



# America's Clean Coal & Clean Water Company

**Investor Presentation**  
September 2025

OTCQB: BCHT  
TSX:BCHT



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# Birchtech Overview

Birchtech develops activated carbon technologies & provides consulting services to remove mercury from the air we breathe & forever chemicals from the water we drink

- Our team includes **THE LEADING** activated carbon experts in the U.S., allowing us to drive environmental technology innovation in air & water

### Clean Air Technologies

- Established, core business
- Reducing mercury emissions
- Patented SEA® Sorbent Technology used at 80% of U.S. coal-fired power plants that use sorbent technology removal system<sup>1</sup>

**\$268M**

Revenues generated (to-date & expected)<sup>2</sup>

### Clean Water Technologies

- New entrant into multi-billion-dollar market for PFAS removal ("forever chemicals")
- Applies activated carbon expertise to treat water
- Near-term EPA regulations for PFAS compliance

**\$1.5B**

In annual PFAS compliance costs<sup>6</sup>

- **Strong IP Portfolio & Successful Enforcement Strategy:**
  - 35 total patents (and new provisional patent applications for the water business)
  - Successfully secured \$35M in license agreements and income from legal claims from infringing parties to-date
  - Additional \$57M awarded by jury (in final review by the court, considering willfulness of the damages)
- **Regulatory Tailwinds:** U.S. EPA regulations provide long-term tailwinds for both air (MATS regulation) & water purification (PFAS regulations for U.S. water utilities beginning 2027)<sup>1,3</sup>



**OTCQB: BCHT • TSX: BCHT**

Share Price <sup>4</sup>	\$0.73
Market Cap <sup>4</sup>	\$70.2M
Q2 2025 Revenue <sup>5</sup>	\$3.3M
Q2 2025 Gross Margin <sup>5</sup>	29.8%
TTM Revenues & Income from Legal Claims <sup>5</sup>	\$17.2M
Shares Outstanding <sup>5</sup>	97M
Float	66M
Insider Ownership	21%

1) Management Estimates  
2) Revenues generated to-date & income pending from jury award  
3) PFAS regulations utility costs from Table 6-1 Example Summary Cost Table for Potential Regulatory MCL of 4 ppt PFOA and PFOS  
4) USD, As of 9/4/2025  
5) As of 6/30/2025  
6) EPA Estimate

# Customized Solutions for Cleaner Air & Water

## The Problem

Coal used at utilities & water contaminants in various geographic regions vary greatly across the U.S.

## The Solution

Leveraging decades of expertise, Birchtech offers each customer a tailored solution using activated carbon in air & water treatment

## The Result

Customized solutions are **more economical & effective** at capturing mercury (air) and treating municipal & industrial wastewater, while reducing environmental footprint & meeting EPA regulations

### Mercury Removal

Over-Exposure to Mercury can Lead to:

- **Neurological Damage:** Mercury exposure can harm the nervous system, particularly in developing fetuses and young children, affecting cognitive function, motor skills, and memory
- **Cardiovascular Effects:** In adults, mercury exposure has been linked to increased risks of high blood pressure and heart disease
- **Pregnancy Risks:** Mercury exposure during pregnancy can result in developmental delays, brain damage, and other birth defects



### Comprehensive Water Treatment Solutions

Exposure to PFAS Chemicals can Lead to:

- **Pregnancy Risks:** High blood pressure in pregnant women, decreased fertility, low birth weight & bone variations, among others
- **Increased cancer risk & reduced ability of the body's immune system** to fight infections, including reduced vaccine responses





# Our Go-To Market Strategy

Growing Our Air Business, Defending of our IP Portfolio & Moving Rapidly Into Water Treatment



