



BioLargo

We Make Life Better



Cleantech Powerhouse

Air – Water – Earth

Strategy: Invent, Prove, Partner

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. Trends shown on graphs in this presentation are not necessarily indicative of future performance.



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

The BioLargo Innovation Engine



- BioLargo, Inc. is the parent company and primary financier and strategist.
- BioLargo Engineering, Science & Technologies, Inc. executes contracts for third party customers, integrates projects involving our technologies, and assists in their engineering and scale-up.
- BioLargo Water, Inc. does R&D for all BioLargo technologies and operations, and were the principal developer of our AOS technology, having secured over 100+ grants to do so.

Step 1:
Innovation or
Acquisition

Step 2:
Subsidiary
Formation and
License

Step 3:
Commercialization



CLYRA™
Medical Technologies Inc

- FDA cleared and commercializing
- Negotiating with global partners
- ~54% BioLargo ownership
- Organized to spin-out when ready



- First \$1m seed capital received
- BioLargo owns 95%
- Currently building prototype manufacturing capacity in Oak Ridge, TN



- Mfg of Pooph™ blockbuster pet odor control product (in Walmart, Amazon, Chewy.com, + targeting 20,000+ stores signed up by end of 2023)
- Industrial business growing organically – waste handlers, sewage plants, and more

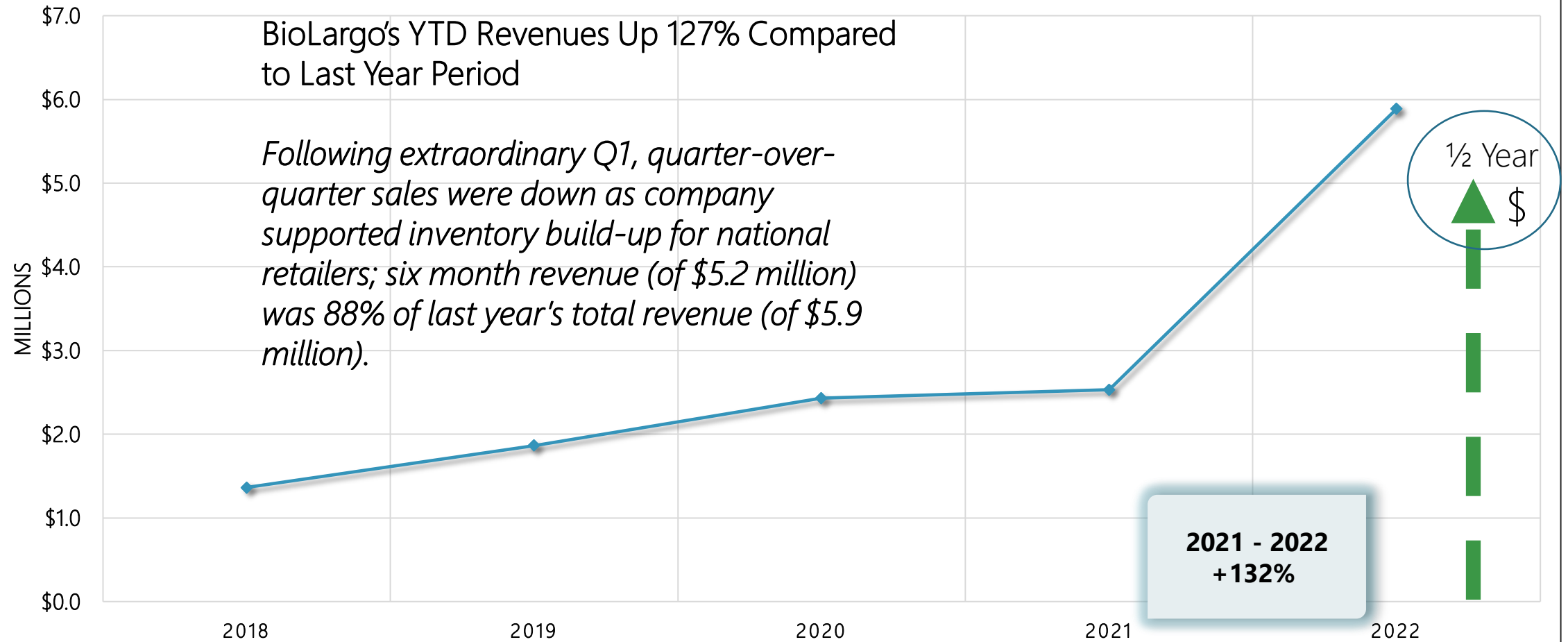


- Not yet operational. First project secured
- Channel partners and independent reps (USA)
- Early adopters in negotiation ~\$7.5 million, and \$100 million under evaluation
- Partnership with largest privately held water treatment company in USA, Garratt-Callahan

