



Q3 2026 Earnings Call
April 28, 2026

TSX-V: TMG | OTCQB: TMGEF

Disclaimer

This presentation may contain forward-looking statements within the meaning of applicable securities laws, including statements regarding the plans, intentions, beliefs and current expectations of Thermal Energy International Inc. (the "Company" or "Thermal Energy") with respect to future business activities and operating performance. These forward-looking statements include, among others, statements with respect to our objectives, goals and strategies to achieve those objectives and goals, as well as statements with respect to our beliefs, plans, objectives, expectations, anticipations, estimates and intentions. The words "may", "will", "could", "should", "would", "suspect", "outlook", "believe", "plan", "anticipate", "estimate", "expect", "intend", "forecast", "objective" and "continue" (or the negative thereof), and words and expressions of similar import, are intended to identify forward-looking statements. Any such statements are subject to risks and uncertainties that could cause actual results to differ materially from those projected in these forward-looking statements.

Although the Company has attempted to identify important risks, uncertainties and factors which could cause actual results to differ materially, there may be others that cause results not to be as anticipated, estimated or intended and such changes could be material. For a detailed discussion of such risks and uncertainties, please see the risk factors outlined in our management's discussion and analysis available under the Company's profile on SEDAR+ at www.sedarplus.ca. The Company does not intend, and does not assume any obligation, to update the forward-looking statements.

The term "Adjusted EBITDA" as used in this presentation is not a recognized measure under IFRS, does not have a standardized meaning prescribed by IFRS and is therefore unlikely to be comparable to similar measures presented by other companies. This measure is provided as additional information to complement IFRS measures by providing further understanding of the Company's results of operations from management's perspective and should not be considered in isolation nor as a substitute for analysis of our financial information reported under IFRS. Please refer to our management's discussion and analysis for the applicable period for a reconciliation of Adjusted EBITDA to Net income (loss), the closest IFRS measure.

Overview

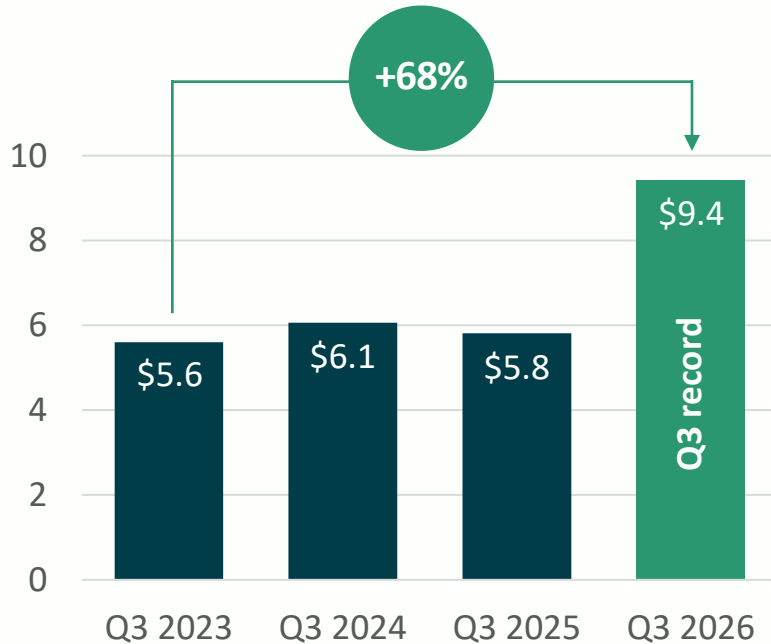
1. Record Q3 revenue of \$9.4M
(record TTM¹ revenue of \$33.3M)
2. Significant increases in adjusted EBITDA² and net income for the quarter and TTM
3. Strong balance sheet; virtually no debt
4. Record TTM order intake of \$31.3M



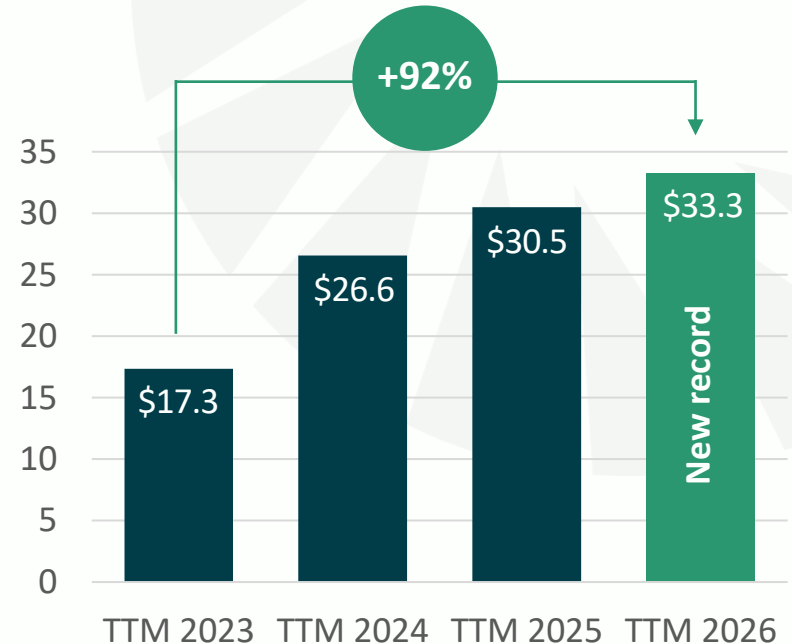
¹Trailing twelve months ended February 28, 2026. ²Adjusted BITDA is a non-IFRS financial measure that represents earnings before interest, taxation, depreciation, amortization, and share-based compensation expense.