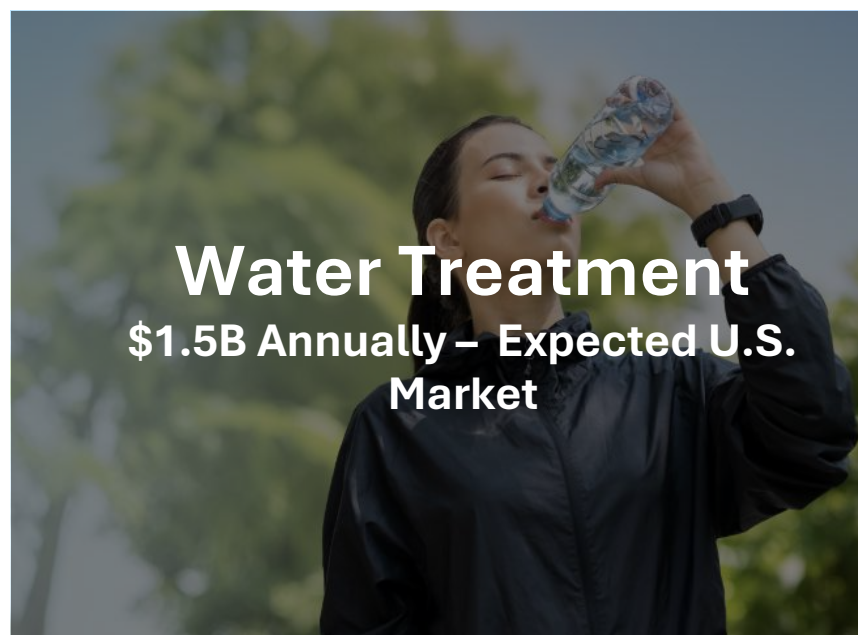
## Mercury Emissions - SEA®

- Developed in early-2000s, 1st US Contract in 2011 - \$60 Million+ spent on R&D with 35 Active Patents
- Variations of proprietary SEA® technology believed to be in use at 40% of U.S. coal-fired power plants that are using sorbent technologies (others use expensive infrastructure)



### SEA® Patent Enforcement Now in Action

- Numerous Utilities have recognized the strength of Birchtech's patents through license/supply agreements
- **Secured \$35M in income from legal claims & license agreements, plus plus additional consideration in settlements; won \$57M jury award for 'willful infringement'**
- Infringing power plants engaged in ongoing discussions, with new suits and legal actions underway alongside world-class counsel



## Clean Water Technologies: Potable & Wastewater Treatment Solutions

- PFAS regulations will impose significant financial burdens on U.S. water utilities, with compliance costs estimated at \$1.5B annually over the next five years
- Two new world-class lab centers focused on Carbon Development, enabling the creation of advanced water treatment solutions for nationwide utility testing
- New tech launching with commercialization to begin this year to help utilities stay ahead of evolving regulations, with Activated Carbon recognized as the “best available technology” by the EPA





# Patented Technologies to Remove Mercury From Power Plant Emissions



# Our Established, Legacy Air Business

## Customized Solutions for Coal-Fired Power Plants to Reduce Mercury Emissions

- **Coal-fired powerplants account for 16% of U.S. power** & is projected to remain a significant fuel source through 2050
- Our **patented SEA<sup>®</sup> Technology** is a two-part system that helps coal-fired power plants **meet or exceed EPA regulations** at a **lower cost** than competitors
  - **Part 1:** SEA (halide mixture that oxidizes elemental mercury) injected directly into the boiler
  - **Part 2:** A back-end sorbent injection system (injects activated carbon)
- Our team **customizes solutions** to match fuel type & boiler configurations
- Custom-built material handling center in Texarkana supports existing supply business, expected to support new product development and distribution for water purification solutions
- **Air business revenue run-rate to ramp to at least \$40M by the end of 2026:**
  - \$18M in Estimated 2025 Air Business Revenues<sup>1</sup>
  - Current Customers under contract (TTM Revenues of \$17.2M, excluding income from legal claims)<sup>2</sup>
  - IP settlement agreements from infringing parties (\$35M+)
- **Ongoing post-trial outreach aims to convert technology users to customers, with new litigation underway and additional suits expected**



✓ More Effective

✓ Less Product

✓ Lower Cost

1) Preliminary revenue guidance for the fiscal year ending December 31, 2025 (excludes cash received from legal claims or water treatment revenue)  
 2) As of Q1 (3/31/2025)

# High Margin, Recurring Revenues

## With Multiple Opportunities to Scale

We generate revenue in our core mercury emissions technologies from two primary sources:

1. **Product Sales with Consulting Services (Recurring)** – Ongoing supply of proprietary SEA® material & sorbent material. Supply customers receive regular field analyses, optimized design of injection services, stack emission testing to ensure that our product applications are optimized with plant operations and infrastructure
2. **Licensing Agreement Revenues** – Royalties and fees from technology adoption by utilities and industrial partners

### Long-Term Supply Clients and/or License Agreement Partners



**\$2M**

Average Annual Revenue per  
Power Utility Customer

**3-5 Years**

Typical Contract Length

**+30%**

Gross Margins



# Defending IP Portfolio

## License/Supply Agreements Improve Cash Position, Increase Market Share of Core Business

In 2019, the Company filed an IP patent infringement suit based on unauthorized use of its patented technologies for mercury emissions capture, alleging that the refined coal Defendants caused significant business harm and obtained significant value from their use of the Company's technologies

**Business-first Approach:** Resulted in licensing revenues & long-term supply agreements. Upon settlement or court ruling of infringement:

- Utilities **pay us a licensing fee after their current supply contracts expire** with competitors
- **Lock in long-term supply contracts**, which often offer attractive economics for both parties

### Success To-Date:

- **Many utilities** have settled or entered into license agreements, resulting in **over \$35M plus additional consideration in settlements** (structured as long-term supply and licensing agreements)
- In February 2024, **\$57M was awarded by jury** for willful infringement (final judgment expected in 2025)
- **\$160M requested (in total) from the court for past damages**

**Ongoing Litigation:** Infringing power plants remain engaged in discussions, with additional lawsuits & legal actions now underway.

