# **Bitfarms**

18th Annual Needham Technology & Media Conference



#### SAFE HARBOR STATEMENT

Trading in the securities of the Company should be considered highly speculative. No stock exchange, securities commission, or other regulatory authority has approved or disapproved the information contained herein. Neither the TSX Exchange nor its Regulation Services Provider (as that term is defined in the policies of the TSX Exchange), Nasdaq or any other securities exchange or regulatory authority accepts responsibility for the adequacy or accuracy of this release.

#### **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 2023 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, 2022, filed on March 21, 2023. 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.

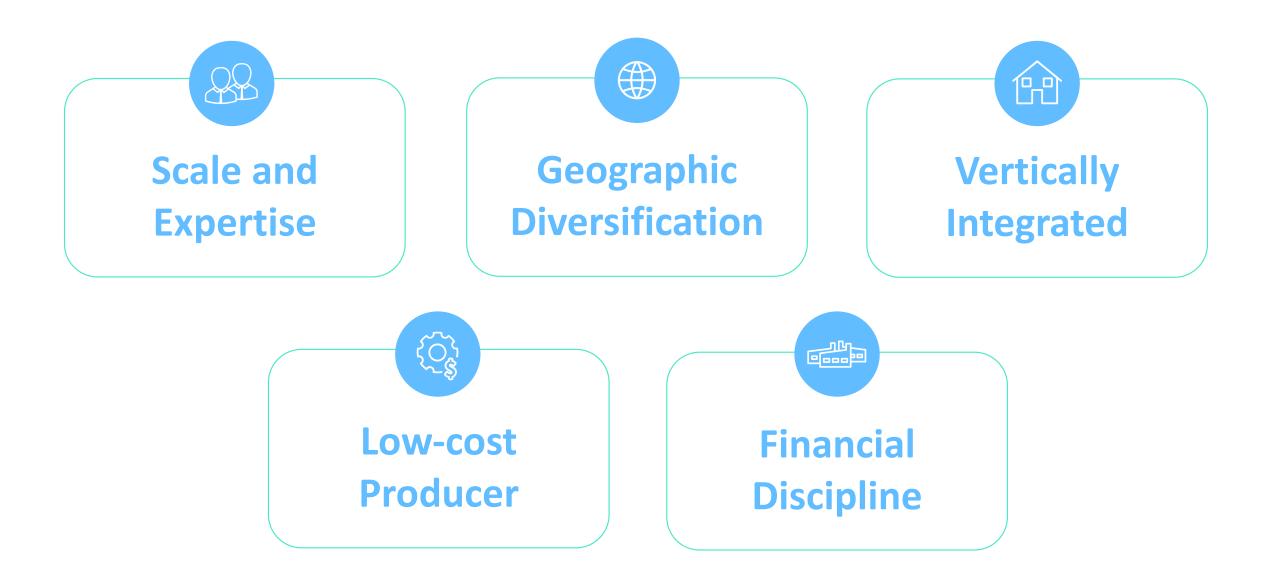


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### Bitfarms is a low-cost bitcoin producer with stable energy costs and a fixed operating structure.



