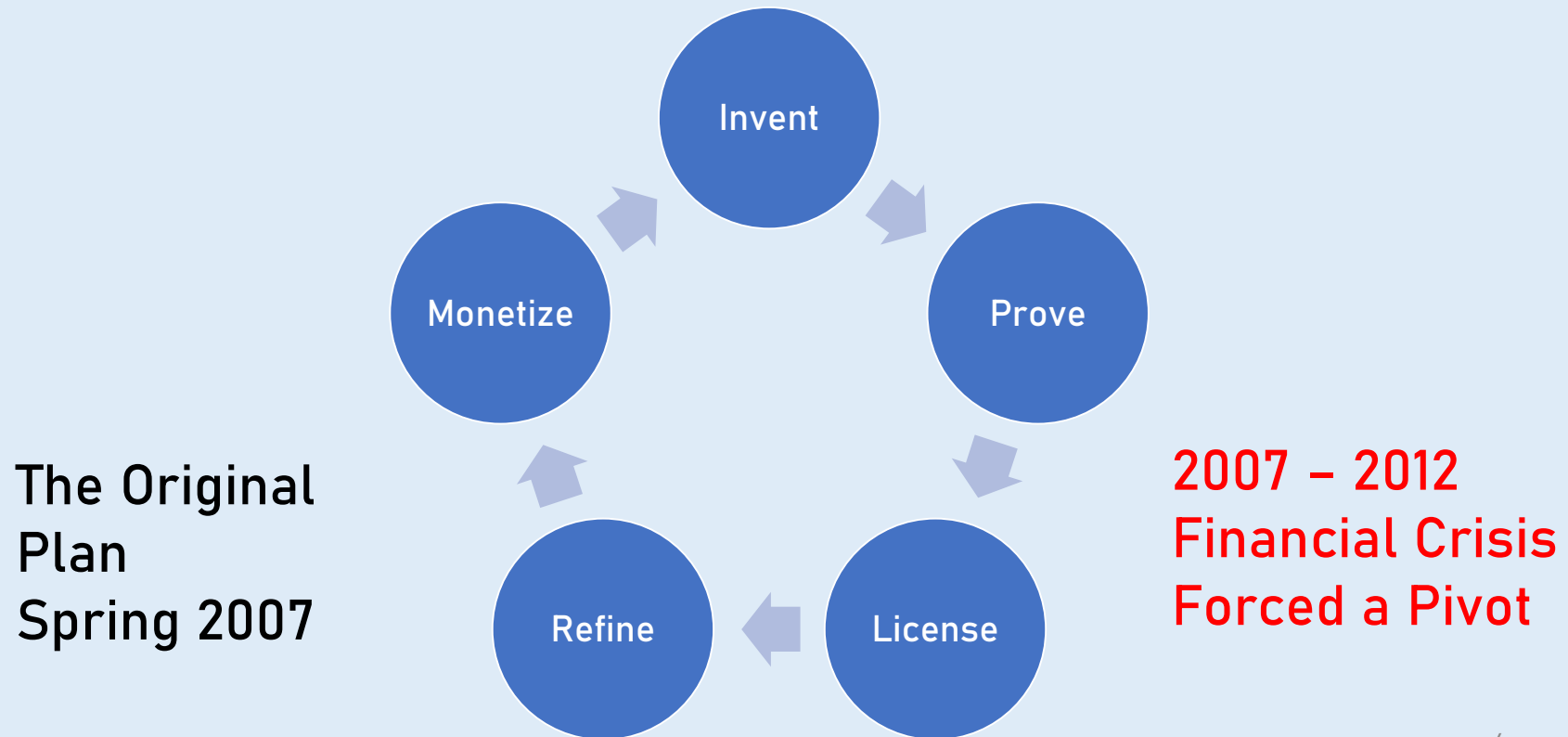
...leads to
an **ever-expanding**
IP portfolio

