

# INVESTOR PRESENTATION

May 2022

OTC QB: BNET

This presentation contains, in addition to historical information, forward-looking statements regarding Bion Environmental Technologies, Inc. (the "Company"), which represent the Company's expectations or beliefs including, but not limited to, statements concerning the Company's operations, performance, financial condition, business strategies, and other information and that involve substantial risks and uncertainties. The Company's actual results of operations, most of which are beyond the Company's control, could differ materially. For this purpose, any statements of expectations or revenue projections contained in this presentation (that are not statements of historical fact) may be deemed to be forward-looking statements.

Risk Factors that could cause or contribute to such difference include, but are not limited to, limited operating history; uncertain nature of environmental regulation and operations; uncertain pace and form of development of nutrient (N&P) reduction market; risks of development of first of their kind Integrated Projects; need for substantial additional financing; competition; dependence on management; and other factors. Additional information regarding the Company and its 3G technology platform should be reviewed on the Company's website at [www.biontech.com](http://www.biontech.com). Investors are urged to also consider closely the disclosures and risk factors in the Company's current Form 10-K, filed with the Securities and Exchange Commission, available at [www.sec.gov](http://www.sec.gov).

# About Us

**Bion's** patented third-generation technology was designed to dramatically reduce the environmental impacts of large-scale livestock production and deliver a USDA-certified sustainable product to the consumer. The platform simultaneously recovers high-value coproducts and renewable energy that increase revenues. Bion's 3G tech platform can provide a pathway to true economic and environmental sustainability with 'win-win' benefits for at least a premium sector of the \$175 billion livestock industry, the environment, and the consumer.

OTC QB: BNET

*Close the loop*  
*Cleaner water*  
*Cleaner air*  
*Cleaner farms*  
*Better economics*



# Livestock Industry is in Deep \$#!%

“One of the greatest water quality problems in the U.S. today” -- US EPA

- Regulatory scrutiny
  - Absent voluntary cleanup, regulation is coming
- Advocacy groups and competitors are attacking
- Consumers are listening to the ‘anti-meat messaging’
- Investors see increasing risk
  - ESG and brownfield concerns
- \$66B beef industry is especially vulnerable and represents an all but untapped opportunity

Bion's patented technology, and the business model it supports, create a transformational opportunity

