



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

Infrastructure Construction Solutions Across North America

**TSX:CEMX | OTCQB:CTXXF**  
**CEMATRIX.COM**

# 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.

# About CEMATRIX

CEMATRIX manufactures and supplies technologically advanced cellular concrete products developed from proprietary formulations across North America.

Unique cement-based material with superior thermal protection delivers cost-effective, innovative solutions to a broad range of problems facing the infrastructure, industrial, energy and commercial markets.

Key partnerships with the largest cement suppliers and proprietary high-volume equipment put CEMATRIX is front of its competition.

CEMATRIX is a true leader in North America's growing Cellular Concrete market



# 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.



# 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.



# Abandonments & Annular Fills

Protecting Infrastructure From Temperature Extremes

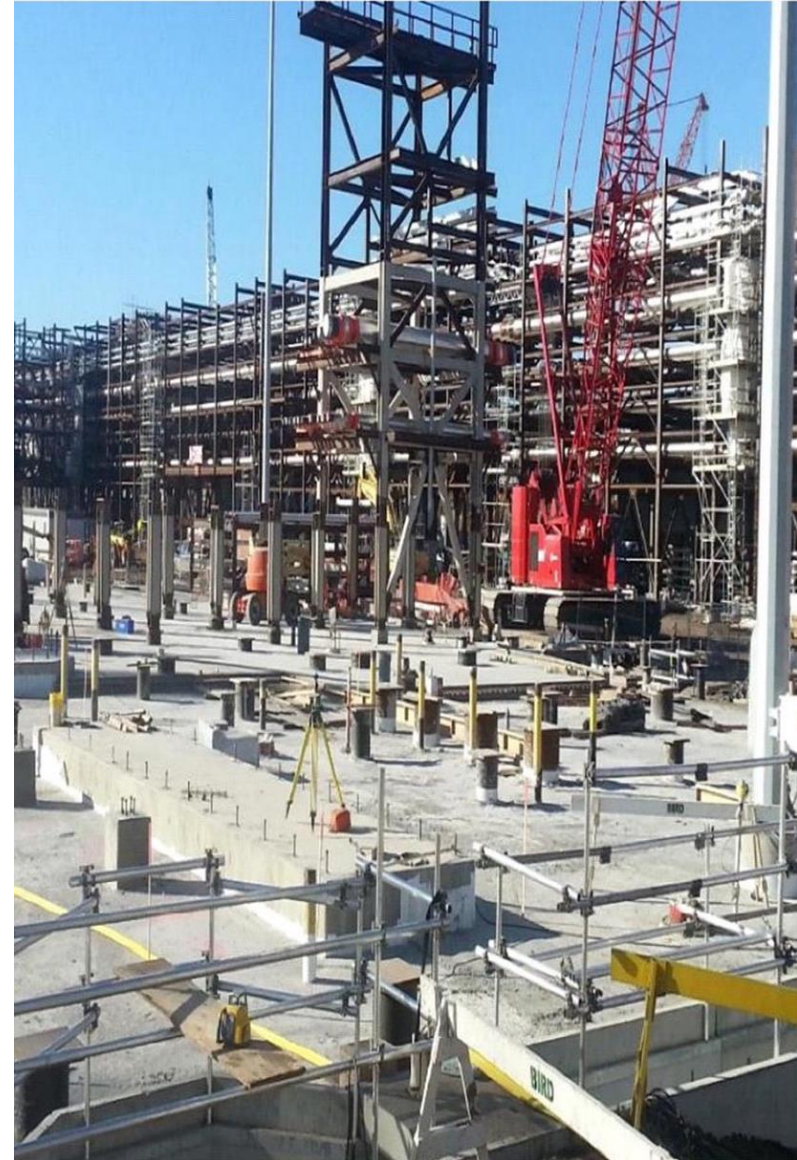
Cellular Concrete is used to insulate under industrial or commercial facilities, highways, runways, etc. and as an insulating flowable fill to protect shallow buried utilities.