+ new discoveries

+ acquisition



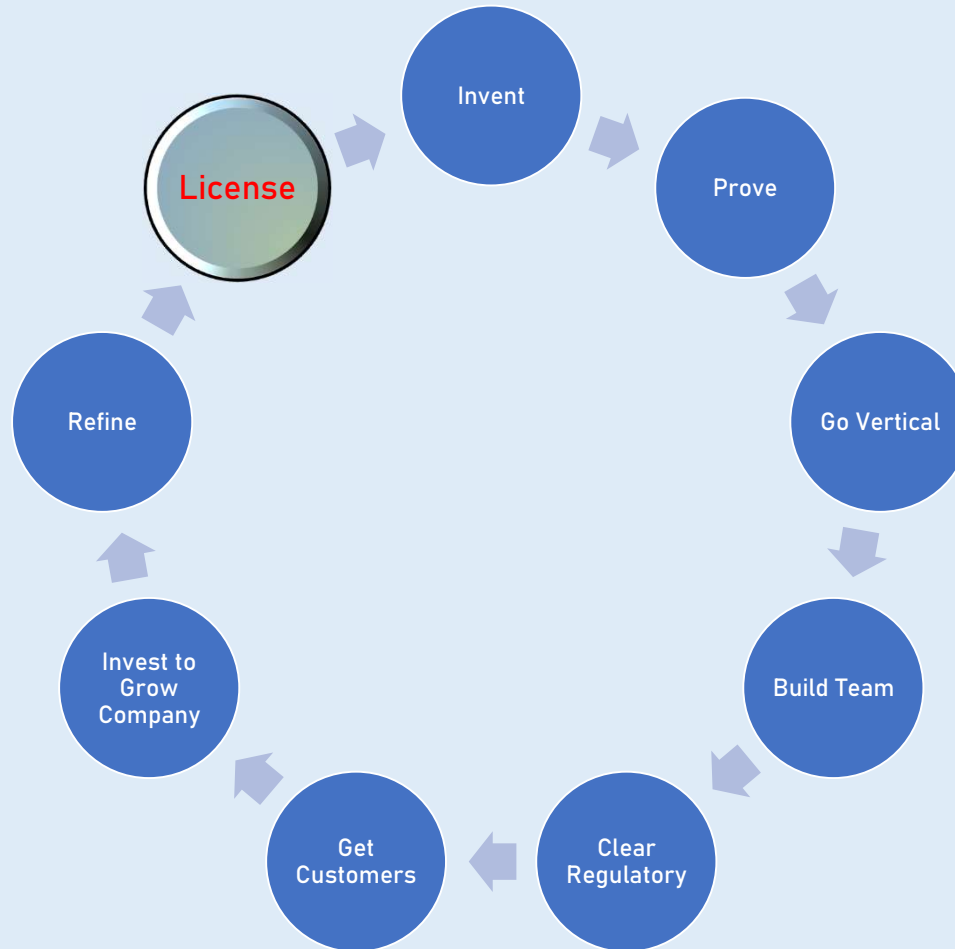
A Classic Innovator's Journey





The Actual Plan Required -

- do 'everything'
- de-risk
- extraordinary proof
- demonstrate commercial viability
- coming full circle back to **licensing**

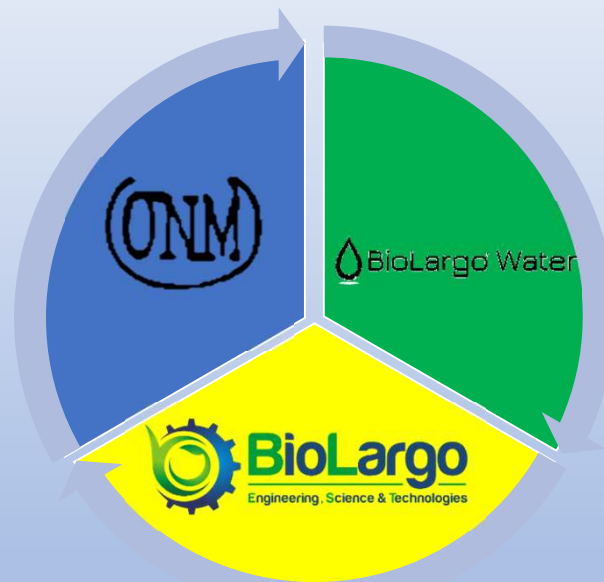


Uniquely Equipped Cleantech Company

- ✓ Patented technologies
- ✓ Veteran environmental engineering services team
- ✓ Experts in diverse fields – *wealth of capabilities*