**\$57M+**

Awarded by Jury with final judgment expected in 2025 – between \$57 and \$159M

**\$20M+**

Additional expected annual product supply revenue potential

**100%**

Success rate in enforcing our intellectual property rights to-date

# Illustrative Customer Economics for Air

## Current Customers & Flow Through Economics of Patent Protection Strategy



A revenue run rate of \$25 million creates significant operating leverage, resulting in EBITDA margins of +30%

*Note: Example shown above is applicable to negotiated settlements only that do not require protracted litigation from Birchtech.*





**Leveraging Expertise in Activated Carbon to Provide  
Cleaner Potable Water for American Communities**



# More Affordable Technologies for Water Purification

## Leveraging Our Team's Deep Experience with Activated Carbon

<b>Problem</b>	Exposure to PFAS chemicals can lead to <b>pregnancy risks, increased cancer risk, &amp; reduced ability</b> of the <b>body's immune</b> system
<b>How?</b>	Engineering expertise with <b>virgin GAC, reactivated GAC, testing &amp; consulting</b> services
<b>What?</b>	Activated carbon is the primary material used to <b>trap water contaminants</b> , such as <b>PFAO/PFOS</b>
<b>Solution</b>	Our team can test specific water sources for contaminant levels to create custom GAC solutions to support <b>new EPA regulations, reduce expenses, improve efficiency</b>

\*The U.S. EPA's Administrator, Lee Zeldin, has proposed extending the compliance deadline from 2029 to 2031. The final ruling on this potential extension is pending Spring 2026. **Any extension of the final ruling will not impact Birchtech's business in water treatment.**

## Comprehensive Water Treatment Solutions

- **Targeting Multiple Markets with Proprietary Solutions:** Municipal & industrial wastewater, as well as Potable Water
- **Regulatory Tailwinds:**
  - Public water systems are required to begin monitoring for PFAS "forever chemicals" by 2027
  - Measures to comply with Min. Contaminant Level by \*2029
  - **Expected \$1.5B in annual compliance costs**
  - \$1B in federal funding allocated for water monitoring systems
- **Robust Gross Margin Profile:** Targeting 50% gross margin profile on Granular Activated Carbon (GAC) sales (both virgin and reactivated)
- **Launch Underway:** Secured an initial GAC feedstock agreement valued at \$7M, availability expected 1H 2026