Step 4:
“Exit” via spin-out or M&A

5 1/2 YEAR REVENUE

— Revenue



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
- Rolling out at Walmart, sold at approximately 2,000 stores and expected to expand distribution to 3,000 stores - already in process
- 12+ retailers/distributors now on board.
- **Pooph revenues expected to continue to grow**



Trends are not necessarily indicative of future performance

Pooph team expects revenue to continue to grow

- Pooph team targets plan to secure national retailers that combined total 20,000+ stores under contract by end of 2023*
- Plus: DTC & Amazon & Walmart
- $\cong 10X$ increase from today

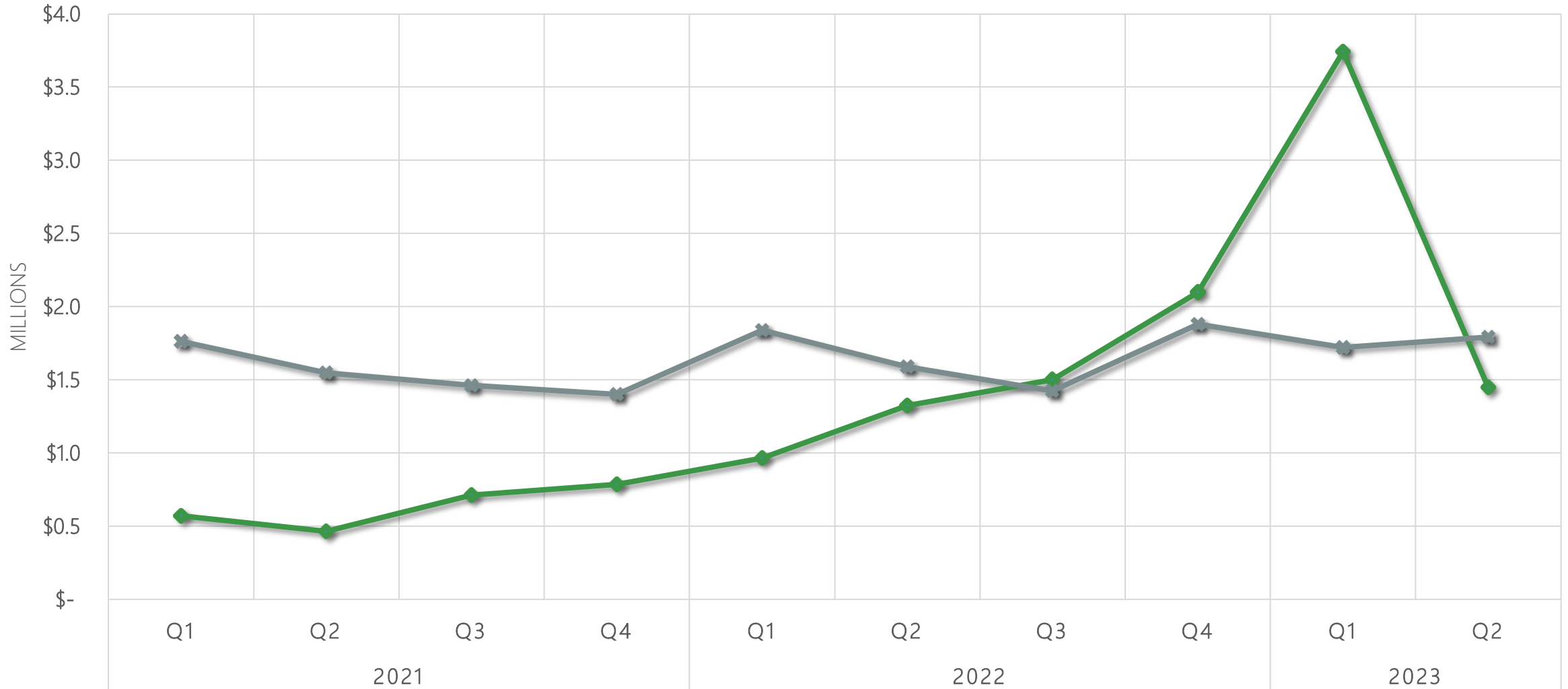
*logistics efforts often create delays before actual sales occur