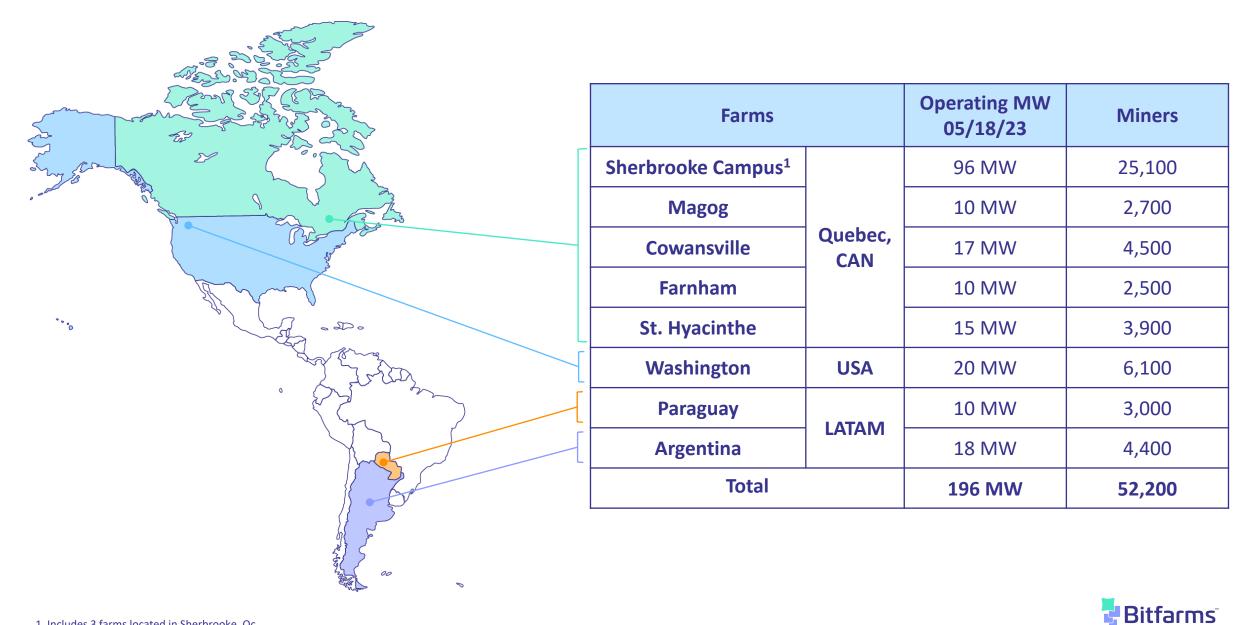
#### **INVESTMENT HIGHLIGHTS**





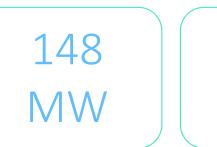
#### VERTICALLY INTEGRATED GLOBAL BITCOIN MINING COMPANY

10 production sites in 4 countries drawing 91% renewable energy



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#### CANADA- 7 FARMS









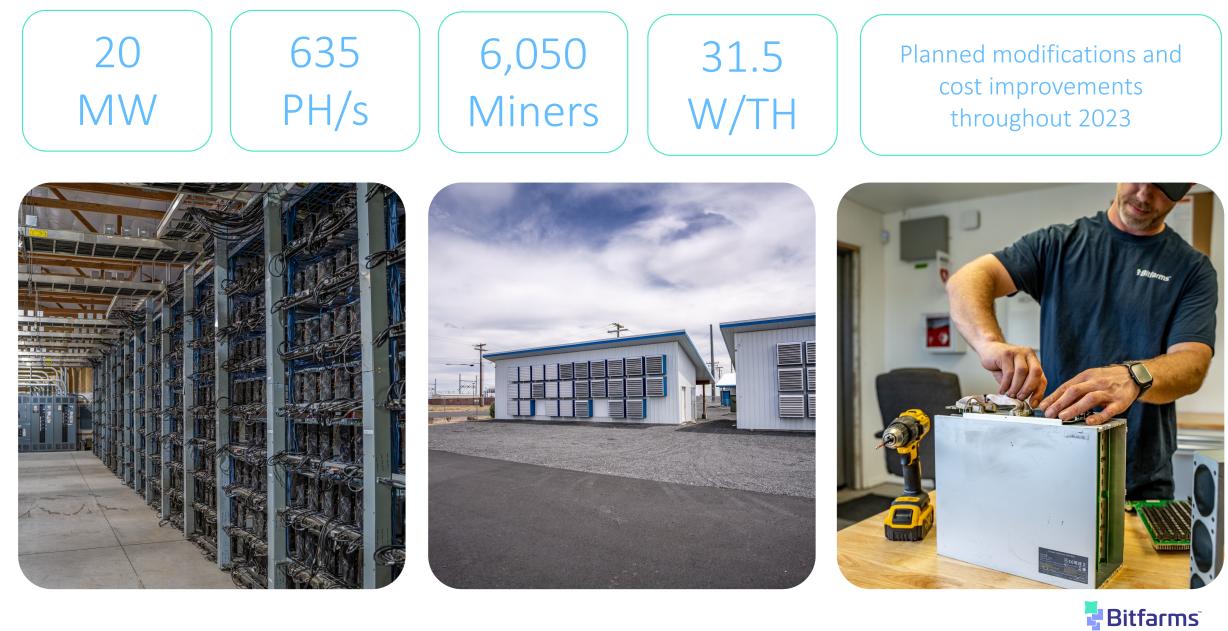
Entered into an agreement in Baie-Comeau for a new farm for up to 22 megawatts of hydropower capacity



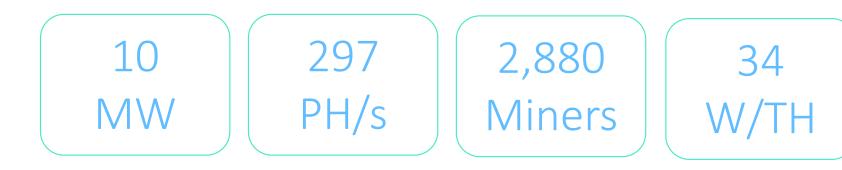
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#### WASHINGTON