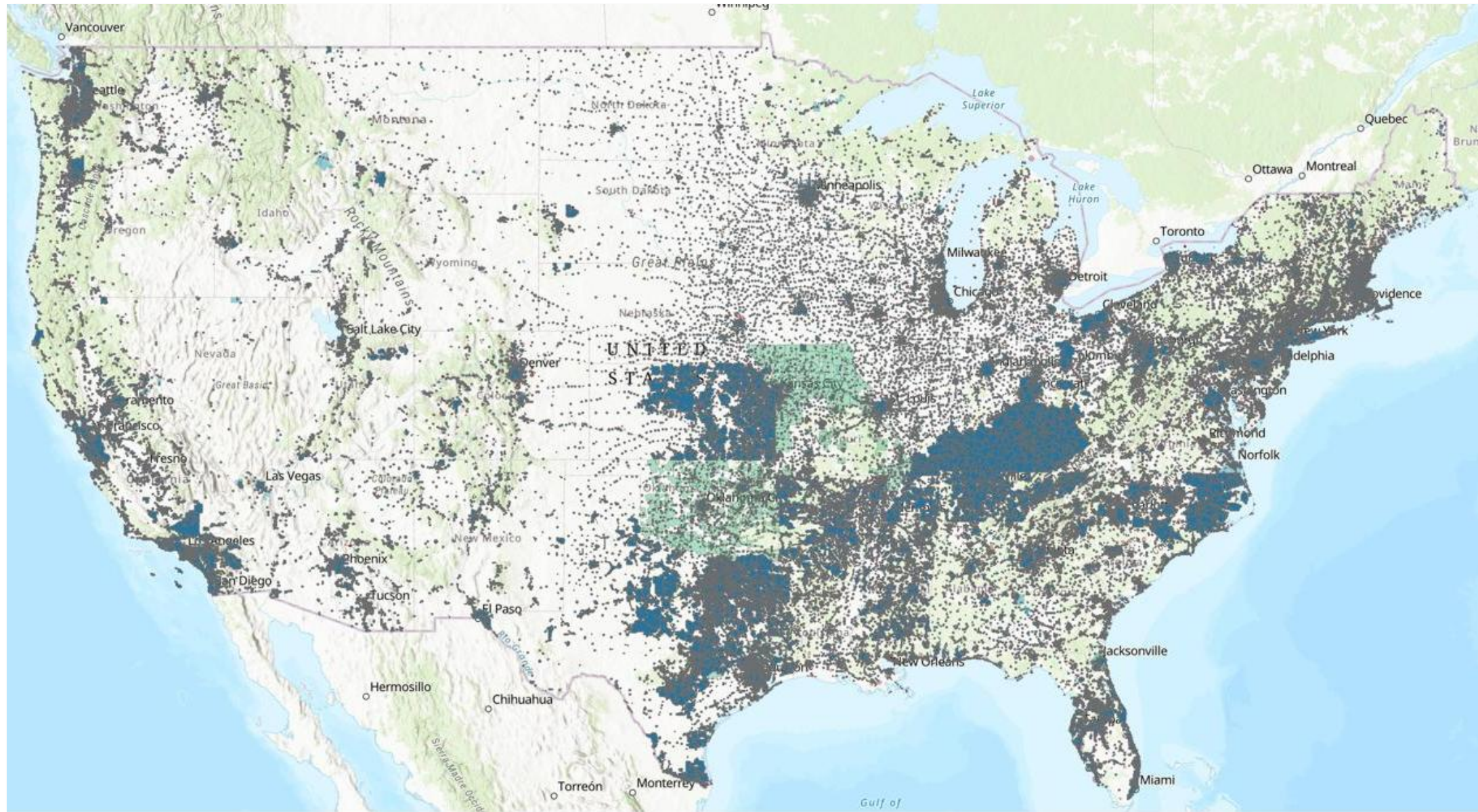
Table 6-1 Example Summary Cost Table for Potential Regulatory MCL of 4 ppt PFOA and PFOS. "American Water Works Association | WITAF 56 Technical Memorandum." National Cost Assessment Methodology, Table 6-1, Page 28.

\*See: <https://www.epa.gov/sdwa/and-polyfluoroalkyl-substances-pfas> and <https://www.epa.gov/newsreleases/epa-announces-it-will-keep-maximum-contaminant-levels-pfoa-pfos>



# Harmful PFAS Contaminants Across the U.S.

Significant Number of Impacted Communities Across the U.S., with ~50,000 Water Utilities At Risk



PFAS Contamination Crisis – PolicyInnovation.org

- The number of U.S. communities confirmed to be contaminated with PFAS continues to grow at an alarming rate – **90% of the US population relies on almost 50,000 community water systems** for their drinking water
- PFAS chemicals don't break down easily & exposure is linked to a range of health concerns, including increased cancer risk, decreased fertility & other harmful conditions
- **Each blue dot in the map represents a utility that requires a unique activated carbon blend for compliant water treatment.** A more robust solution is required for effective change ahead of the EPA regulations going into effect



# New Regulations Position Water Treatment Market for Growth

Many municipalities are working to meet EPA regulatory requirements for PFAS removal prior to the deadline

2027

Public water systems are required to begin monitoring for these "forever chemicals" by 2027, with continuous compliance monitoring thereafter

2029

Measures to comply with Maximum Contaminant Level (MCL) limits must be in place by 2029. \$1 billion in federal funding has been allocated for water monitoring systems

The volume of drinking water treated with GAC is **expected to increase by 2.5x – 4x** to comply with regulations & GAC “change out” frequency is **expected to increase by 2x – 4x**



The U.S. EPA has mandated that all municipalities complete initial sampling by 2027 and be in compliance with new PFAS limits by 2029

Anticipated compliance costs associated with new regulations are now expected to exceed \$1.5 billion annually. This substantial financial burden is driving an urgent need for innovative solutions



# Our Proprietary Process for Water Purification

## Reactivation & Expert Analysis:

Reactivated carbon expected to outperform virgin carbon providing a competitive edge

**We are developing a full-service, novel approach to reach PFAS compliance with expert consultants.** Our developing process includes:

- Deploying world-class consulting experience to client municipalities
- Thermal reactivation of carbon in our Design Center in State College, PA
- Obtaining water samples from municipalities to test performance of virgin GAC and reactivated GAC at our Testing Center in Grand Forks, ND
  - Rapid Small Scale Column Tests (RSSCT) - delivers cheap, fast & reliable results (compared to full-scale pilot tests)
- Cohesive look at all data and recommend the optimal solution (mix of virgin & reactivated GAC) to meet compliance requirements

