

Nov 2022

CEMATRIX.COM



# ***CEMATRIX***<sup>TM</sup>

TSXV:CVX | OTCQB:CTXXF





# DISCLAIMER

This presentation contains certain statements that may be deemed "forward-looking statements". All statements in this document, other than statements of historical fact, that address events or developments that CEMATRIX ("the Company") expects to occur, are forward looking statements. Forward looking statements are statements that are not historical facts and are generally, but not always, identified by the words "expects", "plans", "anticipates", "believes", "intends", "estimates", "projects", "potential" and similar expressions, or that events or conditions "will", "would", "may", "could" or "should" occur.

Although the Company believes the expectations expressed in such forward-looking statements are based on reasonable assumptions, such statements are not guarantees of future performance and actual results may differ materially from those in the forward- looking statements. Factors that could cause the actual results to differ materially from those in forward looking statements include, failure to successfully negotiate or subsequently close such transactions, inability to obtain required shareholder or regulatory approvals, uncertainty with respect to findings under exploration programs and general economic, market or business conditions. Investors are cautioned that any such statements are not guarantees of future performance and actual results or developments may differ materially from those projected in the forward-looking statements. Forward looking statements are based on the beliefs, estimates and opinions of the Company's management on the date the statements are made. Except as required by law the Company undertakes no obligation to update these forward-looking statements in the event that management's beliefs, estimates or opinions, or other factors, should change.

## CEMATRIX VIDEO

# CEMATRIX

**Cellular Concrete is one of the fastest growing  
construction materials markets in the world.**

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# CLARUS

## \$1.25 target price

Clarus Forecasts:

2022 revenues of \$35.4 million and EBITDA of \$5.9 million

2023 revenues of \$56.5 million and EBITDA of \$13 million

# INVESTORS

## M | PARTNERS

## \$0.80 target price

M | Partners Forecasts:

2022 revenues of \$33.1 million and adjusted EBITDA of \$2.1 million

2023 revenues of \$40 million and adjusted EBITDA of \$9.8 million

# CAP STRUCTURE (Sept 30<sup>th</sup>)



~12.2M  
CASH



20%  
INSIDER OWNERSHIP

- Exchanges & Tickers
- Corporate Headquarters
- Basic Shares Outstanding
- Fully Diluted Shares Outstanding
- Long Term Liabilities
- TSXV: CVX | OTCQB: CTXXF
- Calgary, Alberta
- 133.9M
- 175.6M
- \$4.3M





## KEY INVESTOR CONSIDERATIONS

- Infrastructure Construction Solutions across North America
- Massive infrastructure opportunities
- Lower in price/more environmentally friendly
- Multiple green benefits vs. legacy construction products
- Record 3<sup>rd</sup> quarter revenues of \$11.6M - \$20.7 M to end of 3<sup>rd</sup> quarter – expecting record sales for 2022
- \$12.2M in cash | \$83.6M backlog \* | ~ \$380M pipeline
- 20% insider ownership

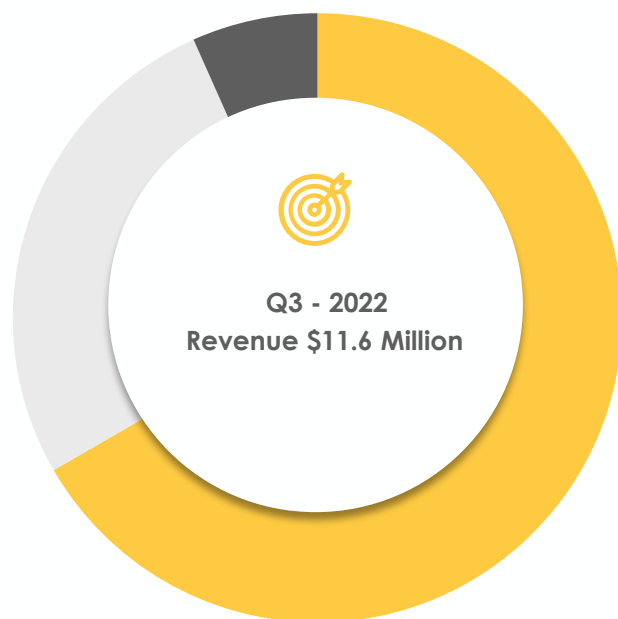


## STRATEGIC PARTNERSHIP WITH LAFARGE

World's largest cement company – Lafarge & CEMATRIX. Global provider of diversified construction materials