Uniquely Equipped Cleantech Company



**Working Together to Create the
Best Solutions for Our Customers**

Target addressable markets



Clean Air Solutions -

\$1.8B

Landfills: \$230M

Transfer stations: \$350M

WWT Plants: \$720M

Grow Operations: \$500M+

Water treatment
technology

\$8.95B

Beach head market: \$246M



Engineering Services

>\$100M

Internal + external services

PFAS >\$1B

...with minority interest in
Clyra Medical Technologies

\$2B+ market

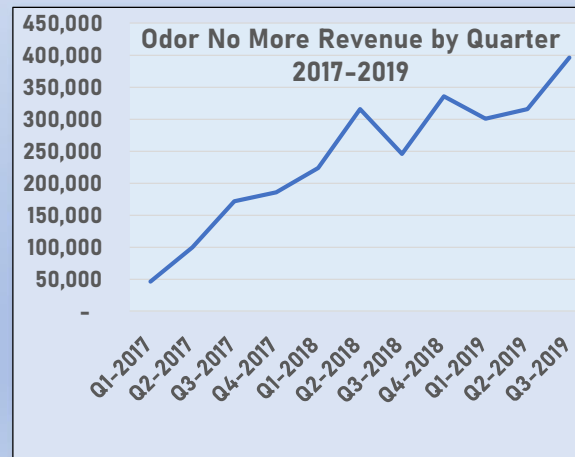


**We are actively engaged in
partnership discussions with
industry leaders
at every level**

**better to be the disruptor
than the disrupted**

Recent Milestones

- Cleantech company of the year (Sustain SoCal)
- Breaking revenue records; balance sheet improvements
- Financial Growth
 - Q4 revenue >\$560,000
 - 2019 revenue >\$1.8M
 - Grew total revenue by 37% over prior year
- New PFAS treatment technology supported by EPA grant
- United States Air Force Contracts
- Joint Venture with BKT & Tomorrow Water, leader in wastewater solutions in South Korea
- Commercial trials in preparation for AOS clean water technology





BioLargo Engineering

- ✓ Trusted industry veterans
- ✓ Innovators
- ✓ Solutions Providers

BioLargo's engineering subsidiary wins US Air Force subcontracts

10:35 22 Jul 2019

Share ▾

Randall Moore, president at BioLargo Engineering, says the company will work 'hand-in-hand' with Bhate Environmental Associates on this contract, as well as future bids



