

25th Annual Needham Growth Conference



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#### **Forward-Looking Statements**

This presentation contains certain "forward-looking information" and "forward-looking statements" (collectively "forward-looking information") that are based on expectations, estimates and projections as at the date of this presentation and are covered by safe harbors under Canadian and U.S. securities laws. The information in this presentation about future plans and objectives of the Company is forward-looking information. Other forward-looking information includes, but is not limited to, estimates and forecasts for 2022 and future growth, hash rate, installed hash rate, installed megawatts, growth milestones and expansion plans (including computational goals) and other information concerning: the intentions, plans and future actions of the Company, as well as Bitfarms' ability to successfully mine digital currency, revenue increasing as currently anticipated, the ability to profitably liquidate current and future digital currency inventory, volatility of network difficulty and digital currency prices and the resulting significant negative impact on the Company's operations, the construction and operation of expanded blockchain infrastructure as currently planned, and the regulatory environment of cryptocurrency in the applicable jurisdictions.

Any statements that involve discussions with respect to predictions, expectations, beliefs, plans, projections, objectives, assumptions, future events, or performance (often but not always using phrases such as "expects", or "does not expect", "is expected", "anticipates" or "does not anticipate", "plans", "budget", "scheduled", "forecasts", "estimates", "believes" or "intends" or variations of such words and phrases or stating that certain actions, events or results "may" or "could", "would", "might" or "will" be taken to occur or be achieved) are not statements of historical fact and may be forward-looking information and are intended to identify forward-looking information.

This forward-looking information is based on reasonable assumptions and estimates of management of the Company at the time it was made, and involves known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking information. Such factors include, among others, risks relating to: the global economic climate; dilution; the Company's limited operating history; future capital needs and

uncertainty of additional financing; the competitive nature of the industry; currency exchange risks; the need for the Company to manage its planned growth and expansion; the effects of product development and need for continued technology change; protection of proprietary rights; the effect of government regulation and compliance on the Company and the industry; network security risks; the ability of the Company to maintain properly working systems; reliance on key personnel; global economic and financial market deterioration impeding access to capital or increasing the cost of capital: and volatile securities markets impacting security pricing unrelated to operating performance. In addition, particular factors that could impact future results of the business of Bitfarms include, but are not limited to: the construction and operation of blockchain infrastructure may not occur as currently planned, or at all; expansion may not materialize as currently anticipated. or at all; the digital currency market; the ability to successfully mine digital currency; revenue may not increase as currently anticipated, or at all; it may not be possible to profitably liquidate the current digital currency inventory, or at all; a decline in digital currency prices may have a significant negative impact on operations; an increase in network difficulty may have a significant negative impact on operations; the volatility of digital currency prices; cybersecurity attacks such as from malicious actors seeking to exploit vulnerabilities in the computer network operated by Bitfarms or who gain unauthorized access to Bitfarms' digital wallets and custodial accounts; an increase in the cost of electricity may have a significant negative impact on operations; planned or unplanned electrical disruptions may have a significant negative impact on operations; the anticipated growth and sustainability of hydroelectricity for the purposes of cryptocurrency mining in the applicable jurisdictions, the ability to complete current and future financings, any regulations or laws that will prevent Bitfarms from operating its business; historical prices of digital currencies and the ability to mine digital currencies that will be consistent with historical prices; an inability to predict and counteract the effects of COVID-19 on the business of the Company, including but not limited to the effects of COVID-19 on the price of digital currencies, capital market conditions, restriction on labour and international travel and supply chains; and, the adoption or expansion of any regulation or law that will prevent Bitfarms from operating its business, or make it more costly to do so. For further information concerning these and other risks and uncertainties, refer to the Company's filings on www.SEDAR.com including the annual information form for the year ended December 31, 2021, filed on March 28, 2022. The Company has also assumed that no significant events occur outside of Bitfarms' normal course of business. Although the Company has attempted to identify important factors that could cause actual results to differ materially from those expressed in forward-looking statements, there may be other factors that cause results not to be as anticipated, estimated or intended. There can be no assurance that such statements will prove to be accurate as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking information. The Company undertakes no obligation to revise or update any forward-looking information other than as required by law.