Revenue (\$ millions)

3 months ended February 28

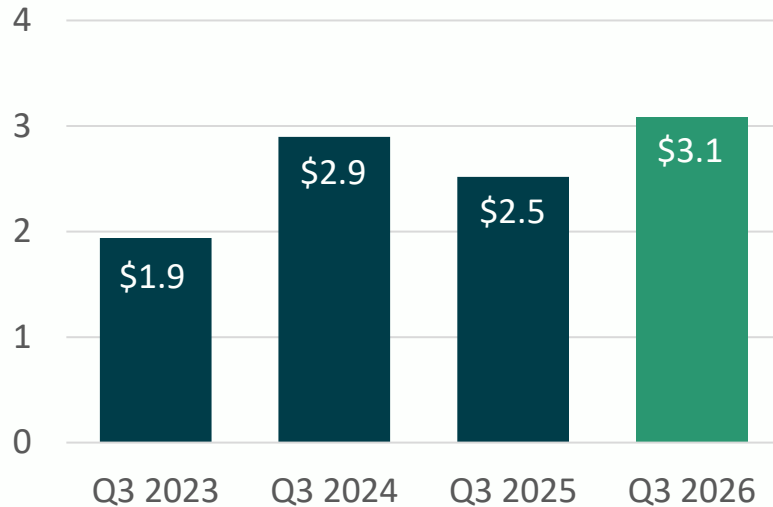


Trailing 12 months ended February 28



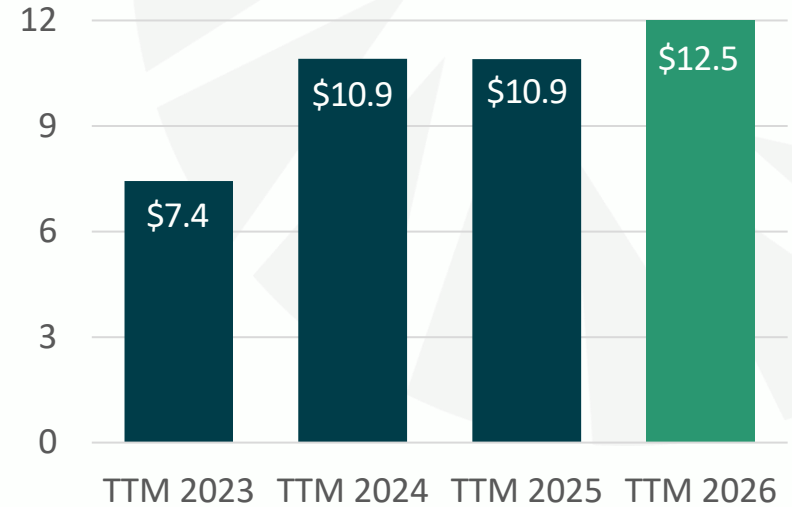
Operating expenses (\$ millions)