# 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.





# Case Study

# Environmental and Cost Savings

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



**40%**

Less Cost



**25%**

Less Emissions



**70%**

Less Excavation



**75%**

Less Trucks

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



## KEY INVESTOR CONSIDERATIONS

- Recent uplist to the TSX
- Completed Listed Issuer Financing Exemption (LIFE Financing) to prepare for 2025 M&A plans and to strengthen our shareholder base
- Strong seasonal sales, profits and cashflow continue
- >\$84.1M backlog, >\$450M pipeline
- Strong, but lumpy growth in the foreseeable future
- Early-stage market and project delays causing lumpiness in 2024
- Mammoth infrastructure opportunities across North America
- The infrastructure market is essentially recession proof

# Record Momentum



Backlog - **\$84.1 million** as of last contracts release on July 10, 2024

CEMX's bid pipeline of ~\$450 million is expected to grow throughout 2024 as the U.S. pushes forward with its replacement infrastructure plan (US\$550B will be spent on roads, bridges and public transportation).

NEW  
CONTRACTS

**\$35.8M**

CONTRACTS

**\$65.9M**

CONTRACTS IN  
PROCESS

**\$18.2M**



# Q2 & YTD Financial Highlights



## Revenue

\$6.4M in Q2 vs \$6.2M in 2023 – 3% increase  
\$14.9M YTD vs \$13.4M in 2023 – 11% increase



## Adjusted EBITDA

-\$0.5M in Q2 vs -\$0.4M in 2023 – 25% decrease  
\$0.5M YTD -\$1.1M in 2023 – 145% increase



## Gross margins

\$1.1M (17%) in Q2 vs \$1.1M (18%) in 2023 – similar  
\$3.6M (24%) YTD vs \$1.9M (14%) in 2023 – 89% increase



## Cashflow from operations\*

-\$0.5M in Q2 vs -\$0.5M in 2023 – similar  
\$0.4M YTD vs -\$1.2M in 2023 – 133% improvement

\*Cashflow from operations before non-cash working capital changes



## Operating income (loss)

-\$1.1M in Q2 vs -\$1.0M in 2023 – 10% decrease  
-\$0.8M YTD vs -\$2.1M in 2023 – 62% improvement



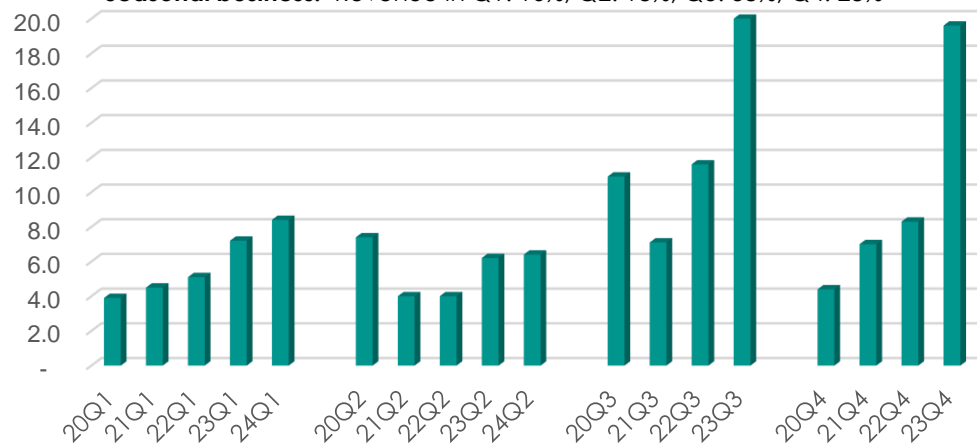
## Cash

On hand as of June 30<sup>th</sup> is \$5.5M  
LIFE Financing net proceeds (July 2024) \$6.0M