Experience Serving Big Clients

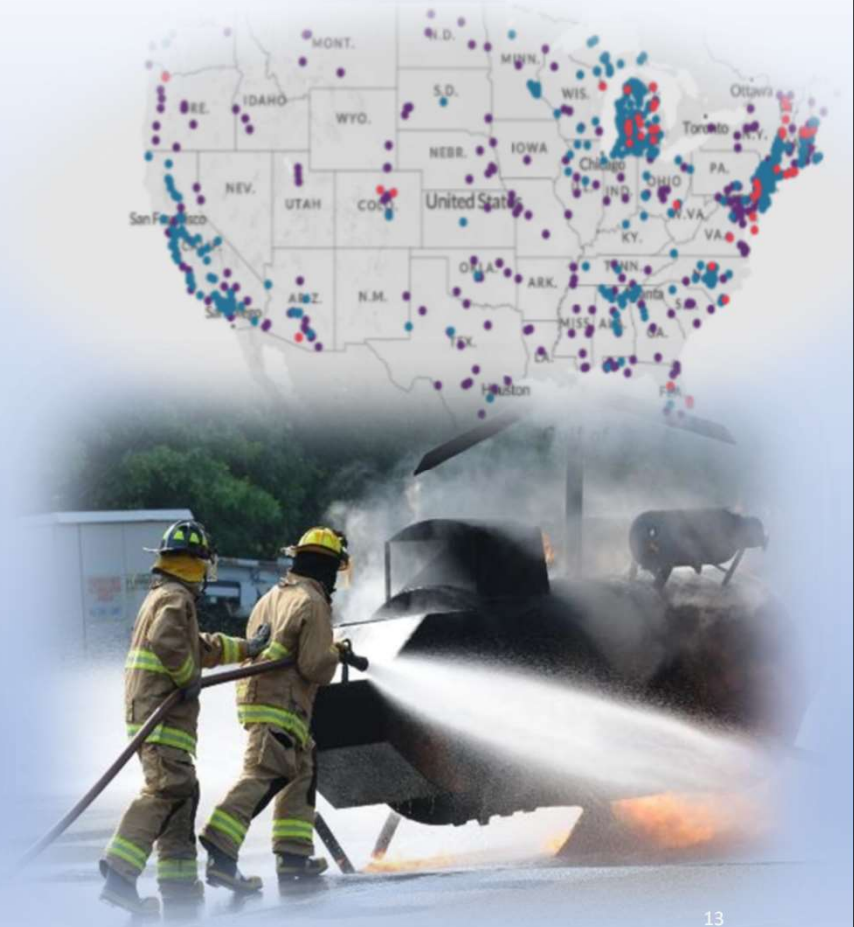


A word cloud of various organizations and clients, with 'DOE' and 'USAF' being the largest and most prominent. Other visible names include 'Citizens Gas', 'Union Carbide', 'ENREMA', 'Proton Power', 'HAVCO', 'DOD', 'TSCAi', 'Schlegel', 'Moss Landing', 'US Army', 'Picatinny Arsenal', 'Oak Ridge National Lab', 'Major Waste Handlers', and 'Lamb Weston'.

DOE
USAF
Citizens Gas
Union Carbide
ENREMA
Proton Power
HAVCO
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TSCAi
Schlegel
Moss Landing
US Army
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Oak Ridge National Lab
Major Waste Handlers
Lamb Weston

PFAS Treatment Technology

- PFAS considered “*contaminant of the decade*”
 - Persistent and cumulative
 - Linked to adverse health effects
 - Estimated to affect 110 million in US
- BioLargo PFAS treatment technology in development
 - **Support from EPA grant**
- **BioLargo aimed at disrupting this market**



BioLargo PFAS Tech in Industry News

News | January 28, 2020



BioLargo Engineering Is Tackling PFAS Head-On With New Treatment Technology – Moving To Next Phase Of Groundbreaking PFAS Work

Oak Ridge, TN – BioLargo Engineering, Science & Technologies (BLEST), today announced that it has validated the efficacy of a new, cutting-edge water treatment technology aimed at solving the growing international per- and polyfluoroalkyl substances (PFAS) contamination crisis. Having completed its work under a Phase I SBIR grant from the EPA to its parent corporation BioLargo, Inc. (OTCQB:BLGO), it is moving to the next phase of development in preparation for demonstration pilots and commercialization.

HOME | DRINKING WATER | POTABLE WATER QUALITY

BioLargo Engineering tackles PFAS with new treatment technology

The company says it is moving to the next phase of ground-breaking P

Feb 4th, 2020



- *Selecting commercial trial partners now*
- *Orange County alone estimates \$850 million to treat*



CupriDyne® Clean Industrial Odor and VOC Eliminator

- Eliminates odors – no masking
- Non-pesticide, non-toxic
- Saves customers 25-50%
- Effective against H₂S
- **Top 4 waste handlers under national contract**

CupriDyne Clean

- Packaged with services:
Engineering, Construction,
Installation, Maintenance &
Service

- ✓ Best performance in the industry
- ✓ Safe: Non-toxic & Non-sensitizing
- ✓ Non-pesticide
- ✓ Fragrance Optional

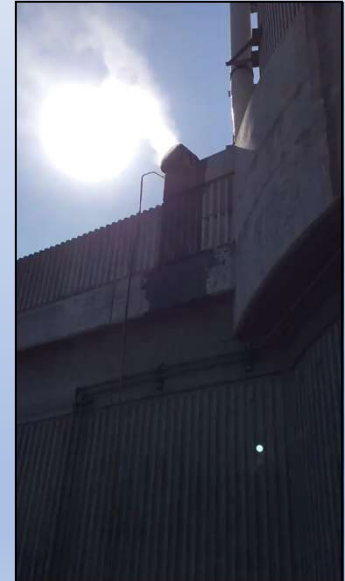


Department of Pesticide Regulation



After reviewing the additional information you provided on December 16, 2016, the Department of Pesticide Regulation determined that the product **CupriDyne Clean**, is not a pesticide. This letter

