

Pure Technologies Ltd.  
2016 First Quarter Conference Call



# Forward-Looking Statements

This presentation, along with its commentary, contains forward-looking statements, including, without limitation, statements containing the words "should", "believe", "anticipate", "may", "plan", "will", "continue", "intend", "expect", "estimate" and other similar expressions. These statements constitute "forward-looking information" within the meaning of applicable Canadian securities laws. These statements are based on the Company's current expectations, estimates, forecasts and assumptions. Forward-looking statements are not guarantees of future performance and are subject to risks, uncertainties and other important factors that could cause the Company's actual performance to be materially different from that projected. Examples of these statements would include those relating to the benefits expected to be realized from acquisitions, where the Company forecasts the timing of new and existing projects, the impacts of its Growth and Cost Optimization plan, the success of the Company's new technologies and entering new markets, the Company's ability to generate future cash flows and the timing and amount of future dividend payments. The assumptions, risks and uncertainties that could cause actual results to differ materially from the forward-looking information, include, but are not limited to, the Company's ability to successfully integrate the Wachs Water business into its existing operations, market changes, the Company's ability to deliver services in a timely and cost effective manner, technological change, changes in general economic conditions and other risks detailed from time to time in our ongoing filings with the Canadian securities regulatory authorities, including those in the Company's Annual Information Form, which filings can be found at [www.sedar.com](http://www.sedar.com). Given these assumptions, risks and uncertainties, readers are cautioned not to place undue reliance on such forward-looking statements. Unless otherwise required by applicable securities laws, the Company undertakes no obligation to publicly update or revise any forward-looking statements either as a result of new information, future events or otherwise. Unless otherwise stated, all dollar amounts are expressed as CAD\$.