# Financial Trends

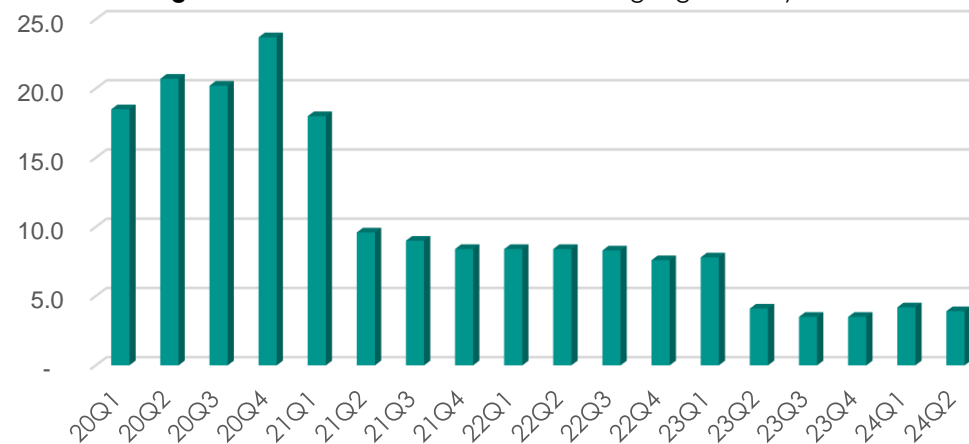
## Revenue by Quarter

**Seasonal business:** Revenue in Q1: 16%, Q2: 18%, Q3: 38%, Q4: 28%



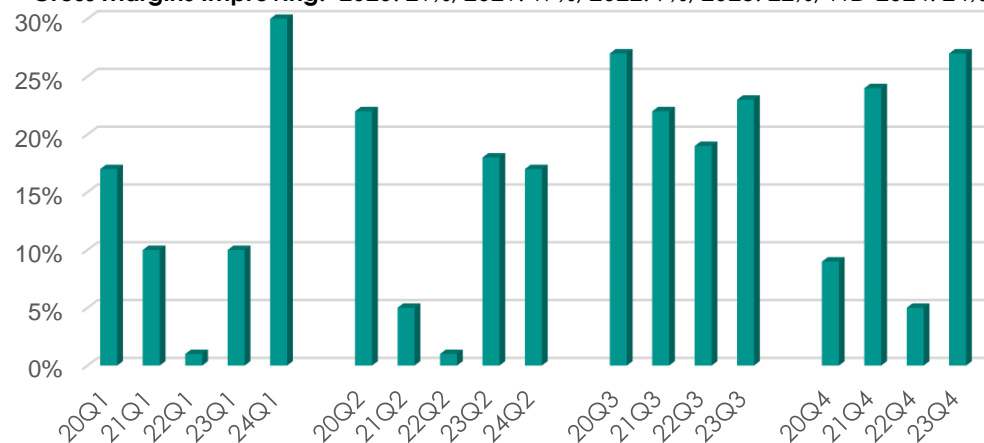
## All Borrowings by Quarter

**Strong balance sheet:** Revenue All borrowings significantly reduced



## Gross Margin % by Quarter

**Gross Margins Improving:** 2020: 21%, 2021: 17%, 2022: 9%, 2023: 22%, YTD 2024: 24%



## LIFE Financing – July 2024

**Rationale:** To bring in additional quality institutional investors

### Flow of funds

Price (CAD \$)	\$0.45
Deal size (Units)	14,667,000
<b>Gross proceeds</b>	<b>\$ 6,600,150</b>
Fees & expenses	\$ 593,279
<b>Net proceeds</b>	<b>\$ 6,006,871</b>

### Dilution calculation

Common shares outstanding	135,759,486
LIFE financing	14,667,000
<b>Dilution %</b>	<b>11%</b>
LIFE total warrants	8,213,520
<b>Total dilution %</b>	<b>17%</b>

# CAP Structure



**14%**

Insider Ownership



**\$5.5M + \$6.0M**

Q2 Cash + LIFE



**159M**

Fully Diluted

Exchanges & Tickers

TSX: CEMX | OTCQB: CTXXF

Corporate Headquarters

Calgary, Alberta

Basic Shares Outstanding

135.8M

Fully Diluted Shares Outstanding

150.4M

Long-Term Debt

\$1.0M



VENTURE  
**50**  
2024

OTC Markets

# Business Strategy

## 1. Execute, and Deliver Profits, Cashflow and EBITDA

- ✓ to drive share price appreciation by generating ongoing revenue and profit growth

## 2. Continue Strong Organic Growth

- ✓ through lobbying/educating the engineers, owners & construction industry
- ✓ through regional expansion of North American markets