CupriDyne Clean in action



Design, Build and Install Expertise



CupriDyne Clean in the \$1B+ U.S. Market



**U.S. Transfer Stations TAM:
\$364 million/year**



**U.S. Wastewater Treatment TAM:
\$720 million/year**



**Landfills TAM: \$228
million/year**

**Composting: TAM
\$118 million/year**

US Market Opportunity

Site Type	Potential sites (US Market*)	Potential revenue per site per year	1% market share	3% market share	10% market share	TAM (Total Addressable Market – US)
Landfills	1,900	\$120,000	\$2.3M	\$6.8M	\$23M	\$230M
Transfer Stations	7,600	\$48,000	\$3.7M	\$10.9M	\$37M	\$350M
Wastewater Treatment Plants (WWT)	15,000	\$48,000	\$7.2M	\$21.6M	\$72M	\$720M
Totals	24,500		\$13.2M	\$39.3M	\$132M	\$1.3B

¹Annual revenues are estimated based on our experience with existing customers and estimations that management believes to be reasonable. Revenue per facility may be affected by many factors, including size, population density, location and weather. Market share calculations are meant to illustrate the opportunity, and are not forecasted revenues

²Failure to Act, The Economic Impact of Current Investment Trends in Water and Wastewater Treatment Infrastructure" (2011), by American Society of Civil Engineers and Economic Development Research Group. Figure includes treatment facilities owned and operated by municipalities, as well as those owned and/or operated by private entities contracting with municipalities.

³The top 5 Waste Management companies in the US, as of 2011, operated 624 transfer stations, and 565 landfills. "Municipal Solid Waste Landfills - Economic Impact Analysis for the Proposed New Subpart to the New Source Performance Standards" (2014), by U.S. Environmental Protection Agency Office of Air and Radiation and Office of Air Quality Planning and Standards. This is a ratio of 1:4 (landfill to transfer stations). The estimated number of transfer stations is this ratio multiplied by the approximate 1,900 total landfills, and rounded.

⁴Municipal Solid Waste Landfills - Economic Impact Analysis for the Proposed New Subpart to the New Source Performance Standards" (2014), by U.S. Environmental Protection Agency Office of Air and Radiation and Office of Air Quality Planning and Standards

Joint Venture Executed with BKT and Tomorrow Water



- BKT is a leading wastewater treatment solutions provider in South Korea
- 20+ years experience serving SE Asia Wastewater Treatment industry
- Manufacture and distribute CupriDyne Clean for Asian market



CupriDyne Clean – Expanding into Cannabis & Hemp through Partnerships

Cannabis odor and VOC control

- Distributor partnership with Cannabusters, subsidiary of Mabre Corporation



CANNABUSTERS

THE ODOR STOPPER!



AOS Clean Water Technology

*Flexible, reliable, and affordable
water treatment solutions for a
better water future*



**Low cost – Lowest power
consumption – Extreme
Performance**



Frost & Sullivan Technology Leadership Award

F R O S T & S U L L I V A N

BioLargo Water
Receives Frost & Sullivan's
Advanced Water and Wastewater Treatment
Enabling Technology Leadership Award

LEARN MORE

LEARN MORE

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Sunworks Farm Pilot



URL: https://www.youtube.com/watch?v=tpBS084Tt8s&feature=emb_logo

Crowdfunding Now Launched

- WaterWorks Fund crowdfunding initiative
- www.waterworksfund.com

You can help BioLargo Water's treatment technology enter the poultry industry, a \$246 million market.



 BioLargo Water

Next the AOS aims to enter the \$44 billion markets of stormwater, food & beverage, industrial, oil & gas, agriculture, and municipal wastewater.