#### PARAGUAY



Optimistic about future opportunities as there is an abundant and underutilized hydropower









#### ARGENTINA



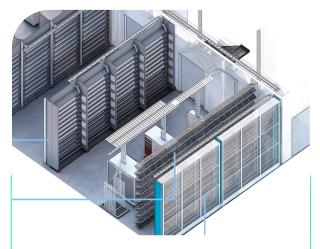








#### VERTICAL INTEGRATION SAVES TIME AND COST



Site development expertise

5+ years of experience developing sites and building electrical infrastructure



## Dedicated in-house electrical contractor

- Volta Électrique, 100%owned subsidiary
- Provides expertise, lowers site construction costs, reduces opex, and contributes revenue
- Optimizes maintenance with onsite electricians



## Authorized MicroBT repair center

Shortens downtime with rapid turnaround

• Creates opportunity for another profit center



## MGMT miner and facility monitoring

- Individual miner tracking
- Automatically stabilizes temperature and air flow
- Ensures health and safety protocols



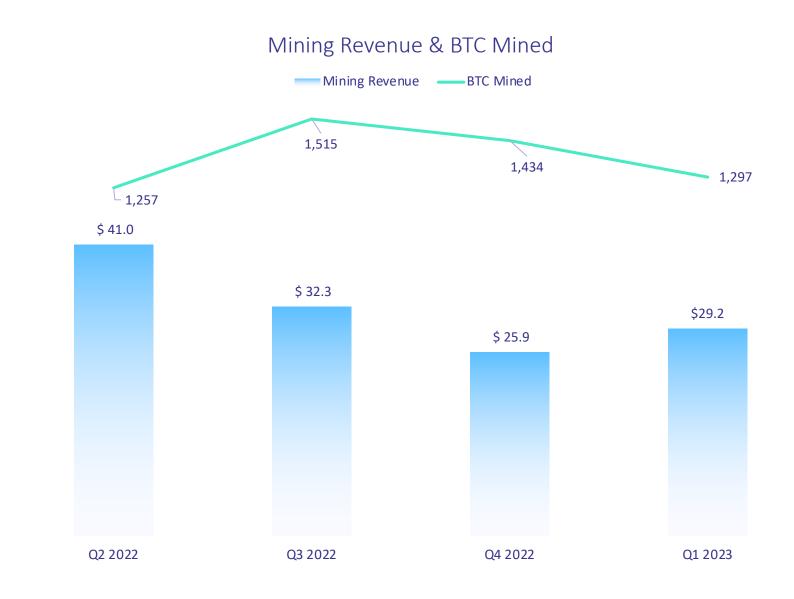
#### **KEY ELEMENTS OF FINANCIAL POSITION AND STRATEGY**





#### **BTC MINED & REVENUE**

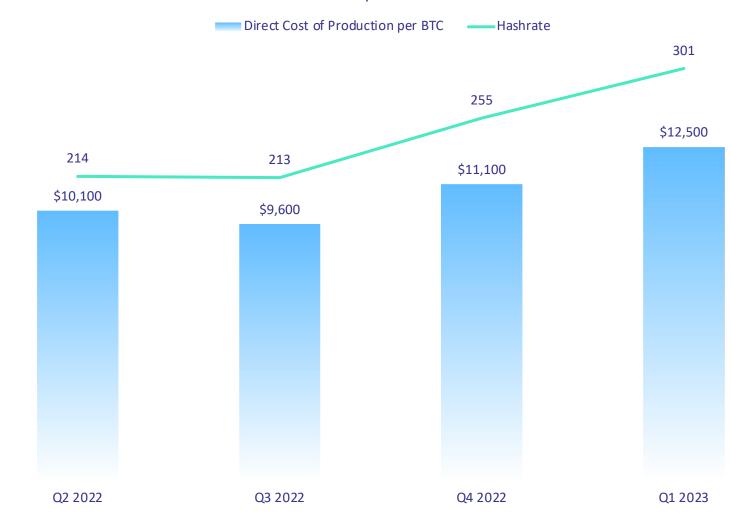
- 24% increase in the average price of BTC from Q4 2022 to Q1 2023
- 1,297 BTC mined Q1 2023 vs 961 BTC mined Q1 2022





#### **BITCOIN PRODUCTION COST**

- Direct cost of production of \$12,500 per BTC in Q1 2023
- 13% increase in average network difficulty from Q4 2022 to Q1 2023
- 2% increase in energy costs