## 3. Develop

- ✓ strategic alliances with large P3 and repeat customers and suppliers

## 4. Identify

- ✓ and consider opportunities for future acquisitions

50+

FT Employees

Largest cellular  
concrete supplier in North America



# Our Competitive Edge

**Credibility & Reputation** – More than 40 years of delivering quality projects on time and on budget.

**Unique Expertise** – Specialized tunnel grouting equipment and processes as well as underwater pouring capabilities.

**Technology** – Proprietary product mix designs, foaming agents, admixtures and high-volume processing equipment.

**Continental Presence** - Multiple complicated projects successfully completed throughout North America.

**Greener or More Sustainable** - Generally more environmentally friendly than the legacy products we replace.





# Capacity For Growth

- We have over \$200 million USD in seasonally adjusted production capacity;
- As an example, the \$16 USD million North Carolina backfill project could be done using one crew and one high volume dry mix processor in one year;
- We have 11 dry mix processors and 8 wet mix processors;
- In 2023 we had significant growth in sales and yet only hired one to two seasonal employees to accomplish that;
- How – we have well cross trained staff that were underutilized and worked lots of overtime in addition we use skilled General Contractor Labour when possible.

# Offices & Storage Locations

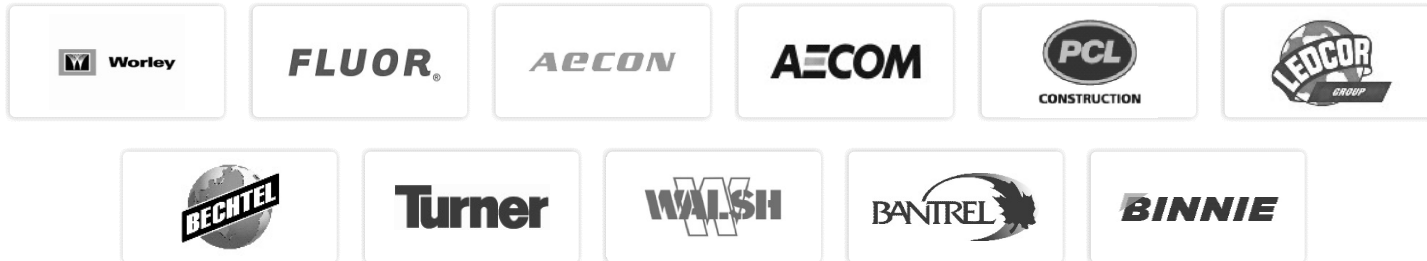




# Our Customers

✓ 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, HOLCIM, Dufferin, Walsh, Shea, Skanska (STO: SKA-B), Michaels (NASDAQ: MIK), and SK Engineering and Construction



# STRATEGIC ALLIANCES



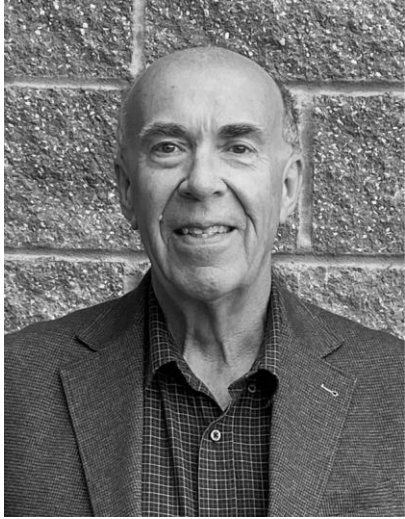
DEVELOPING  
Partnerships



A COLAS COMPANY



# Meet Our Team



Jeff Kendrick, CA  
President, CEO, Director



Randy Boomhour, CPA, CMA  
Chief Operating Officer



Jordan Wolfe  
President, MixOnSite



Marie-Josée Cantin, CPA, CGA, CFP  
Chief Financial Officer

# Meet Our Board of Directors

## **Cuglietta, Anna**

Senior HR resources professional with strong business acumen and proven expertise in performance management and leadership coaching