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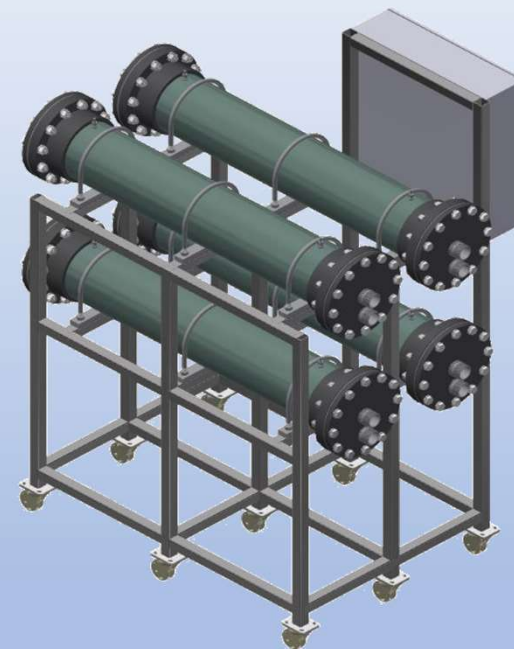
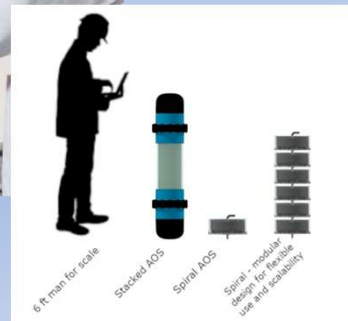
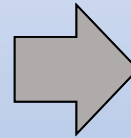
AOS Waterworks Crowdfunding Video



Video URL:

<https://waterworksfund.app.box.com/s/u9evvorl6dr9sgvf4gqcy61hcv4qewps>

AOS - Scaling Up!



500 gpm unit design complete

First Commercial Pilot in Preparation

Complete treatment
solution delivered at
poultry farm

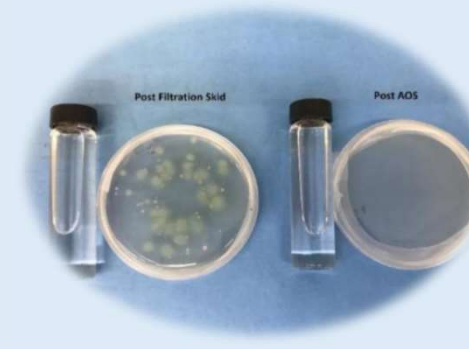
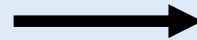
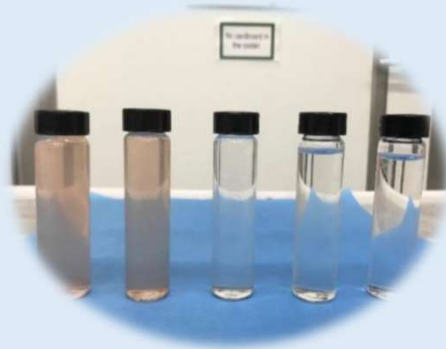
***First pre-commercial
demonstration pilot leads
to first commercial trial***



Sunworks Pilot



Pre- and
post-
treatment
samples



Bacterial plate
counts verify the
effectiveness of the
AOS system

Competition

	Total OPEX (\$USD/m ³)	Total CAPEX (\$USD)	Removes organics	Removes bacteria, viruses	Removes protozoa	Resistance to turbidity and TSS
			Performance Scale 1-3 (1 = poor, 3 = great)			
Advanced Oxidation System (AOS)	0.13*	63,956*	2	3	3	2
Ultraviolet (UV)	0.17	132,788	1	2	2	1
Ozone	0.42	223,618	1	3	2	1

Disinfection performance metrics for bacterial and viral inactivation are assumed to be the same

