



Tecogen Q2 2025

NYSE American: TGEN

August 13th 2025



SAFE HARBOR STATEMENT

This presentation and accompanying documents contain “forward-looking statements” which may describe strategies, goals, outlooks or other non-historical matters, or projected revenues, Income, returns or other financial measures, that may include words such as “believe,” “expect,” “anticipate,” “intend,” “plan,” “estimate,” “project,” “target,” “potential,” “will,” “should,” “could,” “likely,” or “may” and similar expressions intended to identify forward-looking statements. These statements are only predictions and involve known and unknown risks, uncertainties, and other factors that may cause our actual results to differ materially from those expressed or implied by such forward-looking statements. Given these uncertainties, you should not place undue reliance on these forward-looking statements. Forward-looking statements speak only as of the date on which they are made, and we undertake no obligation to update or revise any forward-looking statements.

In addition to those factors described in our Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q under “Risk Factors”, among the factors that could cause actual results to differ materially from past and projected future results are the following: fluctuations in demand for our products and services, competing technological developments, issues relating to research and development, the availability of incentives, rebates, and tax benefits relating to our products and services, changes in the regulatory environment relating to our products and services, integration of acquired business operations, and the ability to obtain financing on favorable terms to fund existing operations and anticipated growth.

In addition to GAAP financial measures, this presentation includes certain non-GAAP financial measures, including adjusted EBITDA which excludes certain expenses as described in the presentation. We use Adjusted EBITDA as an internal measure of business operating performance and believe that the presentation of non-GAAP financial measures provides a meaningful perspective of the underlying operating performance of our current business and enables investors to better understand and evaluate our historical and prospective operating performance by eliminating items that vary from period to period without correlation to our core operating performance and highlights trends in our business that may not otherwise be apparent when relying solely on GAAP financial measures.

Table of Contents



Data Center Update



Factory Capacity and Use of Capital



Q2 Results

On-Site Cogeneration
Service

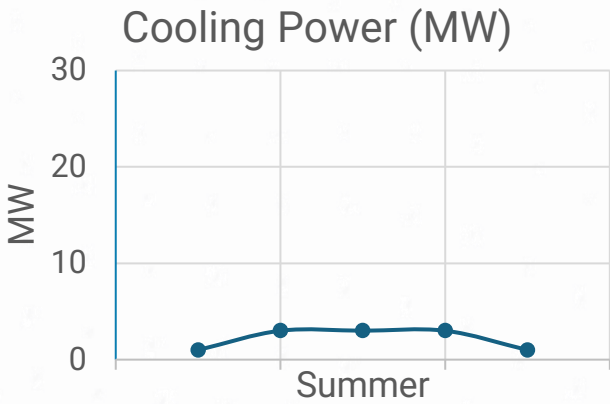
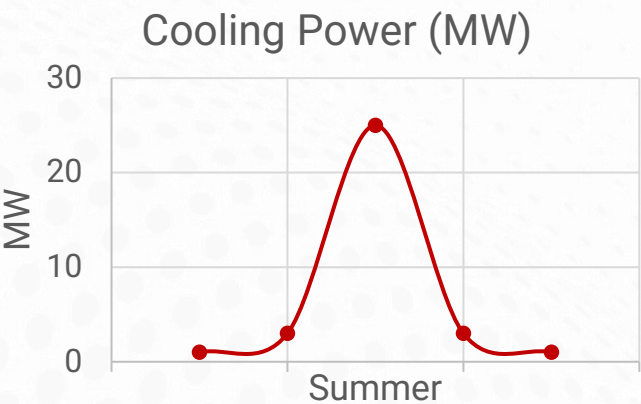
Company Financials

Current Problem With A Typical AI Data Center

Current Problem - Electrical Cooling



Solution - Tecogen's Advanced Natural Gas Cooling



Market Interest



LOIs

- 100MW+ Data Center – Evaluating 6 Stx Chillers in Phase 1A, expect more in future phases

Larger Projects - Quoted

- Giga scale data center – 60 - 100 Chillers
- 100MW+ Data Center– 60 – 100 Chillers