### Why Use Reactivated Carbon?

- **Reduces waste** (environmental sustainability)
  - Spent carbon can be re-used after thermal reactivation
- Lowers need for new carbon purchases (**reduces cost**)
  - **Virgin GAC pricing has increased 50% over the last 18 months**
  - Reactivated GAC costs ~50% less than virgin GAC



**Through thermal reactivation of spent activated carbon,  
Birchtech offers a sustainable and cost-effective solution for water treatment plants**

# Robust Infrastructure

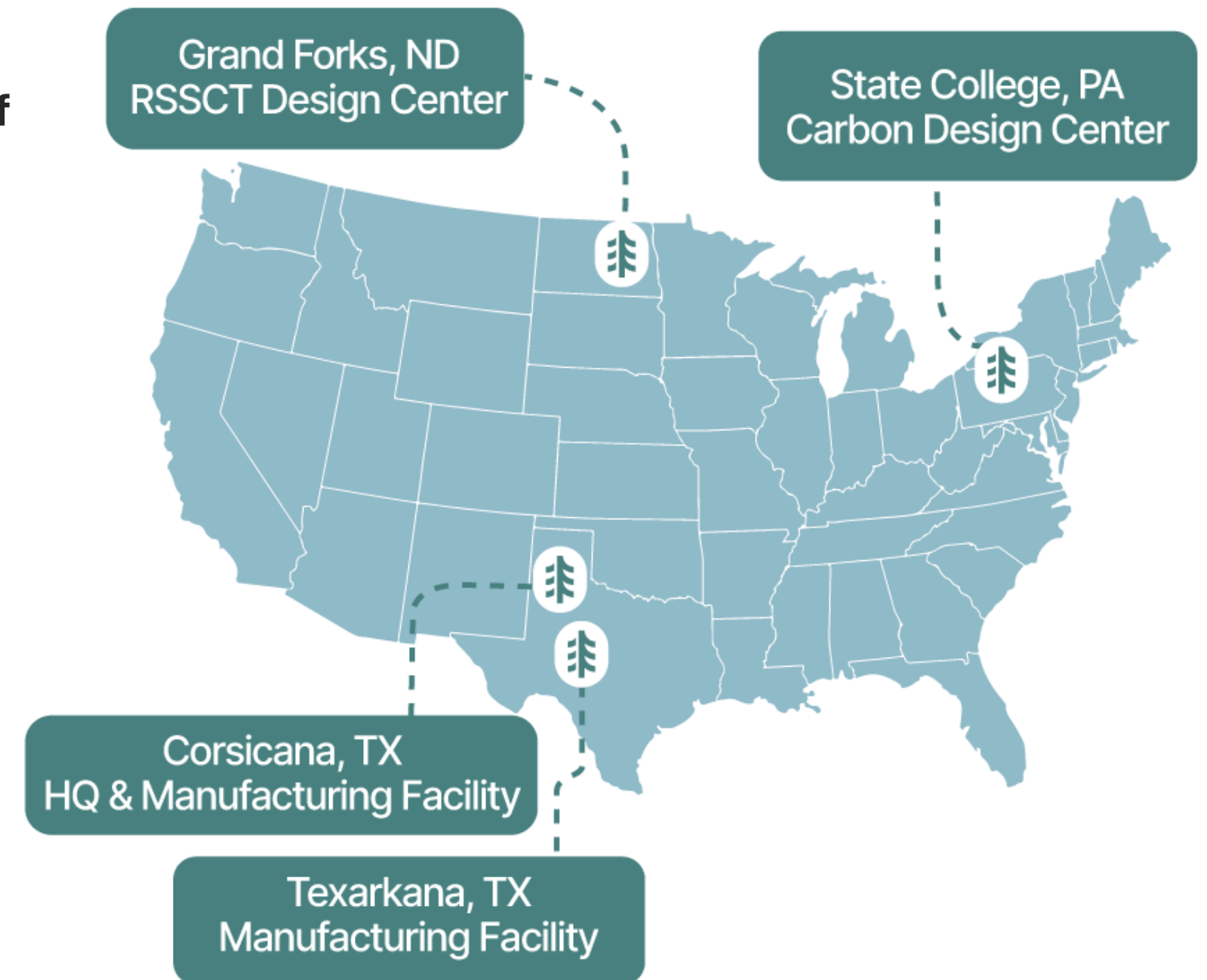
## Synergistic Lab & Plant Network for Developing Water Technologies

### Planned Renewable GAC Manufacturing Facility

- **We expect to begin construction of a GAC facility (for production of virgin GAC & reactivation of carbon) in 2025**
  - Targeting \$50M revenue capacity, expected to come online in second half of 2026
  - Strategic focus to create JVs with feedstock suppliers and co-locate facilities
  - Facility will incorporate advanced manufacturing processes to ensure high efficiency and minimal environmental impact
  - Expected to be financed through established, growing air business & debt