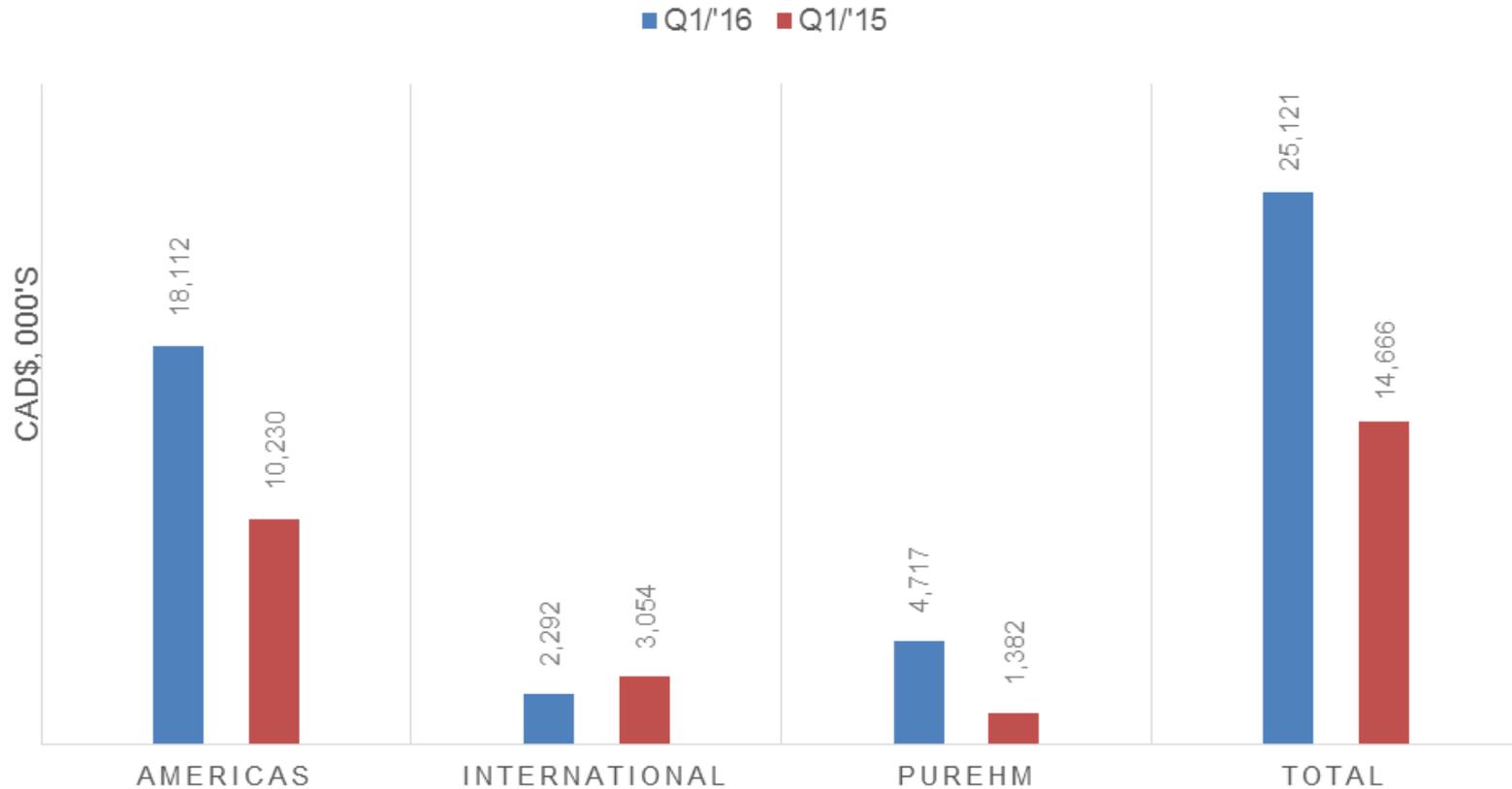
# Financial Performance Overview

<b>For the three-months ended Mar. 31 (000's)</b>	<b>2016</b>	<b>2015</b>	<b>Change \$</b>	<b>% Change</b>
<b>Revenue</b>	25,121	14,666	10,455	71
<b>Gross margin</b>	18,872	10,708	8,164	76
<b>Gross margin (%)</b>	75	73		
<b>Adjusted EBITDA<sup>1</sup></b>	1,108	(2,085)	3,193	153
<b>Adjusted EBITDA<sup>1</sup> (%)</b>	4	(14)		
<b>Cash flow from operations before working capital changes<sup>1</sup></b>	1,119	(1,302)	2,421	186
<b>Adjusted loss for the period<sup>1</sup></b>	(1,488)	(3,896)	2,408	62
<b>Trailing 12-month revenue<sup>2</sup></b>	114,878	79,852	35,026	44
<b>Trailing 12-month Adjusted EBITDA<sup>2</sup></b>	16,481	12,969	3,512	27