# 496 BTC mined in December 2022 4.5 EH/s and 188 MW operating capacity at year end BTC-backed loan facility paid off in full

4.5

EH/s as of 12/31/22 up 104% from 12/31/21 **16.0** 

BTC mined / day for 12/22 405

BTC held at 12/31/22

\$6.7M<sub>1</sub>

value of BTC at 12/31/22

5,167

Total BTC mined in 2022, up from 3,453 in 2021 49,634

operating miners as of 12/31/22

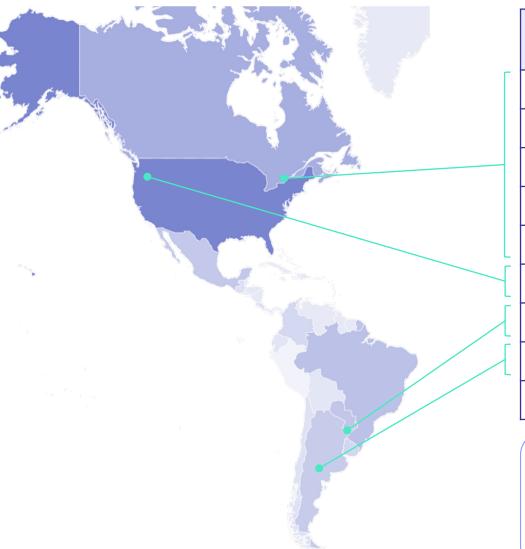
188

MW at 12/31/22 up 77% from 12/31/21



### VERTICALLY INTEGRATED GLOBAL BITCOIN MINING COMPANY

10 production sites in 4 countries drawing power from 3 hydro-electricity providers



Sites		<b>Operating</b> 12/31/22	Contracted as of 12/31/2022
Sherbrooke Campus <sup>1</sup>	Quebec, CAN	96 MW	96 MW
Magog		10 MW	10 MW
Cowansville		17 MW	17 MW
Farnham		10 MW	10 MW
St. Hyacinthe		15 MW	15 MW
Washington	USA	20 MW	20 MW
Paraguay	LATAM	10 MW	10 MW
Argentina		10 MW	50 MW
Total		188 MW	228 MW

Completed Garlock & The Bunker Phase 3 in the City of Sherbrooke, Quebec

# SHERBROOKE, QUÉBEC

• Hydro Power

- 3 farms campus

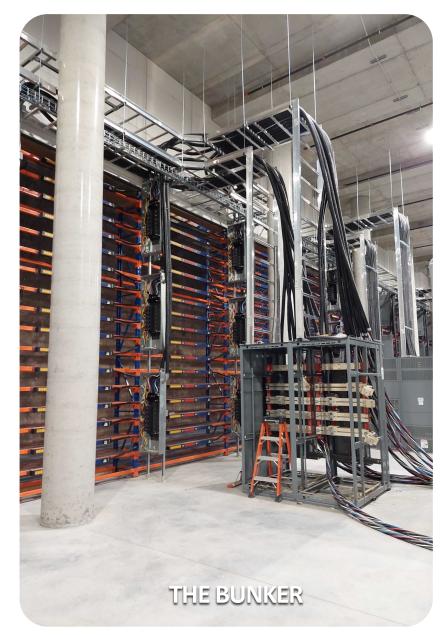
- Contracted 96 MW

• Operating 96 MW

- The Bunker 1, 2 & 3 48 MW

- Leger 30 MW

- Garlock 18 MW



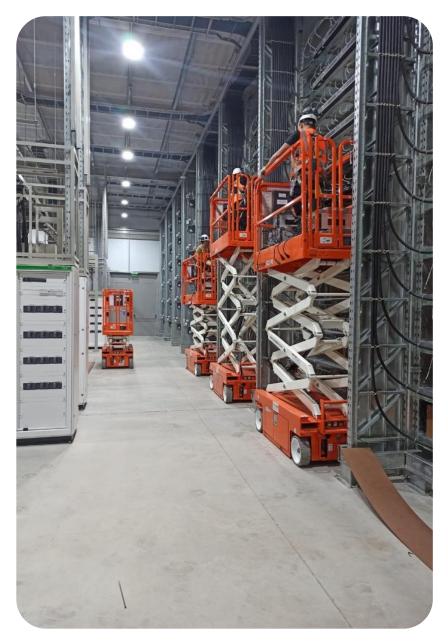






### RIO CUARTO, ARGENTINA

- Behind the fence, stranded natural gas generation asset
- 8-year power agreement up to 210 MW
- Production started, engineering contracts in place and commissioning continues
  - Warehouse I: 10 MW (of total 50 MW) started in September 2022