\* Contracts in Process are defined as projects where the related contract is in office for review or signature; or signed and returned to the client for their signature; or is in the post award project submission process; or is awarded by letter of intent; or is awarded by some other form of written communication

# FURTHER GROWTH



## CEMATRIX CORPORATION

CVX's bid pipeline is expected to grow further into 2023 as the U.S. pushes forward with its replacement infrastructure plan (US\$550B will be spent on roads, bridges and public transportation). Since August 2022, CVX announced \$26.7M in new contracts, bringing its backlog net of sales to the end of September to \$83.6M (\$34.7M contracted and \$48.9M contracts in process).

NEW CONTRACTS	CONTRACTS	CONTRACTS IN PROCESS
\$26.7M	\$34.7M	\$48.9M





## ACQUISITION TARGETS

Looking at opportunities in the infrastructure market that are \$5-\$20 million in sales; 15% plus EBITDA on sales; environmentally focused; complimentary to our business.

### Our focus is on:

1. Other cellular concrete companies
2. Increasing markets and sales in regions that will reduce the seasonality effect in our business
3. Companies with complimentary products in regions where we intend to expand into, e.g. a specialty grouting company
4. Companies that offer an environmentally friendly product applicable to our current infrastructure market that we could sell through our current sales force
5. A strong well established base business
6. Vertical integration opportunities



## REGIONAL EXPANSION

Focused on United States in regions we already sell into from Chicago & Bellingham;

Plan is to increase sales presence; build up sizeable market that we service from our current bases, build equipment to suit the market and establish an operational presence once a certain level of sales is achieved;

Regional expansion could be supported by an acquisition in the regions being pursued.



- ✓ Accretive
- ✓ Operational Excellence
- ✓ Technical Expertise
- ✓ Geographic Diversification
- ✓ Regional Growth Opportunity
- ✓ Scalability
- ✓ Synergies

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# PROPRIETARY TECHNOLOGY

Nothing compares to CEMATRIX cellular concrete

- ✓ Advanced material mix design - optimizes strengths, densities and other characteristics
- ✓ Advanced foaming agents and additives - higher strengths at lower densities than the competition
- ✓ Advanced processing equipment - capable of producing up to 250 cubic metres of CC per hour
- ✓ Advanced tunnel grout processing equipment – only company in North America with Dry mix units and support equipment designed specifically for the heavy tunnel grouting industry;