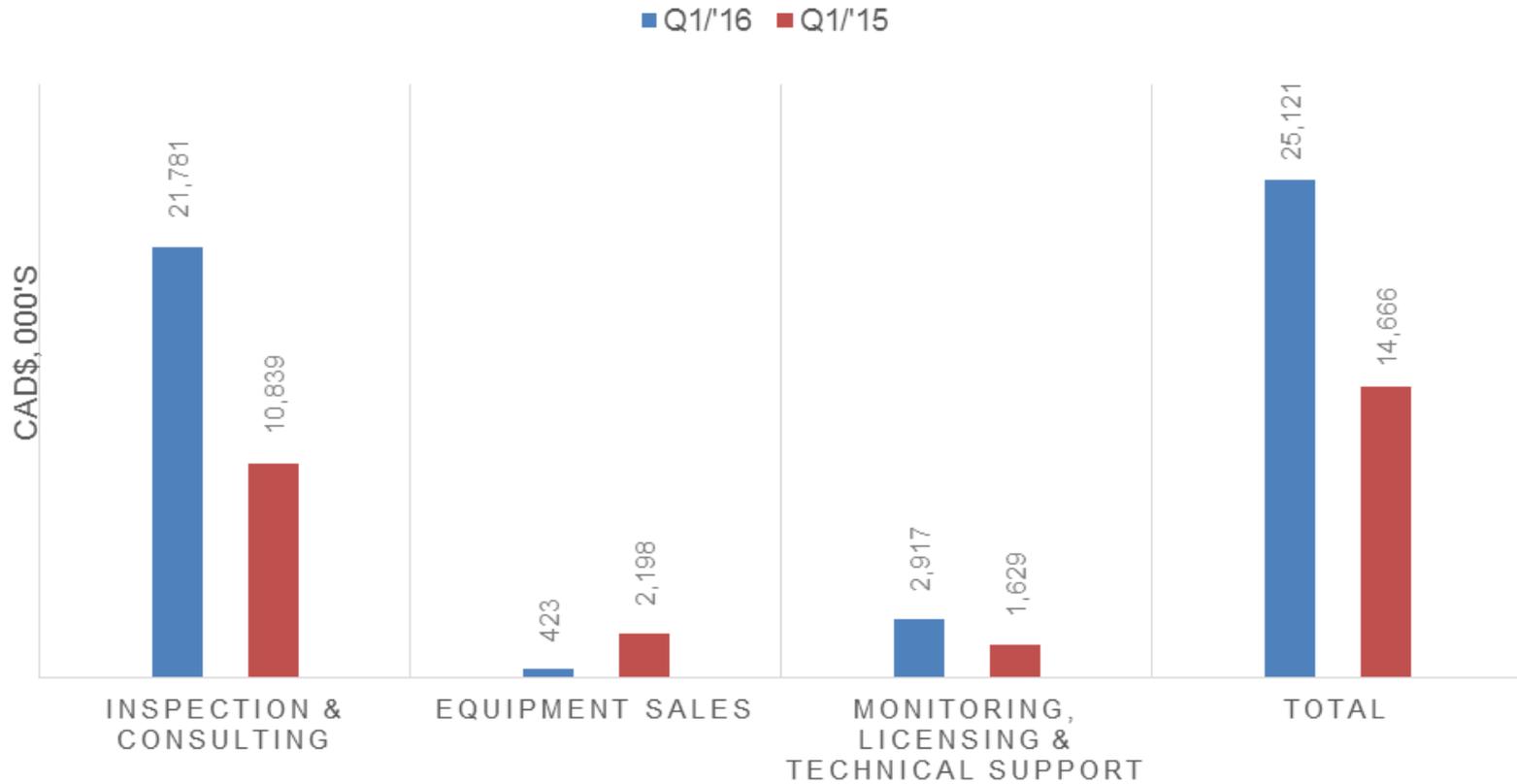
1. See *Non-GAAP Measures* as discussed in the Q1 2016 Management's Discussion and Analysis