# VILLARRICA, PARAGUAY

- Hydro power
- 10 MW
- Started production in January 2022
- 125 Petahash
- Lowest cost facility



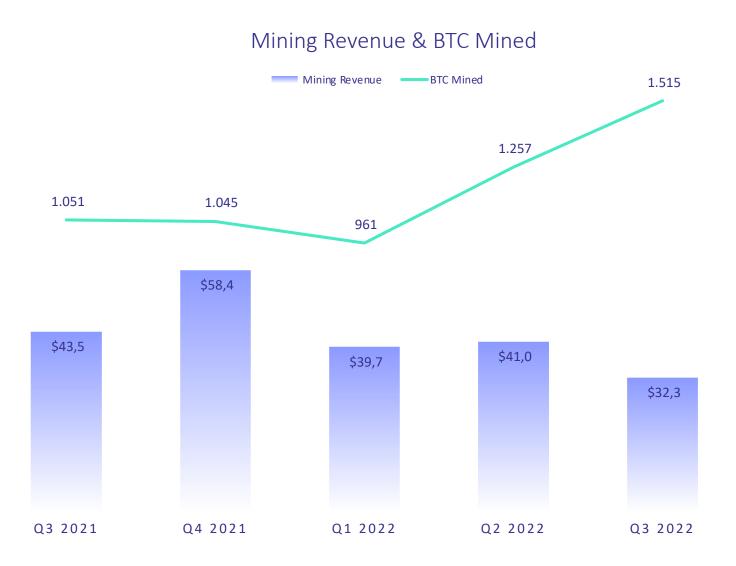


# **Production Highlights**

- 10 farms in production in 4 countries predominantly drawing hydro power
- 188 MW representing 4.5 exahash
- Considerable future upside from Argentina
- Direct cost of mining of \$9,400 per BTC in Q3 2022
- 113 BTC per average exahash in 12/2022
- 40.0 Joules/TH in Q3 2022
  - 12% improvement from Q3 2021

### BTC MINED & REVENUE

- 21% increase in production
- 35% decrease in the average price in BTC





### **BITCOIN PRODUCTION COST**

- Direct cost of production of \$9,400 per BTC in Q3 2022
- 5% decrease from \$9,900 in Q2 2022
- 2% improvement in op. efficiency
- 2% decrease in energy costs reflecting the strengthening of the U.S. dollar vs. Canadian dollar
- 1% decrease in average network difficulty