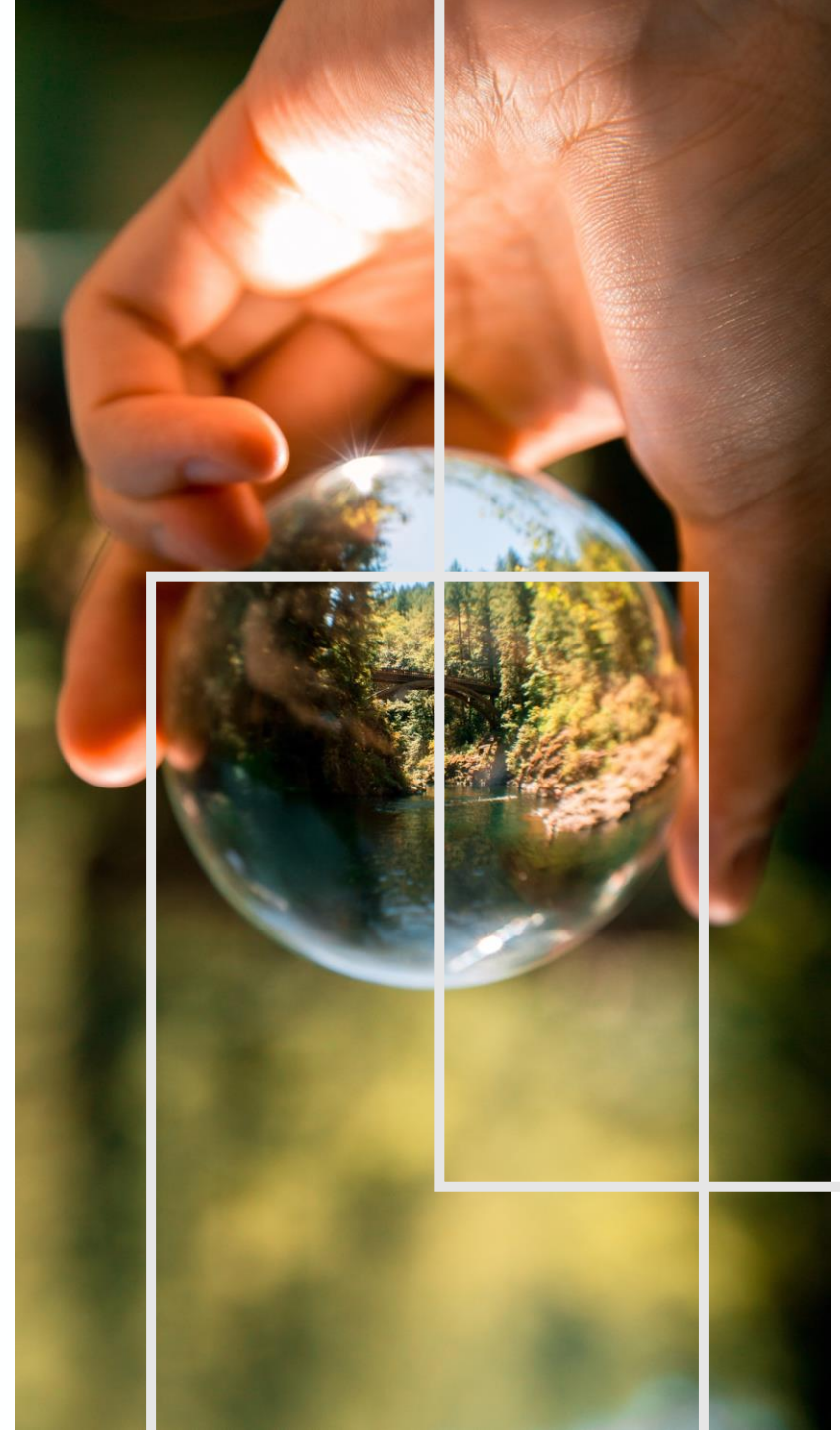
Engaged in ongoing R&D of material mixes, foaming agents, additives, processes and applications including:

1. Proving out CC as the best floating base material for infrastructure that crosses over weak and unstable soils for Canada Highways through a collaboration with the University of Waterloo, City of Waterloo, and the NRC;
2. Sequestering CO<sub>2</sub> in CC to make stronger more environmentally friendly products;
3. Joint development of materials to reduce the cement content in CC;
4. Evaluation of other environmentally friendly construction materials to market along side CC, etc.





# ENVIRONMENT



# OUR FOCUS IS ON SUSTAINABILITY

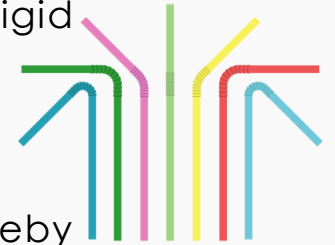
CEMATRIX is focused on supplying products that are more environmentally friendly than alternative construction materials. The company is actively pursuing acquisitions that will expedite CEMATRIX's goal of reducing its carbon footprint excluding cement to zero by 2030



# GREENER & MORE SUSTAINABLE

MORE ENVIRONMENTALLY FRIENDLY for numerous infrastructure applications. In many cases cellular concrete can replace single use plastics like expanded polystyrene (EPS) blocks and rigid insulations that don't breakdown in landfills

- ✓ 1 EPS Block = 32,500 plastic straws, by weight
- ✓ ENERGY EFFICIENCY as an insulator, thereby reducing heat loss
- ✓ REDUCED GREENHOUSE GAS EMISSIONS through significantly reduced on site construction traffic
- ✓ LONGER LIFE promotes infrastructure efficiency, saving significant time and energy
- ✓ FUTURE USE CO2 IN PROCESS once CO2 is available commercially it can be used to produce an even more environmentally-friendly cellular concrete