Larger Projects – Preliminary Stage

- 2 Projects > 400MW
- Multiple smaller projects including modular data centers



Announcing - Dual Power Data Center Chiller

Natural Gas or Electric or Both



Natural Gas = 30% more power for IT and lower Peak PUE

2 Power sources for extra resiliency and long-term fuel flexibility



Self Contained Unit for Easy Installation



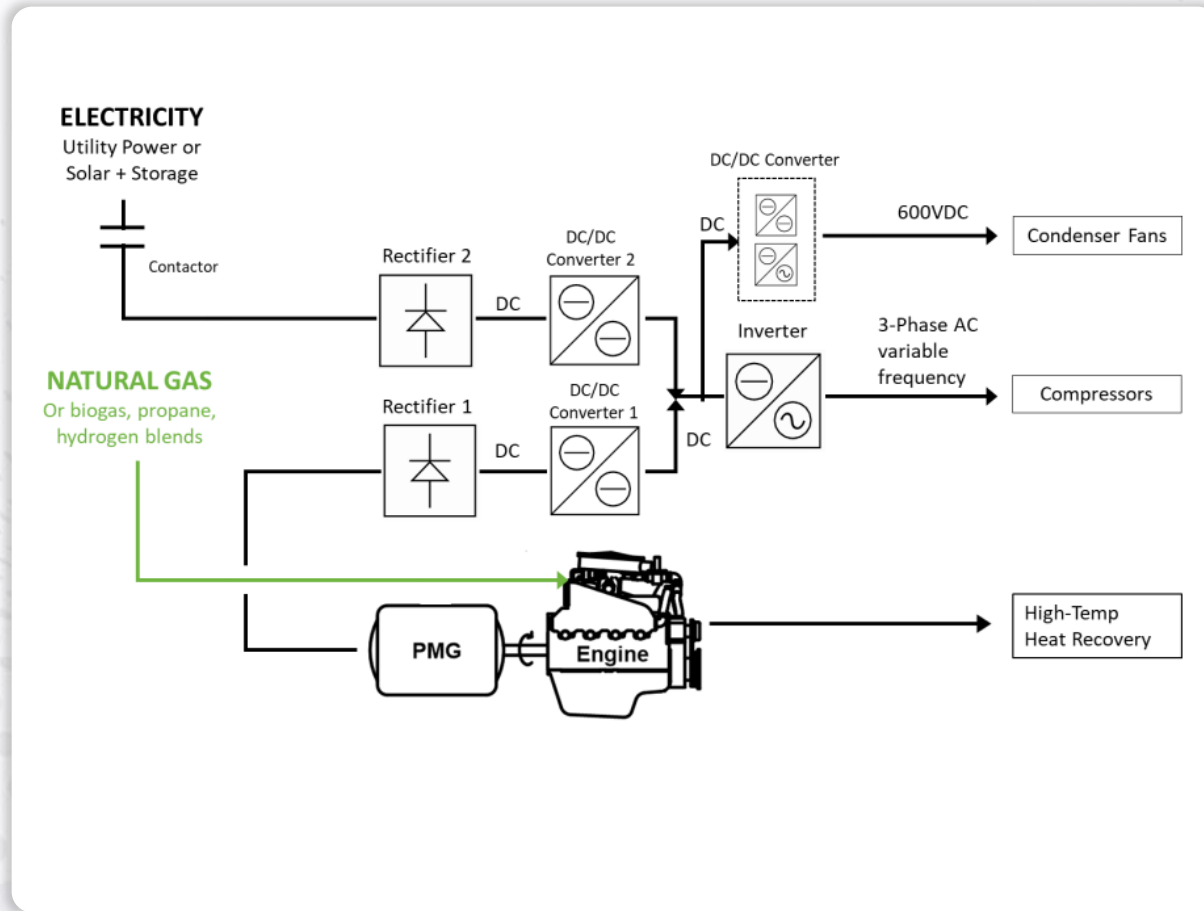
Uninterrupted Cooling – No loss in cooling during blackout = smaller thermal storage and smaller generator needed



300 Tons @ 70F Supply

How Does It Work?

Dual Power Source Natural Gas Cooling



Patented and Proven Technology

- Uses our inverter, PMG & power train proven over 8 million hours of operation in our InVerde power gen modules
- Patented Dual Power Source Technology – US11,936,327 issued March 2024

Fast and Easy Installation for existing and new data centers

- Like-for-like replacement of electric chillers with natural gas chillers
- Modular design for easy future expansion

Patented Emissions Control for Easy Air Permits

- Ultra low NOx and CO (comparable to fuel cell) for simplified air-permits

Market Need + Manufacturing Capacity = Growth

Challenges to Scaling Up



Existing Tecogen Factory

- 40 to 60 chillers per year

Contract Manufacturing + Factory Layout Changes

- 80 to 100 chillers per year
- Final Assembly and Testing at Tecogen

Add New Capacity with Demand

- 200+ chillers per year
 - Vertical Integration = Higher Margin

Explore Other Strategic Options

- Licensing
- Hybrid drive can integrate with existing electric chillers

Target Milestones

Challenges to Scaling Up



Convert LOIs to PO

- Secure Pilot Project POs

Vertiv Marketing

- Marketing plan is finalized. Vertiv expects to start releasing in Q3 and Q4

Secure Larger Unit Order

- Eliminate supply chain and capacity bottlenecks
- Hope to sell manufacturing capacity to 1 or 2 projects