3 months ended February 28



Q3 YoY variance mainly driven by \$402K increase in foreign exchange loss

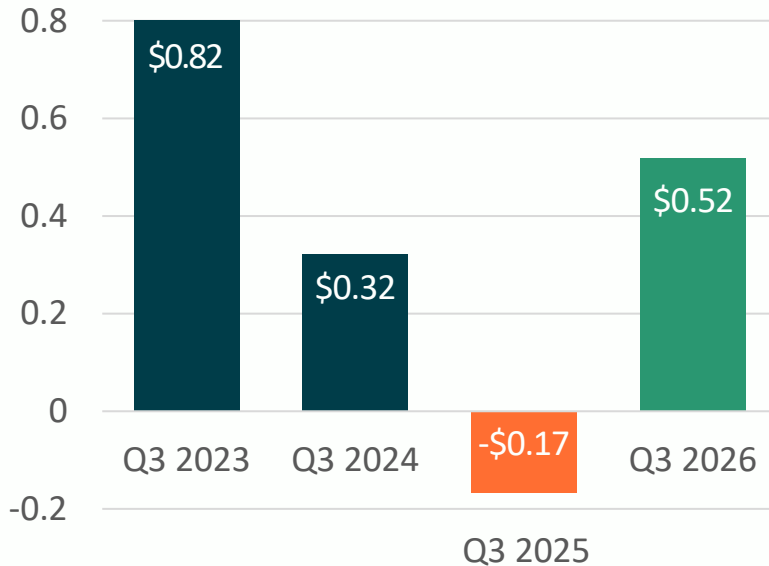
Trailing 12 months ended February 28



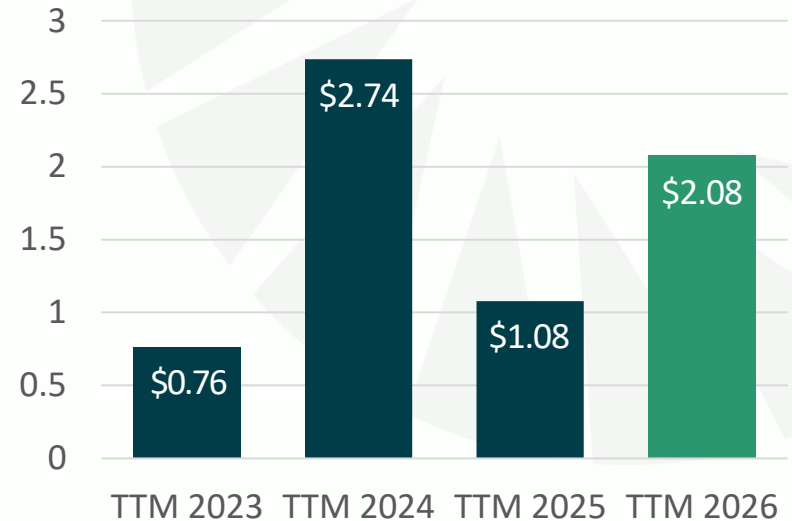
\$538K of the TTM increase was attributable to a decrease in foreign exchange gains

Adjusted EBITDA¹ (\$ millions)

3 months ended February 28



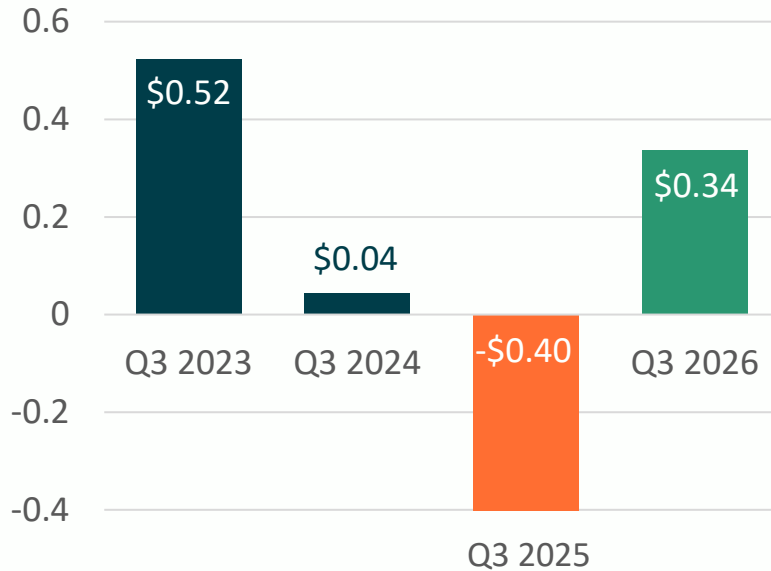
Trailing 12 months ended February 28



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Net income/loss (\$ millions)