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

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

## **Breen, Rick**

Corporate lawyer with Miller Thomson LLP

## **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

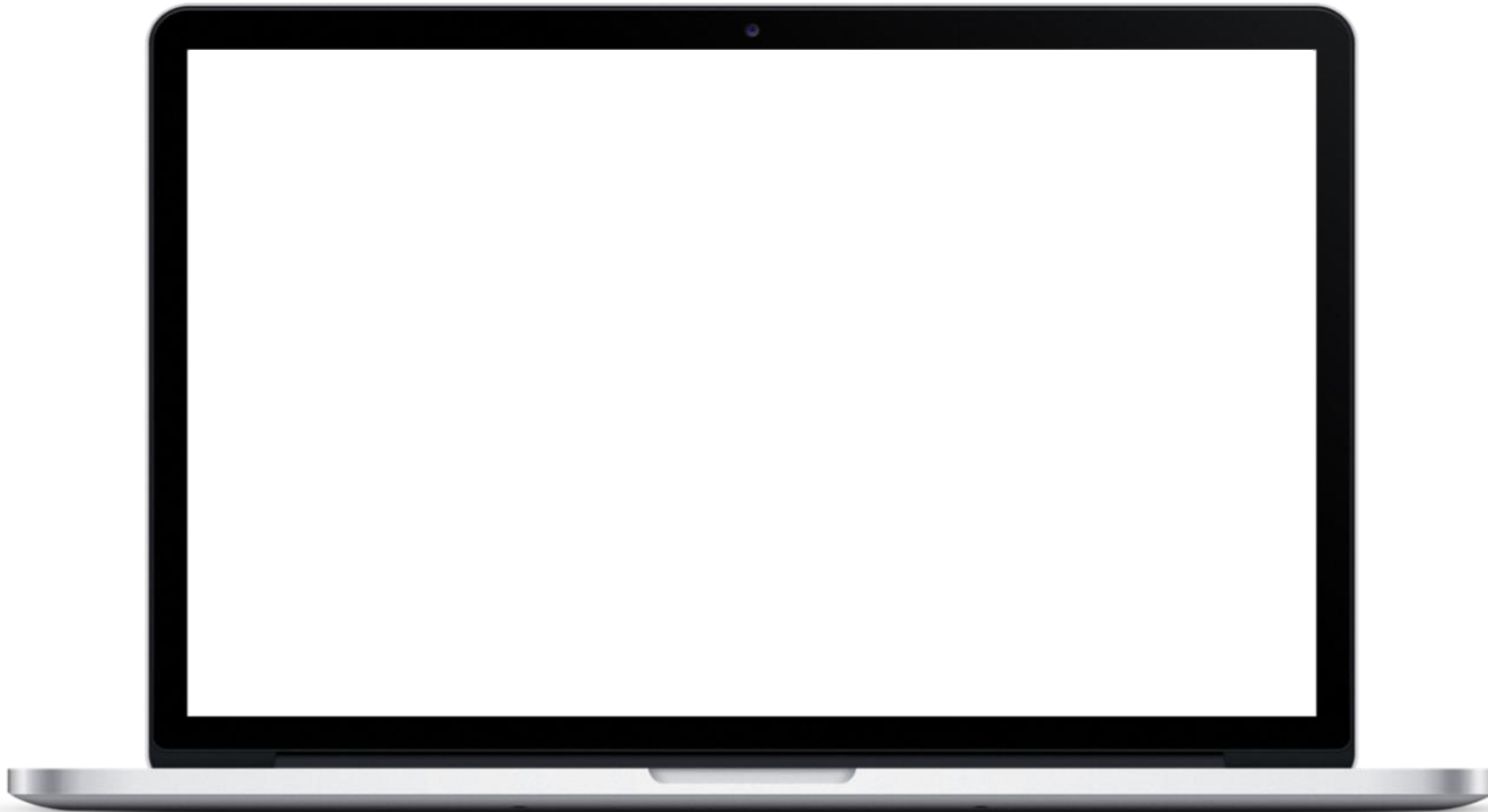
## **Lalani, Minaz H.**

Founder and Managing Principal of Lalani Consulting Group, an actuarial and risk management consulting firm since February 1, 2010

“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*

# CEMATRIX Video







# Contact Us For Information



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INVESTOR

# RELATIONS



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Thank You



**CEMATRIX**<sup>™</sup>