**Projected values for a Spiral model working at full capacity and low chemical dose*

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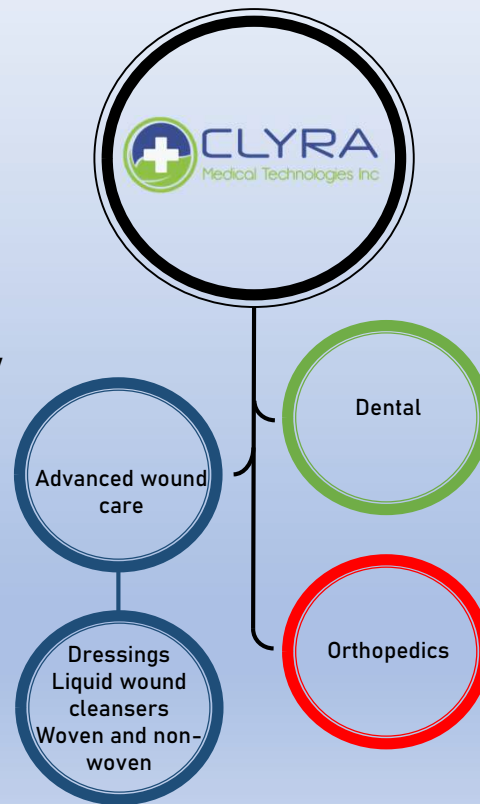
Clyra Medical Technologies

Minority interest in
Clyra

Spin out planned

*New gold standard
in advanced
wound care*

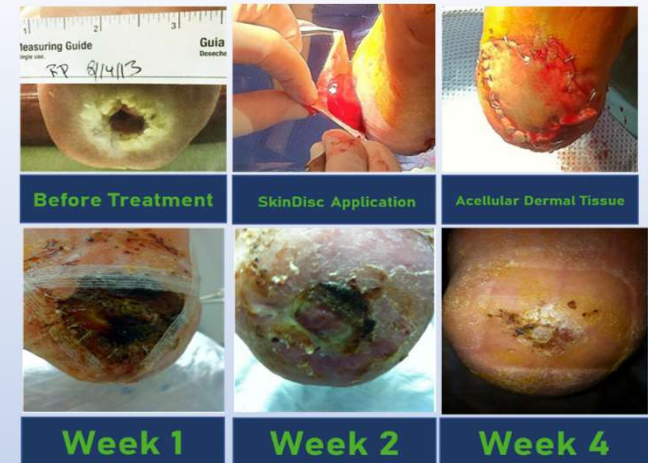
***FDA 510(k)
cleared for first
product fall
2019***



Clyra's SkinDisc™

Patented,
revolutionary stem
cell wound therapy

250+ patient case
studies performed.
100% limb salvage
with no adverse
reaction



Before



After



**Experienced management with
diverse talents**

**Average 20+ years
executive experience**

Industry experts

**Exceptionally qualified PhDs
and engineers on staff**

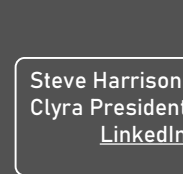
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Dennis Calvert,
President and CEO
[LinkedIn](#)



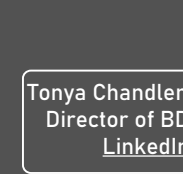
Ken Code, CSO
[LinkedIn](#)



Steve Harrison,
Clyra President
[LinkedIn](#)



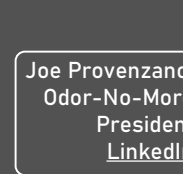
Randall Moore,
BLEST President
[LinkedIn](#)



Tonya Chandler,
Director of BD
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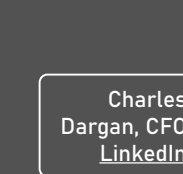
Richard Smith,
PhD, BioLargo
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Joe Provenzano,
Odor-No-More
President
[LinkedIn](#)



Tanya Rhodes,
Clyra Senior
Strategic, CSO
[LinkedIn](#)



**Charles
Dargan, CFO**
[LinkedIn](#)

Goals for Next Twelve Months

Odor-No-More

- ✓ secure channel partners for new markets
- ✓ target 2-3X top-line monthly revenue growth
- ✓ drive profitability to support all corporate operations

BLEST Engineering

- ✓ secure partners and commercialize PFAS Solution
- ✓ drive profitability from external contracts
- ✓ implement full services solutions for strategic customers

BioLargo Water

- ✓ secure partners and commercialize
- ✓ complete commercial pilots for specific applications
- ✓ demonstrate in-field efficacy and economics

Clyra

- ✓ secure partners and commercialize
- ✓ complete clinical trials
- ✓ initial full-scale product launch



**Stock
Symbol:
BLGO**

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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 wound care.



The BioLargo Family of Companies