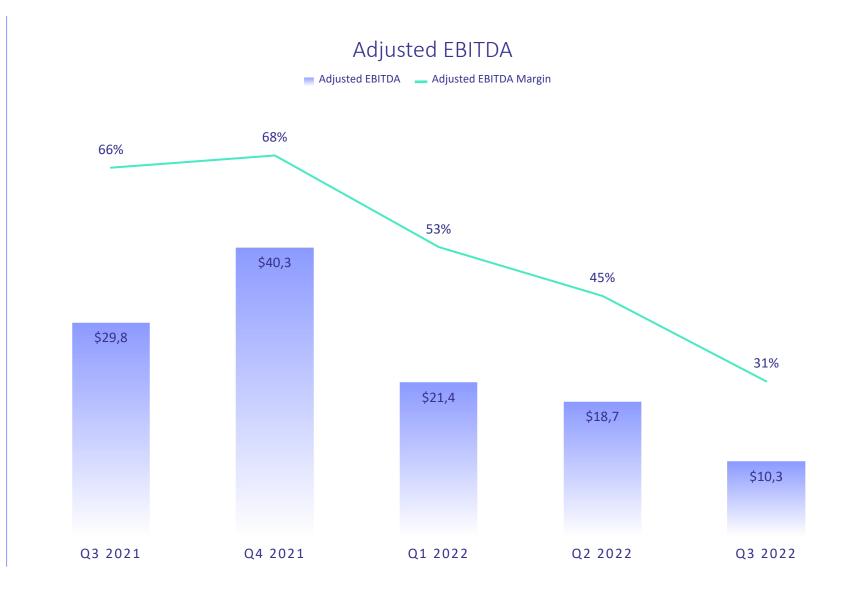
# Direct Cost of Production per BTC





### GENERATING CASH FROM MINING OPERATIONS

- Continue to generate positive cash from mining operations
- Q3 2022 Adj. EBITDA 31% of revenue, even with decline in BTC prices





### INCREASING FINANCIAL FLEXIBILITY

### Liquidity

as of Dec. 31, 2022 as reported in monthly Jan. 3, 2023 "December 2022 Monthly Production" press release

- ~38M total liquidity
  - ~\$31M cash
  - \$~\$6.7M digital assets (value of 405 BTC in custody based on a BTC price \$16,600 on Dec. 31, 2022)

Lower Indebtedness		
In Q3: as reported in as of Nov. 14, 2022 for the quarter ended Sept. 30, 2022	In Q4: as reported in monthly production releases issued on Nov. 1, 2022, Dec. 1, 2022 and Jan. 3, 2023	
• \$27M in total debt reduction	• ~\$32M in total debt reduction	
<ul> <li>\$15M in bitcoin-back credit facility</li> </ul>	~\$23M paid fully extinguishing the BTC-backed	
<ul> <li>\$12M in equipment financing</li> </ul>	<ul> <li>~\$9M repaid in equipment related indebtedness, leaving an outstanding balance of \$47.0</li> </ul>	
• Repaid in full 2 of the company's highest interest rate equipment loans	Renegotiated miner purchasing agreements	
	° ~\$45M extinguished payment obligations of without penalty	
	<ul> <li>~\$22M credit established for pre-paid deposits to be applied against future purchase agreements</li> </ul>	
	<ul> <li>All financial obligations maturing before the 2024 BTC halving</li> </ul>	

### STRONG MARKET POSITION

# Operational Excellence

- 188 MW at 4.5 EH/s, outpacing network growth
- Mined 5,167 bitcoin in 2022
- ~2% of BTC Network
- Production in 4 countries

# Financial Strength

- Maintaining low direct cost of production
- Generated positive cash from mining operations and \$10M in Adj. EBITDA in Q3 2022
- Decreased financial leverage, maintained a flexible balance sheet and financing resources in Q3 2022

#### INVESTMENT HIGHLIGHTS



# Appendix

# HASHRATE (PH/S)

■ Actual ■ Goal



### ENTREPRENEURIAL LEADERSHIP TEAM



Geoff
Morphy
PRESIDENT & CHIEF
EXECUTIVE OFFICER



Jeffrey
Lucas
CHIEF FINANCIAL OFFICER



Ben Gagnon

CHIEF MINING OFFICER



Benoit Gobeil

SVP, OPERATIONS & INFRASTRUCTURE



Damian Polla

GENERAL MANAGER – LATAM OPERATIONS



Jeff Gao

VP, RISK MANAGEMENT



Patricia Osorio

VP & CORPORATE SECRETARY



Guillaume Reeves

DIRECTOR, INFORMATION TECHNOLOGY



Andrea Keen Souza

VP, HUMAN RESOURCES



Philippe Fortier

VP, CORPORATE DEVELOPMENT



Stephanie Wargo

VP, MARKETING & COMMUNICATIONS



Marc-André Ammann

VP, FINANCE & ACCOUNTING



Paul Magrath

VP, TAX

### **BOARD OF DIRECTORS**

### Depth in corporate governance and financial management



Nicolás Bonta

CHAIRMAN OF THE BOARD OF DIRECTORS & FOUNDER

Nico is a founder of Bitfarms as a well a successful entrepreneur and business builder. Nico brings over 20 years of business experience having built a successful chain of hotels in South America and is responsible for developing strategic opportunities for growth of the company.