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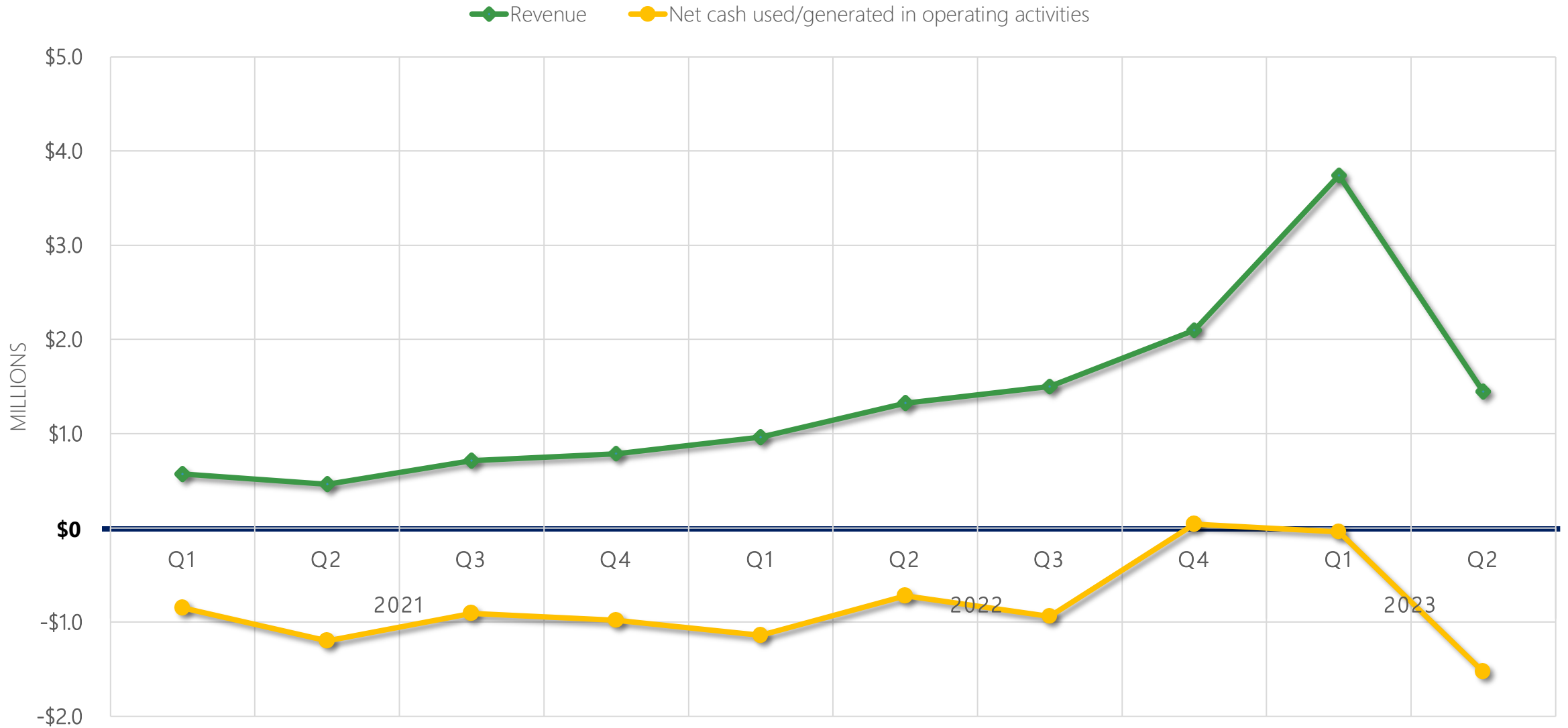
REVENUE AND SG&A