# OUR FOOTPRINT

## TAKING THE LEAD IN OUR FIELD ON THE ENVIRONMENT

- In 2022 CEMATRIX engaged an Environmental Professional to calculate our Environmental Footprint
- CEMATRIX's Scope 1 and 2 footprint is very low
- Scope 3 is high due to the cement content of our products, but in some cases still lower than the installed carbon footprint of some legacy products
- CEMATRIX has offset its Scope 1,2 and 3, excluding cement for 2022 and will continue to do so in perpetuity
- CEMATRIX's alliance partner Lafarge is committed to be net zero by 2035, but already well on its way. Our other cement suppliers are fully committed to net zero as well;
- CEMATRIX already uses alternative eco friendly materials like flyash and slag to reduce cement usage and as a result its carbon footprint as well. The pursuit and testing of other eco friendly material replacements for cement is also a top priority.

# CASE STUDY

# ENVIRONMENTAL AND COST SAVINGS

SUMMARY OF SAVINGS ON DIXIE ROAD PROJECT (TORONTO) VERSUS TRADITIONAL CONSTRUCTION

SHEET PILING, DEEP EXCAVATION, AND GRANULAR BACKFILL AND COMPACTION IS COMPLETELY ELIMINATED



40%

LESS  
COST



25%

LESS  
EMISSIONS



70%

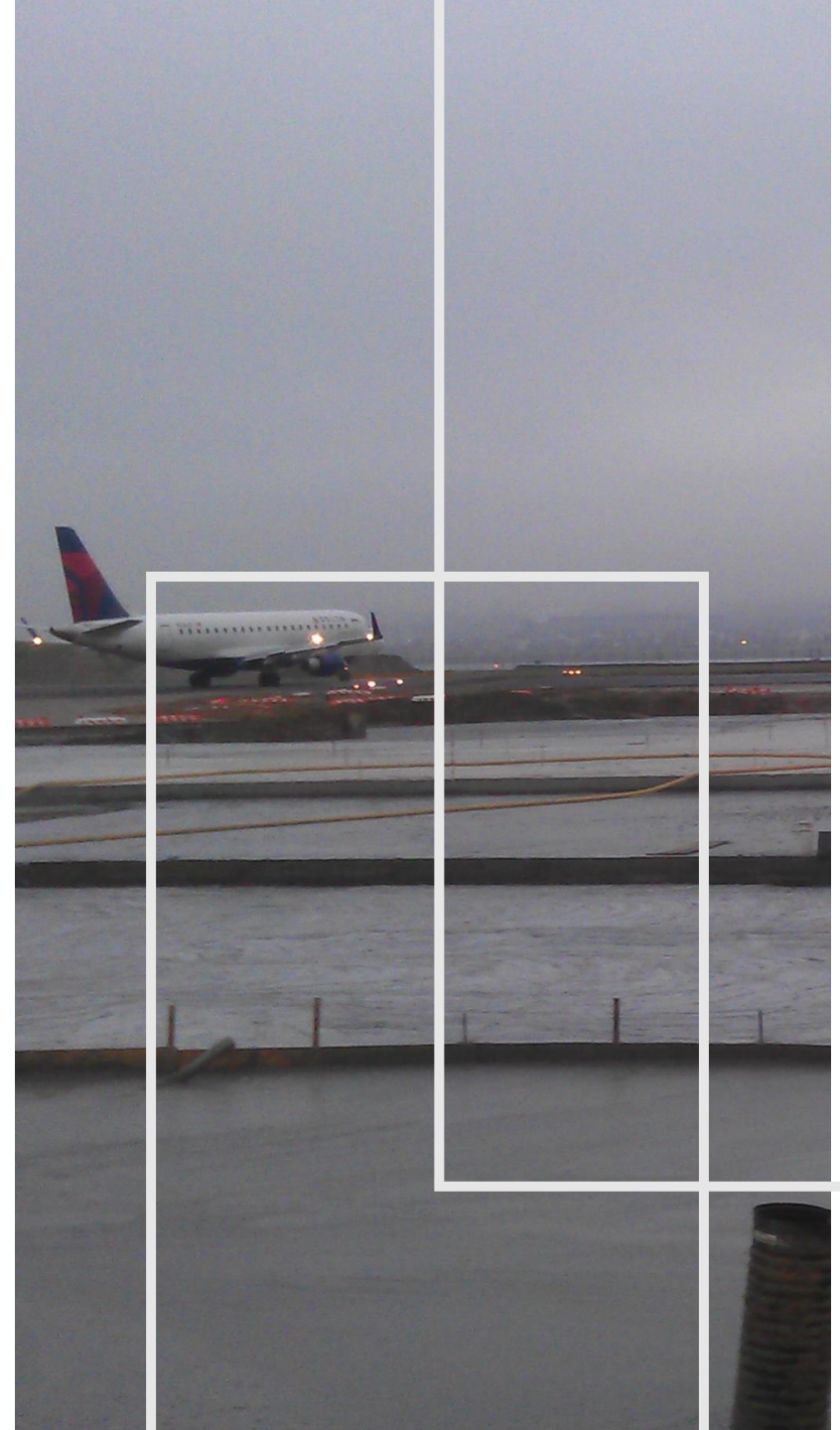
LESS  
EXCAVATION



75%

LESS  
TRUCKS

COMPANY





# OUR TEAM



**Jeff Kendrick, CA**  
President, CEO, Director

Over 20 years senior management experience with building/construction companies



**Randy Boomhour, CPA, CMA**  
Chief Financial Officer

Over 25 years of financial management and leadership experience



**Pat Stephens**  
President, Pacific International Grout



**Jordan Wolfe**  
President, MixOnSite



# OUR BOARD

## **Benson, Robert L., P. Eng.**

Retired, but formerly senior business engineer with companies like Montreal Engineering

## **Bjornson, Steve, C.A.**

Financial Consultant with Carrera Investments, former C.F.O. of Vermilion Resources

## **Breen, Rick**

Corporate lawyer with Miller Thomson LLP

## **Cuglietta, Anna**

A senior hr resources professional with strong business acumen and proven expertise in performance management and leadership coaching

## **Kim, John**

Mr. Kim is a Toronto based businessman and advisor to several early-stage technology companies, particularly in the areas of strategy and finance