Potential Longer Term Strategic Initiatives

- Licensing and/or
- Factory scale up

Backlog & Cash

Cash

- \$18.6m post capital raise

Backlog

- \$4.7m (not including LOI for data center customer)
- \$2.5m to \$3.5m of cannabis projects expected to close Q3/Q4 (delayed from Q2)

Related Party Loan

- May repay note early so company has no debt and clean balance sheet

2Q 2025 Results

\$ in thousands	2Q'25	2Q'24	QoQ Change	%
Revenues				
Products	\$ 3,155	\$ 120	\$ 3,035	
Services	3,965	4,127	(162)	
Energy Production	174	482	(308)	
Total Revenue	7,294	4,728	2,566	54.3%
Gross Profit				
Products	923	(52)	975	
Service	1,495	1,935	(440)	
Energy Production	44	197	(153)	
Total Gross Profit	2,462	2,079	382	18.4%
Gross Margin: %				
Products	29%	-44%	73%	
Service	38%	47%	-9%	
Energy Production	25%	41%	-16%	
Total Gross Margin	34%	44%	-10%	
Operating Expenses				
General & administrative	3,091	2,898	193	
Selling	515	405	109	
Research and development	269	246	23	
(Gain) loss on disposition of assets	-	3	(3)	
Total operating expenses	3,875	3,553	322	9.1%
Operating loss	(1,412)	(1,474)	62	
Net loss	\$ (1,464)	\$ (1,539)	\$ 75	

Key Points

- Revenue increased 54%
- Gross Profit higher by 18%
- Net Loss lower by \$75k and loss per share \$0.06/share both periods
- Opex 9% higher due to additional hires and increased sales and R&D costs

2Q 2025 Adjusted EBITDA Reconcilliation

Non-GAAP financial disclosure (in thousands)	Quarter Ended, June 30	
	2025	2024
Net loss attributable to Tecogen Inc.	(1,464)	\$ (1,539)
Interest expense, net	38	18
Income tax expense	17	0
Depreciation & amortization, net	206	141
EBITDA	(1,203)	(1,380)
Stock based compensation	43	45
Unrealized gain on marketable securities	-	37
Adjusted EBITDA*	\$ (1,161)	\$ (1,297)

Key Points

- Adjusted EBITDA loss better than Q2 24
- Reduction in margin and increased Opex drove the loss

*Adjusted EBITDA is defined as net Income (loss) attributable to Tecogen Inc, adjusted for interest, depreciation and amortization, stock-based compensation expense, unrealized loss on investment securities, non-cash abandonment of intangible assets, goodwill impairment and other non-recurring charges or gains including abandonment of certain intangible assets and extinguishment of debt

Q2 2025 Performance by Segment

2Q Revenues (\$ thousands)	2025	2024	QoQ Change %
Revenues			
Cogeneration	\$ 1,067	\$ 120	789%
Chiller	2,016	-	
Engineered accessories	72	-	
Total Product Revenues	3,155	120	2529%
Services Revenues	3,965	4,127	-4%
Energy Production	174	482	-64%
Total Revenues	7,295	4,728	54%
Cost of Sales			
Products	2,232	172	1198%
Services	2,470	2,192	13%
Energy Production	130	285	-54%
Total Cost of Sales	4,832	2,649	82%
Gross Profit	\$ 2,462	\$ 2,079	18%
Gross Margin			
Products	29%	-43%	
Services	38%	47%	
Energy Production	25%	41%	
Overall	34%	44%	

QTD Gross Margin	2025	2024	Target
Overall	34%	44%	>40%

Product Margin

- Hybrid chiller expected to increase to similar margin as other products with volume
 - We also sold prototype unit at a discount
- Other products – 39%

Service Margin

- NJ and Manhattan had increased costs of \$400k
 - Engines \$120k of upgrades
 - \$130k of overtime labor
 - Balance from operational inefficiencies

Summary



LOIs for pilot projects

New leads for sizeable projects



Capital raised to strengthen balance sheet

And increase manufacturing capacity



Complete data center chiller line including unique dual power source chiller