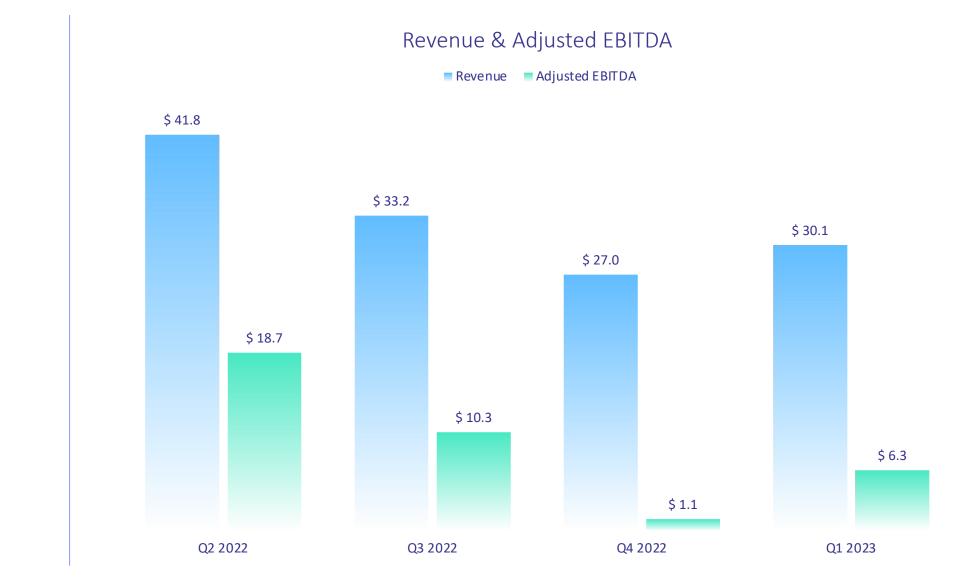


#### Direct Cost of Production per BTC vs Network Hashrate



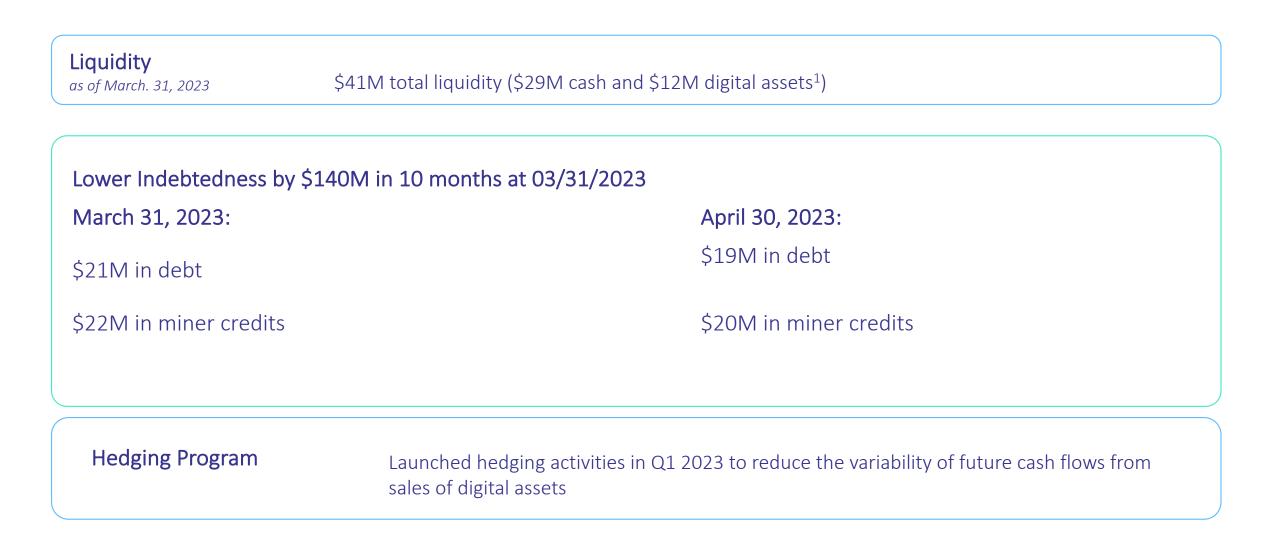
#### 2022 BTC MINED & REVENUE

- Reported Q1 2023 results
  - Revenue of \$30.1M
  - Net loss of \$2.5M
  - Positive Adjusted EBITDA of \$6.3M