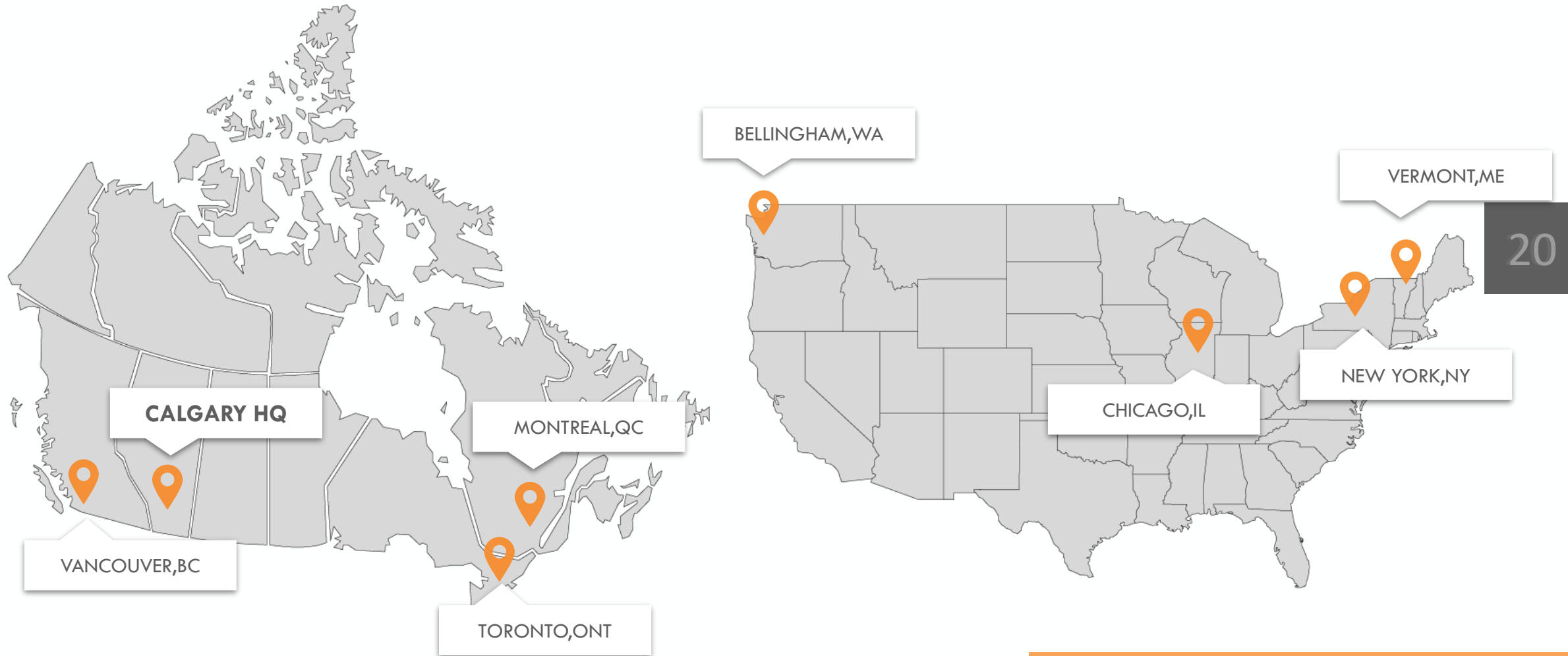
## **Kendrick, Jeff, C.A.**

President and C.E.O., former C.F.O. of Jager Industries

## **Lalani, Minaz H.**

Founder and Managing Principal of Lalani Consulting Group, an actuarial and risk management consulting firm since February 1, 2010. Prior