3 months ended February 28

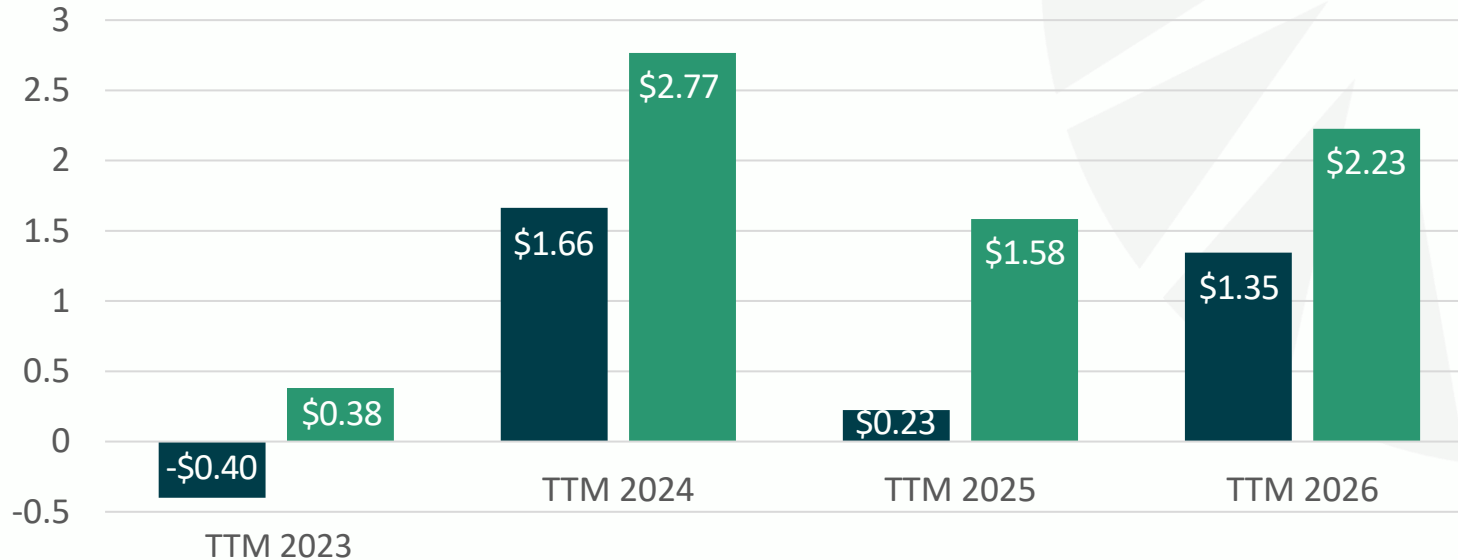


Trailing 12 months ended February 28



Net income vs operating cashflow (\$ millions)

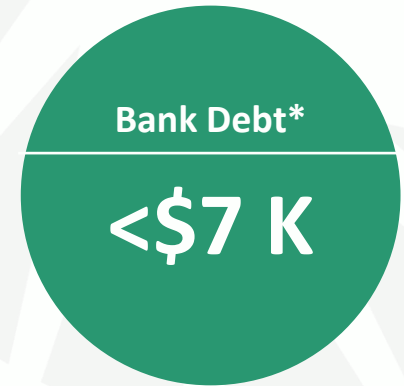
Trailing 12 months ended February 28



Net income
 Operating cashflow before changes in working capital items

Strong balance sheet

As at February 28, 2026



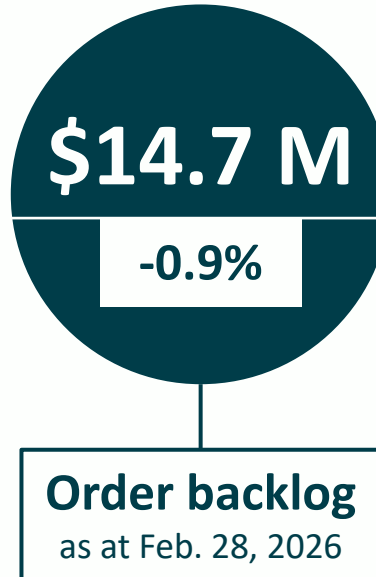
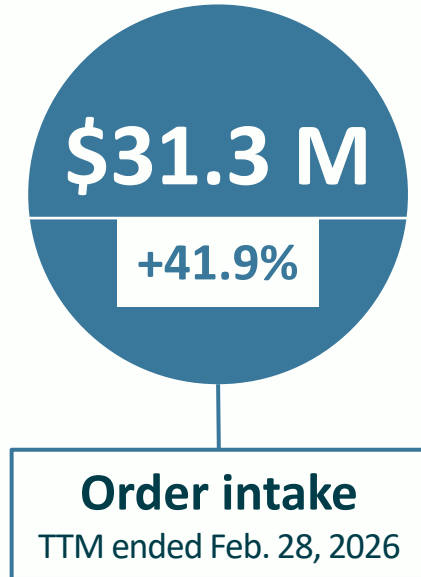
* Repaid **>\$3.9 million** in long-term bank debt since May 2022, including **~\$1.4 million** in the TTM ending February 28, 2026.

Key repeat business received in Q3

- **\$3.2M** turnkey heat recovery order from multinational frozen food company (Dec. 15, 2025)
- **\$1.5M** turnkey HeatSponge order from multinational building materials company (Dec. 17, 2025)
- **\$1M** turnkey HeatSponge order from global nutrition company (Feb. 18, 2026)



Strong order intake



We've been executing our backlog faster; more efficiently converting orders to revenue

Summary

- Record Q3 and TTM revenue
- Significant increases in adjusted EBITDA and net income for the quarter and TTM
- Strong balance sheet and virtually no bank debt
- Record TTM order intake of \$31.3M





Analyst Q&A

If you are a sell-side analyst and are accessing the call directly via MS Teams, you can use the **Raise Your Hand** feature if you have a question.