2. Trailing 12-month Revenue and Adjusted EBITDA compared to prior trailing 12-month period

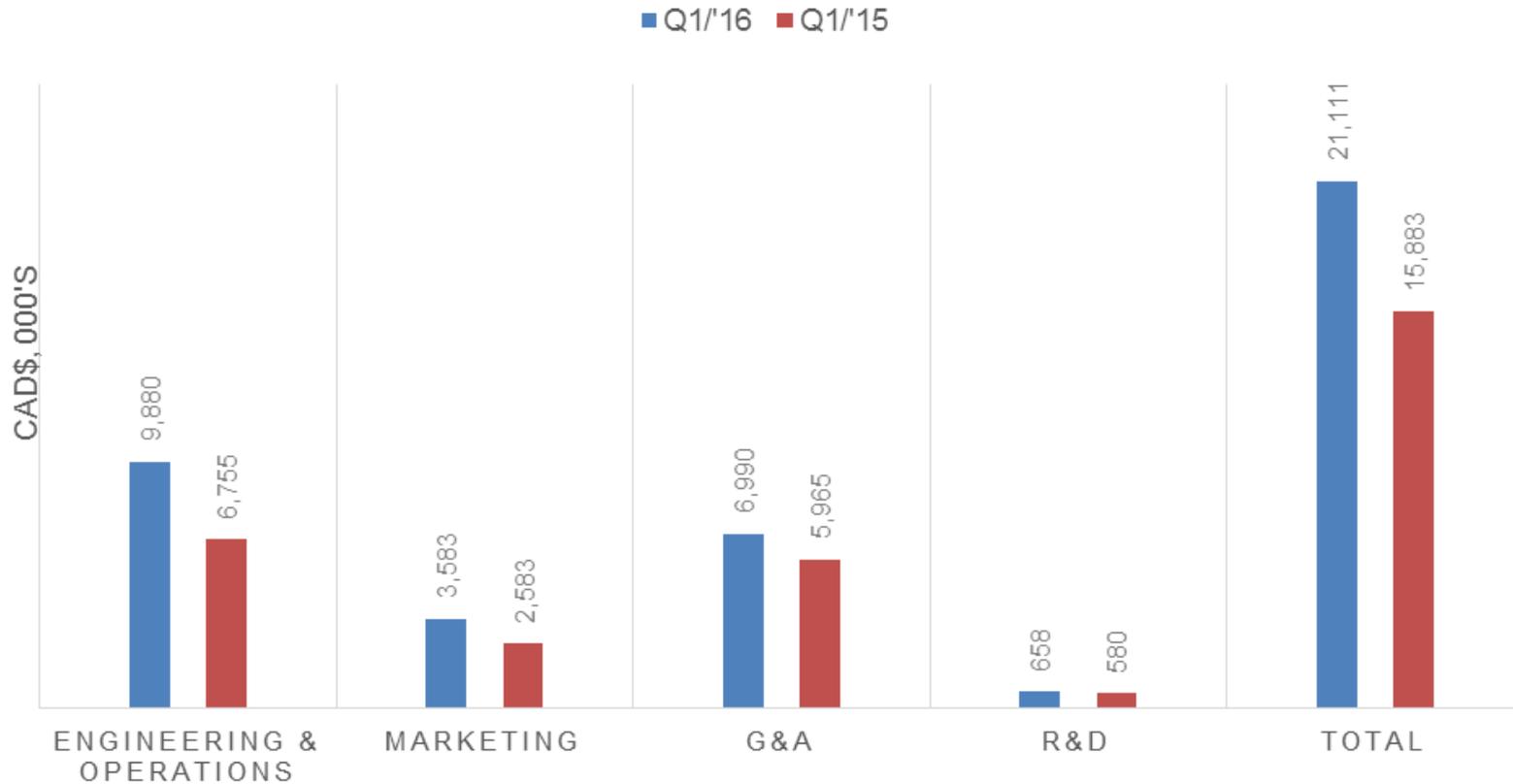
# Segmented Performance



# Total Revenue by Product Group



# Total Operating Expenses



# Adjusted EBITDA

## EBITDA, Adjusted EBITDA and Adjusted Profit (see Non-GAAP Measures)

For the period ended March 31	2016	2015
Loss for the period	(2,458)	(2,304)
Depreciation and amortization	2,670	2,128
Finance expense	108	13
Income tax recovery	(714)	(655)
EBITDA	(394)	(818)
Foreign currency loss (gain)	835	(667)
Stock-based compensation	487	812
Training costs	180	-
Acquisition costs	-	150
Libyan accounts receivable recovery	-	(1,562)
Adjusted EBITDA	1,108	(2,085)

# Growth and Cost Optimization Plan – To date

<b>Efficiency Initiative</b>	<b>2016 Impact</b>
Voluntary attrition and involuntary staff departures without replacement	<ul style="list-style-type: none"><li>▪ \$2.6 million annual reduction to fixed E&amp;O costs (Q1: \$0.6 million)</li><li>▪ Hourly work force of WWS will be used to add capacity in busier periods</li></ul>
Reduction in Employee Share Purchase Plan	<ul style="list-style-type: none"><li>▪ \$1.0 million total reduction to operating expenses (Q1: \$0.2 million)</li><li>▪ Implemented effective January 1, 2016</li></ul>
Consolidation of WWS shared services	<ul style="list-style-type: none"><li>▪ \$1.1 million annualized G&amp;A cost reductions to commence in the second half of 2016</li></ul>
Restructuring certain outsourced relationships and international office costs	<ul style="list-style-type: none"><li>▪ \$1.0 million reduction in marketing costs (Q1 \$0.2 million)</li></ul>
Closure of Salt Lake City office	<ul style="list-style-type: none"><li>▪ \$0.3 million annual reduction in E&amp;O costs.</li><li>▪ Office was closed in Q1 2016</li></ul>