thereto, Principal and consulting actuary at Towers Perrin (now Towers Watson), a global professional services firm specializing in human resources, risk and financial management from 1981 to 2010

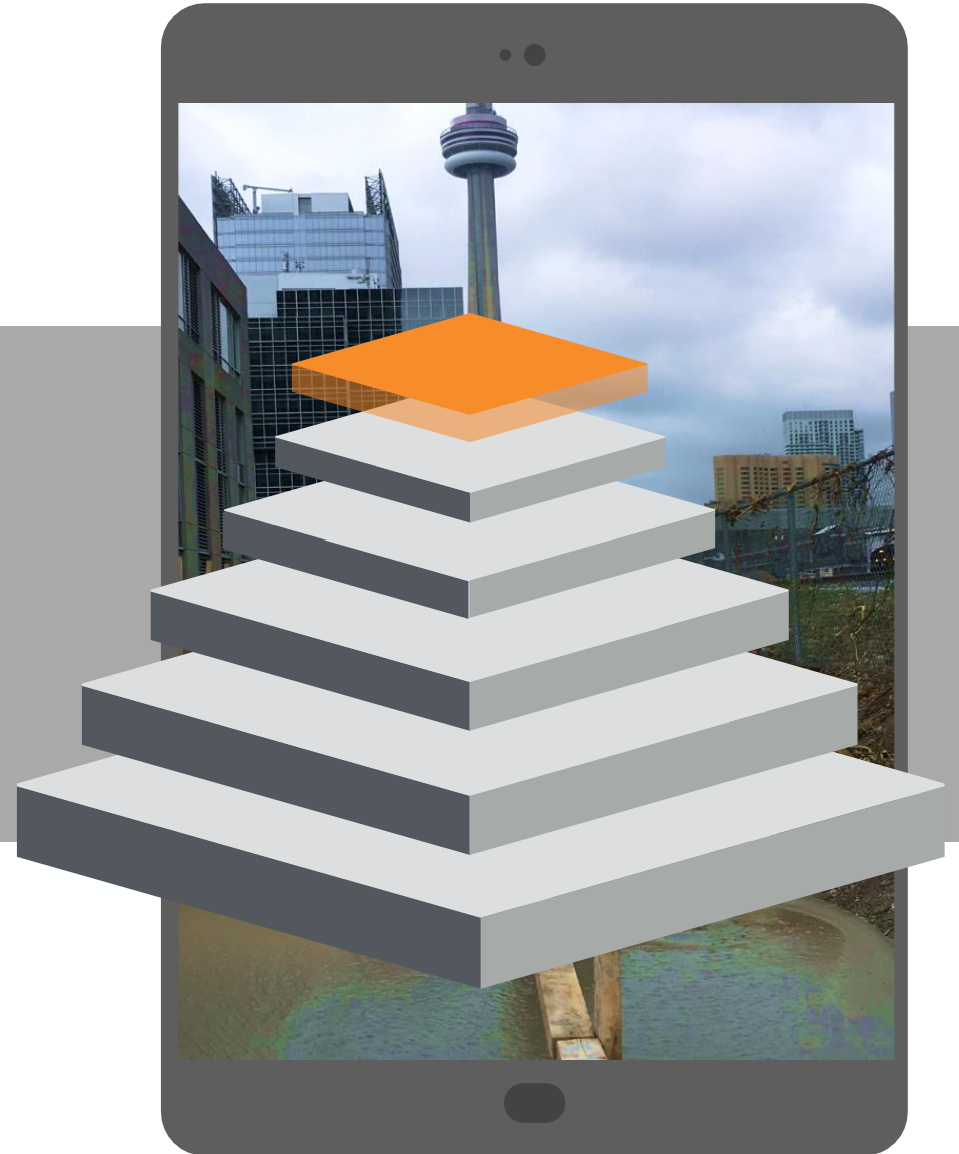
# NORTH AMERICAN OFFICES & STORAGE LOCATIONS