### Development of Disruptive Technology Underway

- **Leveraging decades of experience, we are currently developing a disruptive GAC that offers superior benefits, including:**
  - More environmentally friendly
  - Better than virgin GAC on the market today
  - Optimized for versatility in various water treatment processes
  - Presents opportunities to produce activated carbon more easily with varied pore size distributions
  - Minimizes the introduction of unwanted byproducts and toxic elements





# Design Centers: Bridging Lab Results to Full-Scale

Combining RSSCT & Lab-Scale Reactivation for Real-World Solutions

## Prototype to Commercialization Pathway:

**Integration of RSSCT testing** and lab-scale reactivation bridges early research to scalable, field-ready treatment systems

## Sizing & Scale Guidance:

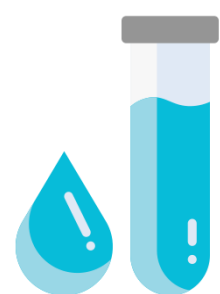
**Data-driven insights** help utilities understand **module capacity needs** and optimize system design

## Custom Modeling:

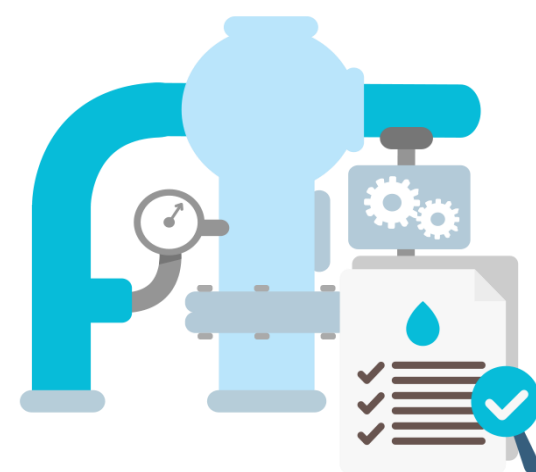
Proprietary models link water quality data and spent GAC analysis directly to **module requirement outputs**

## Confidence for Utilities:

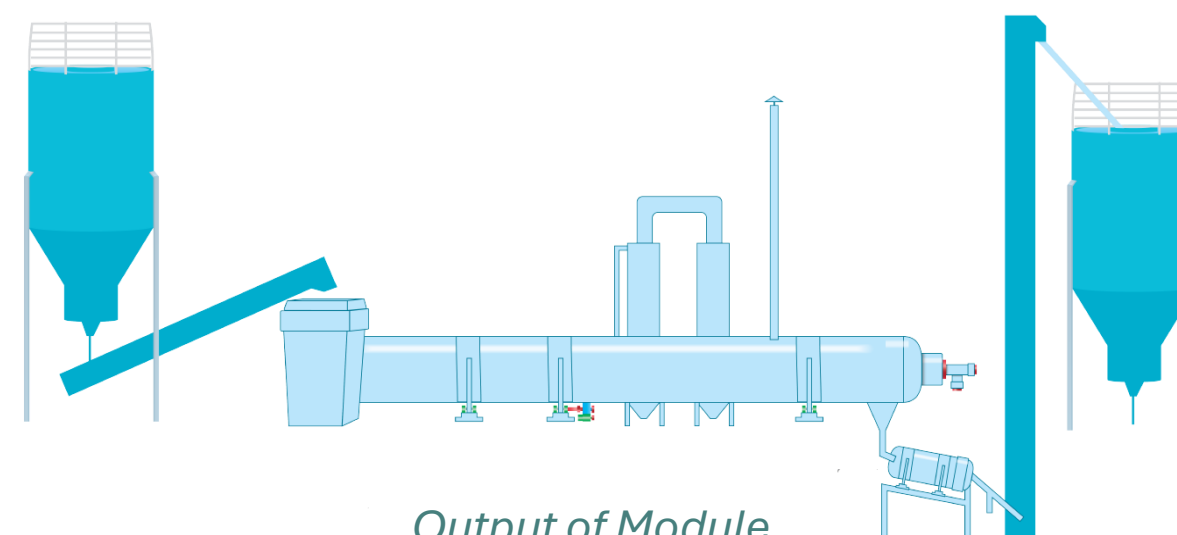
Ensures utilities move forward with treatment plans that are **cost-effective, right-sized, and compliant** with EPA standards



Water to be Treated & Spent GAC Analysis



Proprietary Model



Output of Module Requirements

# Company Leadership



## Richard MacPherson

### Chief Executive Officer

- Company founder who successfully led the early development and commercialization of the firm's SEA® technologies.
- Over 25+ years in Executive Management roles across Canada and the U.S. for various industries, including communications, industrial production, and internet marketing firms.