## Emiliano Grodzki

BOARD MEMBER AND FOUNDER

Emiliano is a founder of Bitfarms as well as a business builder and innovator. With over 20 years of experience having successfully built multimillion-dollar private businesses, Emi is responsible for setting the company's overall vision and strategy.



### Brian Howlett

INDEPENDENT & LEAD DIRECTOR

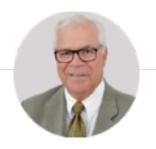
Brian is a CPA with 30+ years' experience. Brian has served as senior officer and director of numerous public companies. He currently serves as President and CEO of Hemlo Explorers Inc and Voyageur Mineral Explorers Inc. He also serves as a director of Nighthawk Gold Inc, Stone Gold Inc and Dundee Sustainable Technologies Inc.



# Andrés Finkielsztain

INDEPENDENT DIRECTOR & HEAD OF GOVERNANCE, COMPLIANCE & NOMINATION COMMITTEE

Andres was a Founder and Portfolio Manager of Soros Brothers Investments LLC. a New York based Fund created in 2011 for the benefit of Alexander and Gregory Soros, sons of George Soros. Mr. Finkielsztain previously worked at J.P. Morgan for over 10 years in various capacities within asset management. Prior to JPM, Andres was an analyst for Emerging Markets at Soros Fund Management LLC. He also sits at the Board of Directors of a publicly listed company, Goldmoney Inc.



# Pierre Seccareccia

INDEPENDENT DIRECTOR & HEAD OF AUDIT COMMITTEE

Pierre, a former Managing Partner for PwC, has extensive experience in financial consulting & management. Since 2003, Pierre has served as a full-time independent corporate director for various public and private entities.



# Edie Hofmeister

INDEPENDENT DIRECTOR

Ms. Hofmeister has advised large and small multi-national extractive companies on legal and ESG matters for over twenty years. Most recently she served as Executive Vice President Corporate Affairs and General Counsel for Tahoe Resources where she led the Legal, Sustainability and Government Affairs departments and helped grow Tahoe from a junior exploration company to a midcap precious metals producer.



### NON-IFRS PERFORMANCE MEASURES

This presentation makes reference to certain measures that are not recognized under IFRS and do not have a standardized meaning prescribed by IFRS. They are therefore unlikely to be comparable to similar measures presented by other companies. The Company uses non-IFRS measures including "EBITDA," "EBITDA margin," "Adjusted EBITDA," "Adjusted EBITDA margin," "Gross mining profit," and "Gross mining margin" as additional information to complement IFRS measures by providing further understanding of the Company's results of operations from management's perspective.

EBITDA and EBITDA margin are common measures used to assess profitability before the impact of different financing methods, income taxes, depreciation of capital assets and amortization of intangible assets. Adjusted EBITDA and Adjusted EBITDA margin are measures used to assess profitability before the impact of all of the items in calculating EBITDA in addition to certain other non-cash expenses. Gross mining profit and Gross mining margin are measures used to assess profitability after power costs in cryptocurrency production, the largest variable expense in mining. Management uses non-IFRS measures in order to facilitate operating performance comparisons from period to period and to prepare annual operating budgets.

"EBITDA" is defined as net income (loss) before:

- Interest expense
- Income tax expense
- Depreciation and amortization

"EBITDA margin" is defined as the percentage obtained when dividing EBITDA by Revenue. "Adjusted EBITDA" is defined as EBITDA adjusted to exclude:

- Share-based compensation
- Non-cash finance expenses
- Asset impairment charges
- Foreign currency translation adjustment
- Other non-cash expenses

"Adjusted EBITDA margin" is defined as the percentage obtained when dividing Adjusted EBITDA by Revenue. "Gross mining profit" is defined as Gross profit excluding depreciation and amortization and other minor items included in cost of sales that do not directly relate to mining related activities. "Gross mining margin" is defined as the percentage obtained when dividing Gross mining profit by Revenues from mining related activities.

These measures are provided as additional information to complement IFRS measures by providing further understanding of the Company's results of operations from management's perspective. Accordingly, they should not be considered in isolation nor as a substitute for analysis of the Company's financial information reported under IFRS.





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