All debt obligations mature before the 2024 halving

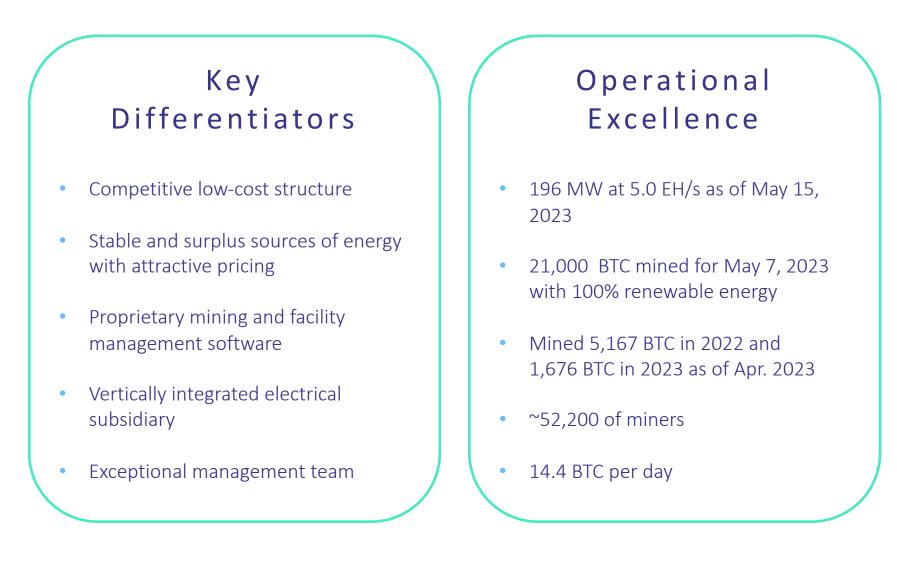


Bitfarms

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#### STRONG MARKET POSITION

Diversifying geographically, acquiring sites, developing farms, & optimizing miners





Appendix

#### **INVESTMENT HIGHLIGHTS**

#### **Geographic Diversification**

- Broader international footprint allows for lower cost expansion options
- Reducing disruption risk with geographic diversification across the Americas
- Leveraging an international management team of experts in technology, infrastructure, financing and business growth

#### **Scale and Expertise**

- Developing and operating 10 farms in 5 years increases knowhow and expertise
- Powering ~1.5% of the Bitcoin Network makes us one of the largest global players
- Agile and multidisciplinary leadership team

#### **Vertically Integrated**

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- Increasing speed of development with whollyowned electrical engineering subsidiary
- Reducing downtime with authorized in-house repair labs
- Assuring superior uptime with the use of proprietary miner management software

#### **Efficient Producer**

- Maintaining one of the lowest direct cost of production by being among the most efficient mining operations globally
- Producing BTC at ~ \$12,500 avg. direct cost in Q1 2023
- Securing long-term, consistently low-cost energy contracts

#### **Financial Discipline**

- Strong balance sheet for strategic growth
- Highest standard of financial controls and reporting
- Audited by a Big 4 accounting firm



#### ENTREPRENEURIAL LEADERSHIP TEAM





Geoff Morphy PRESIDENT & CHIEF EXECUTIVE OFFICER Jeffrey Lucas Chief Financial Officer



Benoit

Gobeil

**SVP, OPERATIONS &** 

INFRASTRUCTURE



Patricia Osorio

VP & CORPORATE SECRETARY



Damian Polla

GENERAL MANAGER – LATAM OPERATIONS







Andrea Keen Souza VP, HUMAN RESOURCES CHIEF MINING OFFICER

Philippe

Fortier

VP, CORPORATE

DEVELOPMENT

Ben

Gagnon

Stephanie Wargo

VP, MARKETING & COMMUNICATIONS



Marc-André Ammann VP, FINANCE & ACCOUNTING



Paul

VP, TAX

Magrath



Guillaume Reeves Director, information technology



#### **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 Howlett, CPA. CMA is a financial professional with over 30 years experience serving as senior officer and director of many public companies. He currently serves as President, CEO and a director of Hemlo Explorers Inc. and he is a director of Nighthawk Gold Corp. He was previously the President and CEO of 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.



#### GLOSSARY

#### • BTC BTC/day = Bitcoin or Bitcoin per day

- EH or EH/s = Exahash or exahash per second
- MW or MWh = Megawatts or megawatt hour
- *PH or PH/s = Petahash or petahash per second*
- TH or TH/s = Terahash or terahash per second
- w/TH = Watts per Terahash
- KWh = Kilowatt per hour

#### **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
- Realized gains or losses on disposition of digital assets and (reversal of) revaluation loss on digital assets
- Gain on disposition of marketable securities, gains or losses on derivative assets and liabilities & discount expense on VAT receivable
- Other non-recuring items that do not reflect the core performance of the business.

"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.



## **Bitfarms**

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