## John Pavlish

### Senior VP, Chief Technology Officer

- 25+ years in mercury emission capture technology.
- Inventor of multiple patented mercury control technologies with commercial applications.
- Industry experience - Energy & Environmental Research Center, Director of Center for Air and Toxic Metals, and Black & Veatch Unit Leader.



## Fiona Fitzmaurice

### Chief Financial Officer

- Strong financial management with publicly listed companies in the exploration sector, including private placements, prospectus, flow-through financing, and corporate audits.
- Chartered accountant with 15+ years of experience in accounting and financial controls for companies listed on the TSXV and other major entities.



## Jim Trettel

### Executive VP, Operations

- Mechanical Engineer and material handling expert.
- Senior project management background with expertise in coal utilities and supply chain.



## Dr. David Mazyck

### Executive Director of Innovation & Commercialization

- Extensive experience in developing highly successful commercialized activated carbon technologies.
- Instrumental in driving Birchtech's success in the potable water treatment market.

# Board of Directors



## Richard MacPherson

### Interim Chairman

- Company founder who successfully led the early development and commercialization of the firm's SEA® technologies.
- Over 25+ years in Executive Management roles across Canada and the U.S. for various industries, including communications, industrial production, and internet marketing firms.



## David M. Kaye

### Director

- David is an attorney with the law firm of Kaye Cooper Kay C Rosenberg, LLP, New Jersey since the firm inception in Feb. 1996.
- Mr. Kaye specializes in business, corporate and securities matters.
- Mr. Kaye serves as Birchtech Corp.'s General Counsel.



## Troy Grant

### Director

- CEO & Founder of Elcora Advance Materials Corp, an integrated battery material company with international operations.
- Director on the Audit Committees of publicly listed companies including Birchtech (TSX:BCHT, OTCQB:BCHT), Elcora Advanced Materials Corp. (TSXV: ERA), i3 Interactive Inc. (CSE: BETS), Auxly Cannabis Group Inc. (TSX: XLY)



## Mitzi H. Coogler

### Director

- Certified Public Accountant with over a decade of experience in accounting and management support for closely held businesses.
- Currently serving as CFO at JT Harrison Construction Co., Inc., specializing in design, contracting, and construction management services.
- Former CEO of Southeast Cancer Network and a shareholder at Echols, Coogler & Associates, P.C.



# Financial Summary

- **Recurring Revenue Base:** Air business provides strong recurring revenue base with +30% gross margins; water business to provide ~50% gross margins
- **Litigation Upside:** \$57M jury award & one-time licensing fees from new air business customers expected to provide meaningful cash to the business, which can be used to grow the water business, for share buybacks, and other value-additive strategies
- **Strong Cash Management:** Operating with low burn with significant optionality for near-term cash upside from air business as well as water business launch
- **Debt Repaid:** Repaid \$13.1M in debt in 2024, with no debt currently outstanding.

(USD \$ in Millions)	Fiscal Q2 2025	Fiscal 2024	Fiscal 2023	Fiscal 2022
Revenue	\$3.3	\$17.4	\$17.6	\$22.7
Income from Legal Claims	-	-	\$27.6	\$0.0
Gross Profit Margin	29.8%	40.8%	30.9%	26.7%
Net Income (loss)	(\$1.5)	(\$10.8)	\$5.7	(\$0.5)