# GROWTH STRATEGY

- Lobbying / educating the engineering & construction industry about the benefits & advantages of CC
- Acquiring other/more environmentally friendly product lines
- Focused on North American expansion, acquisitions and licensing / franchise opportunities in near future
- Strategic alliances
- Successful execution of projects – referrals & reputation



# GLAVEL STRATEGIC INVESTMENT

## GREEN CONSTRUCTION MATERIAL MADE FROM RECYCLED GLASS

- ✓ \$4 million US Commitment to Glavel over approximately one year for a 40% plus stake. Opportunity to add additional ownership in the future. Glavel is a foam glass aggregate producer based in Vermont.
- ✓ Foamed glass is made almost entirely from recycled glass, processed in electric kilns with almost 100% clean energy.
- ✓ Foamed glass is helping CEMATRIX move towards a more environmentally friendly construction world.
- ✓ Foamed glass has a wide range of applications and complements the cellular concrete market due to its lightweight and insulating properties.
- ✓ Foamed glass is used where cellular concrete is not applicable or doesn't fit the required solution.
- ✓ Foamed glass is accepted, proven and selling dramatically in the U.S. market. CEMATRIX sales and technical teams will further accelerate Glavel's product and business growth.





# WHO ARE OUR CUSTOMERS

✓ Engineering Companies | ✓ Commercial Contractors | ✓ Public-Private Partnerships (P3)

Kiewit, Stantec (TSX: STN), Jacobs Engineering (NYSE: J), Chicago Bridge and Iron, SAK, McNally (XNSE: MBECL), Barnard, KBR (NYSE: KBR), Turner Construction, Whiting-Turner Contracting, Lafarge (SWX: LHN), Dufferin, Walsh, Shea, Skanska (STO: SKA-B), Michaels (NASDAQ: MIK), and SK Engineering and Construction



**FLUOR**

**AECON**

**AECOM**



**Turner**

**WALSH**

**BANTREL**

**BINNIE**



**SNC-LAVALIN**



# STRATEGIC PARTNERSHIP

✓ Lafarge is part of Lafarge-Holcim, the leading global building materials and solutions company

✓ Lafarge confirms that CEMATRIX is becoming one of their leading North American customers

✓ Raw material cost reduction to CEMATRIX

✓ Lafarge refers projects and is committed to help identify new projects

Lafarge Commitment to Net Zero CO2 Emissions by 2050

Through introduction of Limestone based cements, Burnaby and Exshaw plants produce the greenest cements in North America