Revenue SG&A



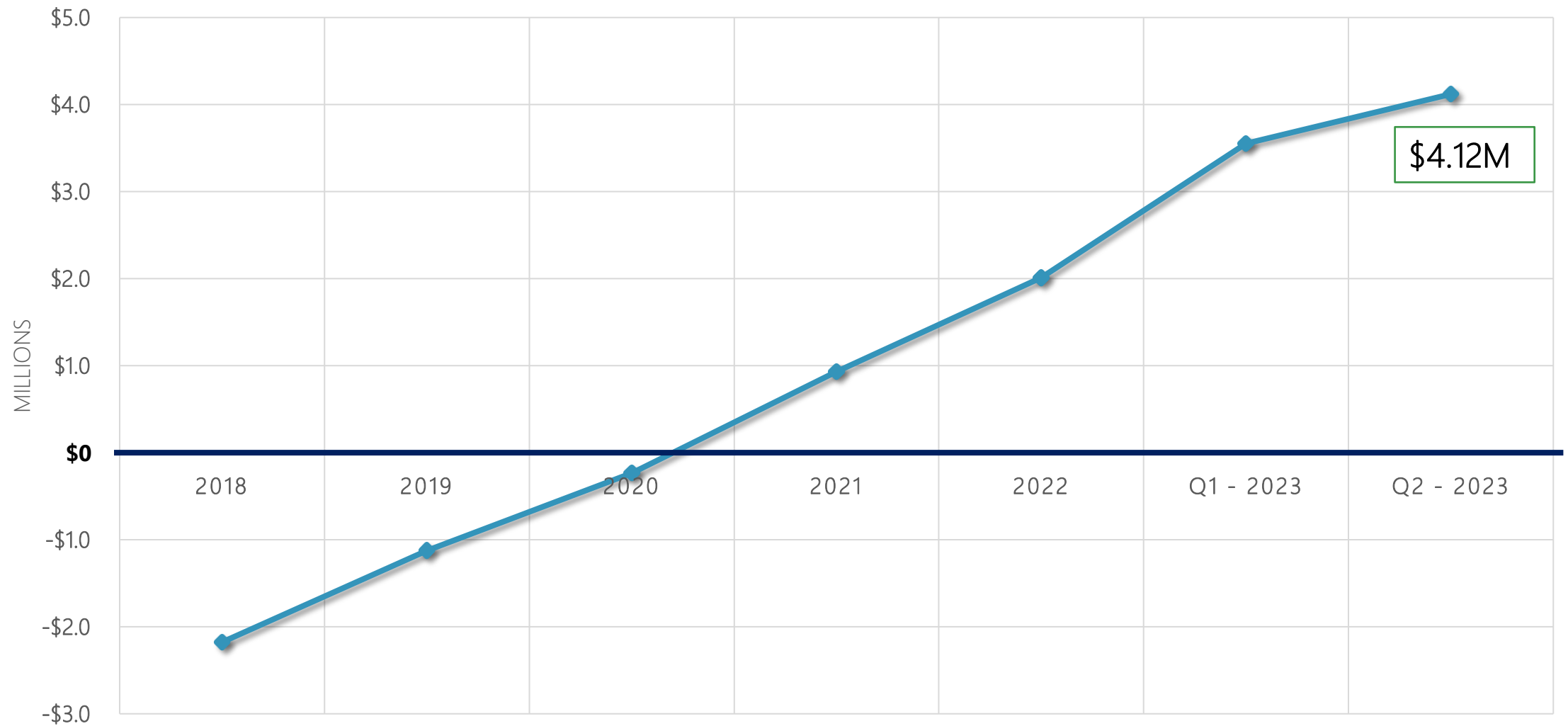
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REVENUE AND NET CASH USED/GENERATED



Trends are not necessarily indicative of future performance

NET STOCKHOLDER'S EQUITY (5+ YEARS)



Trends are not necessarily indicative of future performance

Additional Financial Information

Consolidated Revenues

\$5,188,000 year-to-date

\$1,446,000 revenue Q2

- Revenue year-to-date: \$5,188,000, a 127% increase over the same period of 2022, a record-setting pace
- In the first six months of 2023, we've achieved ~88% of last year's revenues, with six months remaining in the year
- Q2 2023 revenues were 61% lower than Q1 2023 - stocking up at Walmart
- Net loss was \$1,626,000 compared to \$1,333,000 in Q2 2022

Subsidiaries

ONM Environmental

\$1,315,000 revenue Q2 \$4.8 million	- 63% vs Q1 2023 + 88% vs Q2 2022
YTD \$428,000 operating income, Q2, \$1.8 million YTD	Compared to \$11k operating income Q2 2022 & YTD (-\$108k)

BioLargo Engineering

\$131,000 revenue Q1*	- 32% vs Q1 2023 - 79% vs Q2 2022
\$450,000 operating loss	Compared to \$56,000 operating income in Q1 2022

BioLargo Water

- **No revenues**
- **Operating loss of \$209,000**
- **R&D was 66% of operating loss**

Clyra

- **No revenues**
- **Operating loss of \$396,000**

*Reminder: \$408,000 of intersegment BLEST revenue eliminated in consolidation

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**

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