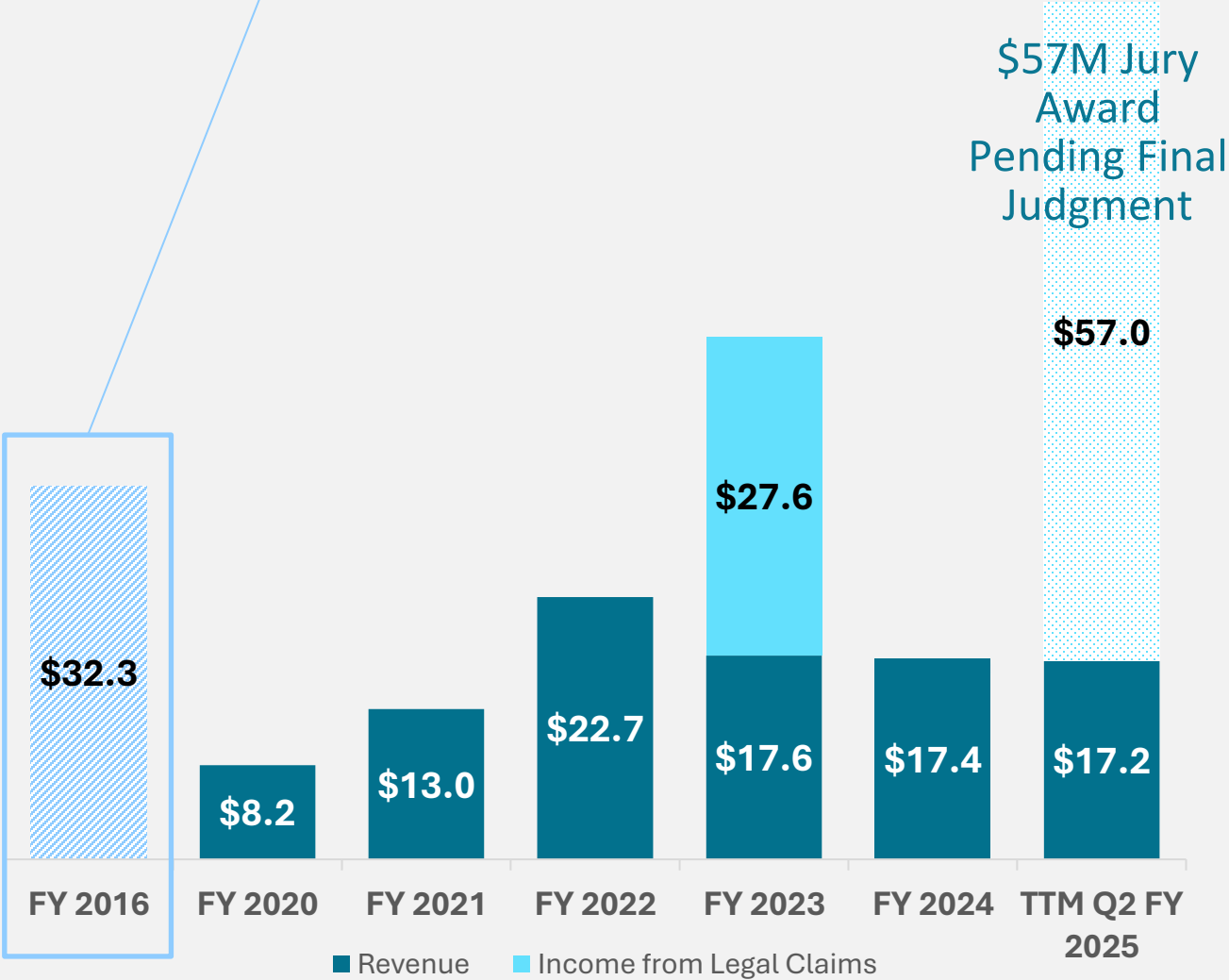
(USD \$ in Millions)	Jun. 30, 2025	Dec. 31, 2024	Dec. 31, 2023	Dec. 31, 2022
Cash & Cash Equivalents	\$1.5	\$3.5	\$20.9	\$1.5
Debt (Net of discount & Issuance costs)	\$0.0	\$0.0	\$11.2	\$9.9

\*For the Q2 period ending Jun 30, 2025



**Strong topline performance growing at 50% YoY via recurring revenue streams**

Core business represented \$30M+ in topline sales prior to IP infringement



**Revenue & Income from Legal Claims**  
(\$Millions)

# Upcoming Catalysts: Late 2025-2026

Strategic Growth, Settlements with Infringing Parties & Entrance Into \$1.5B Water Market



Following jury award of \$57 Million in March 2024, **final judgment from the U.S. Federal Court of Delaware expected in 2025**



**First commercial sales into water treatment market expected in Q3-2025;**  
complimented by potential \$7M in sales from initial feedstock agreement secured in 2024



**Targeting an uplisting to major U.S. exchange, expected Q4 2025**



**Increased revenues through additional settlements** with infringing utilities in the form of licensing payments & new supply contracts



**Begin construction of a GAC reactivation facility, permitting underway**



# Key Takeaways

## The Right Team, Disruptive Technologies, Recognized IP and Regulatory Tailwinds

- **Our Team**

- We have world class experts in activated carbon, allowing us to create **customized and effective environmental technologies** for air & water

- **Regulatory Tailwinds**

- \$1 billion in federal funding has been allocated for water monitoring systems
- EPA regulations for U.S. water utilities to capture PFAS beginning in 2027 & enforced in 2029

- **Large, Addressable Markets**

- **Stable, Profitable Air Business** – Revenue ramp underway, \$40M+ revenue opportunity
- **Massive, Underserved Water Business** – Custom solutions for municipalities to treat water economically & introducing disruptive new GAC technologies in \$1.5B U.S. water treatment market

- **Strong IP Portfolio & Successful Enforcement Strategy**

- \$57M awarded by jury (final judgment expected in 2025)
- \$35M in funds received to date from IP efforts (license agreements & settlements)

- **Move into Water Business Underway**

- GAC supply agreement valued at up to \$7M in revenue, initial water treatment sales expected late 2025
- Buildout of GAC facility commencing in 2025





## Contact Information

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# Leading Technologies For Cleaner Water & Air