# APPLICATIONS



# TUNNEL GROUTING



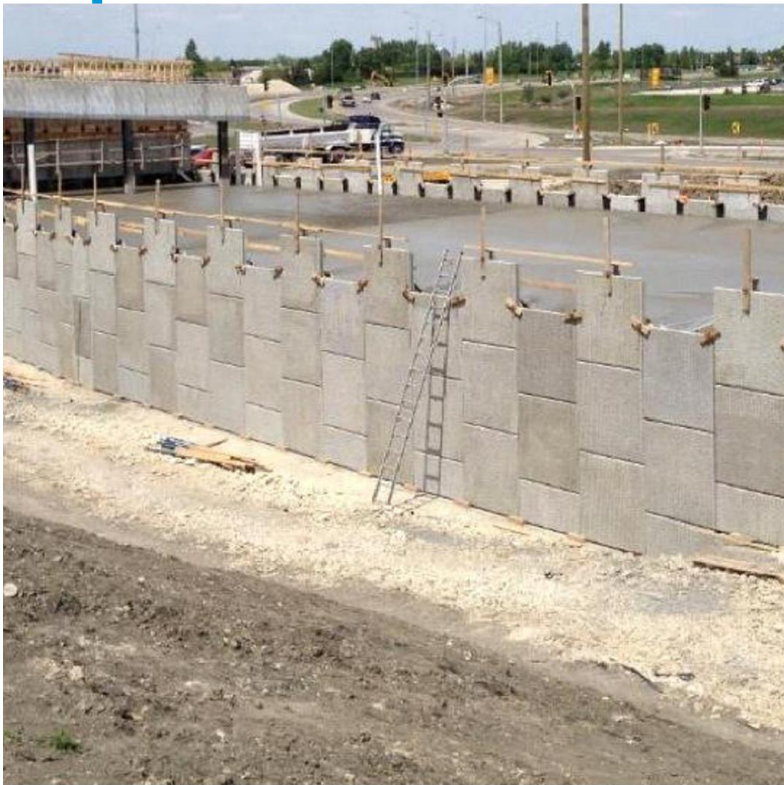
## Fill Void between Outer Tunnel Wall and Carrier Pipe

As a result of its high strength to weight ratio and high flowability characteristics its an ideal material for this critical application and we are known as the North American experts in this field.

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# LIGHTWEIGHT BACKFILL



## Engineered Backfill

CEMATRIX supplies and installs an engineered cellular concrete with a cast densities as low as 400 kg/m<sup>3</sup> for the backfill of overpasses, bridge abutments, retaining walls and MSE Panels.

# HIGHWAY/RUNWAY



## Critical Infrastructure Subbase

CEMATRIX Cellular Concrete used as a floating, insulating, structural subbase over weak, unstable, frost prone and/or seismic prone soils.

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# ABANDONMENTS & ANNULAR FILLS



## Protecting the Environment and/or Installed Replacement Pipe

Cellular Concrete is the best known material for filling voids, abandonments and annular fills to prevent environmental spills or pipe collapse due to its high flowing characteristics.



# INSULATION/FLOWABLES



## Protecting Infrastructure From Temperature Extremes

Cellular Concrete is used to insulate under industrial or commercial facilities, highways, runways, etc. and as an insulating flowable fill to protect shallow buried utilities

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# ROOF DECKS/FLOOR SUBBASES



## Providing Green Roofs and Floors

Glavel Foamed Glass used for insulating roofs and floors to meet Green Building requirements in US Northeast



An aerial photograph of a construction site. In the top left, there are several yellow storage bins and some equipment. In the center, a large concrete pump truck with a long articulated arm is parked on a dirt surface. To the right of the pump truck, there's a white pickup truck and some construction materials. In the bottom left, there are large white storage silos or tanks. The background shows more construction equipment and materials scattered across the site.

**“CELLULAR CONCRETE IS ONE OF THE FASTEST GROWING CONSTRUCTION MATERIALS MARKETS IN THE WORLD. SIGNIFICANT GROWTH OPPORTUNITIES IN THE LUCRATIVE INFRASTRUCTURE AND INFRASTRUCTURE REPLACEMENT MARKETS”**

**CEO JEFF KENDRICK**

2022



# THANK YOU!

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## INVESTOR RELATIONS

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