# Today's U.S. Livestock Industry



Poultry  
**2.2B**



Beef  
**90M**



Swine  
**60M**



Dairy  
**9M**

FARMGATE  
**\$175B**

On CAFOs  
**80%+**

# The Problem is Upstream...



**1 BILLION+** tons of raw animal waste (>100X human waste)  
Spread on the ground...

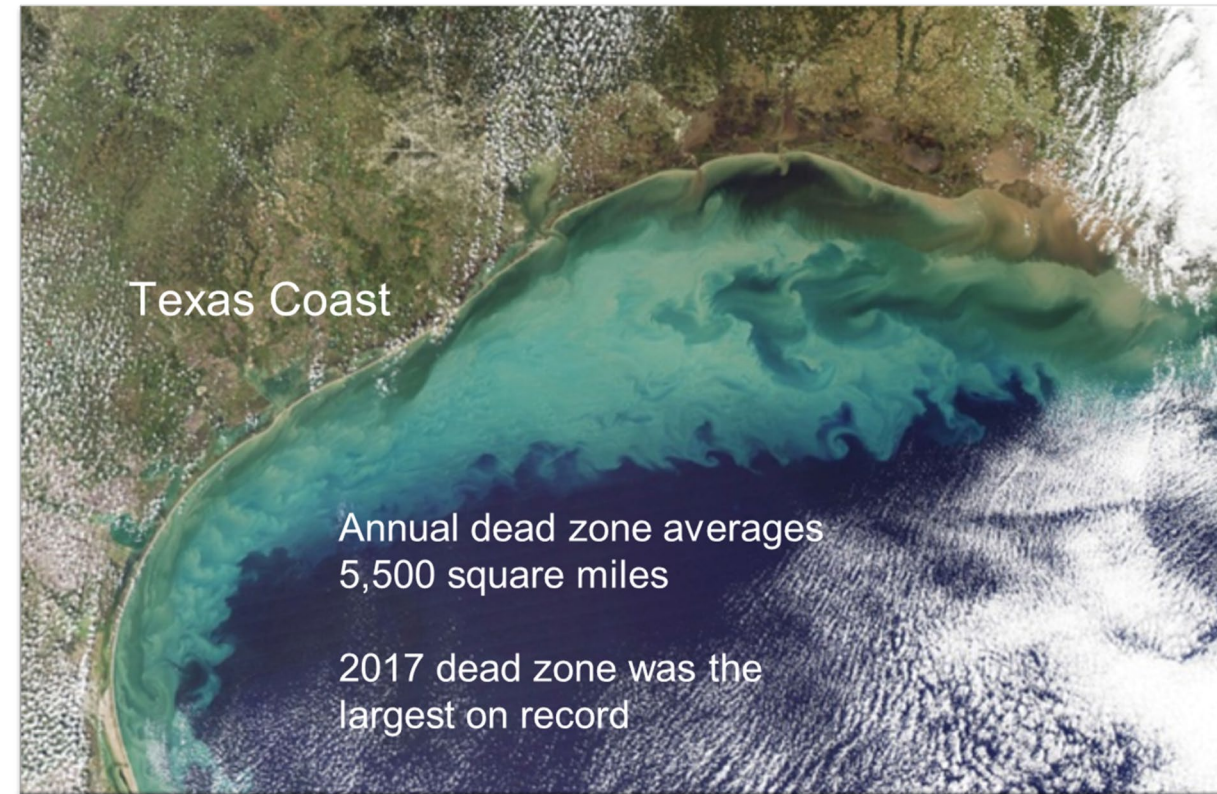
**UNTREATED**

# ...but the Impacts are Downstream



# ...Sometimes WAY Downstream

This happens...



every year in the Gulf of  
Mexico

Harmful Algae Blooms (increasingly toxic)

Climate impacts: methane, Nox

Dead Zones/ loss of biodiversity

Ammonia

Contaminated groundwater

PM2.5 (small particulate air pollution)

Excess soil phosphorus levels

Odors

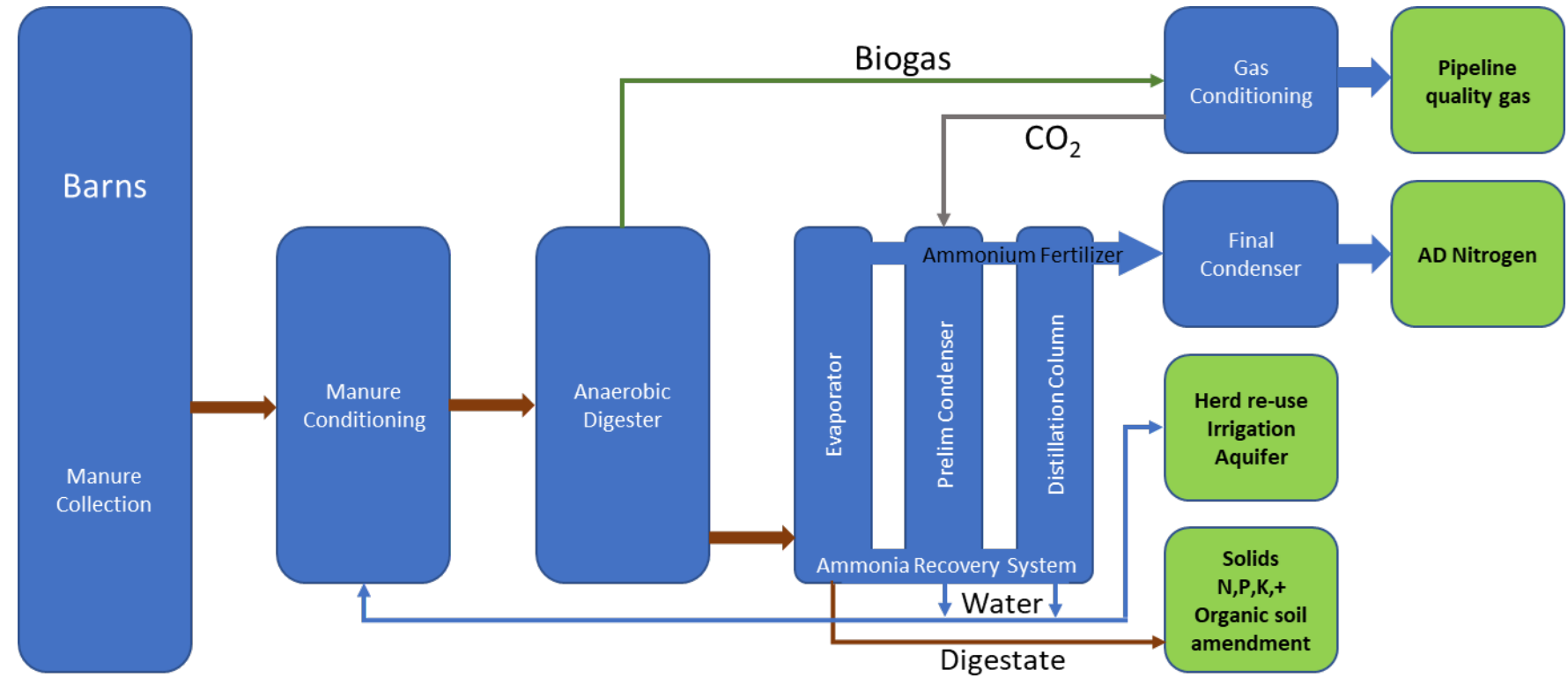
Pathogens

Antibiotic resistance

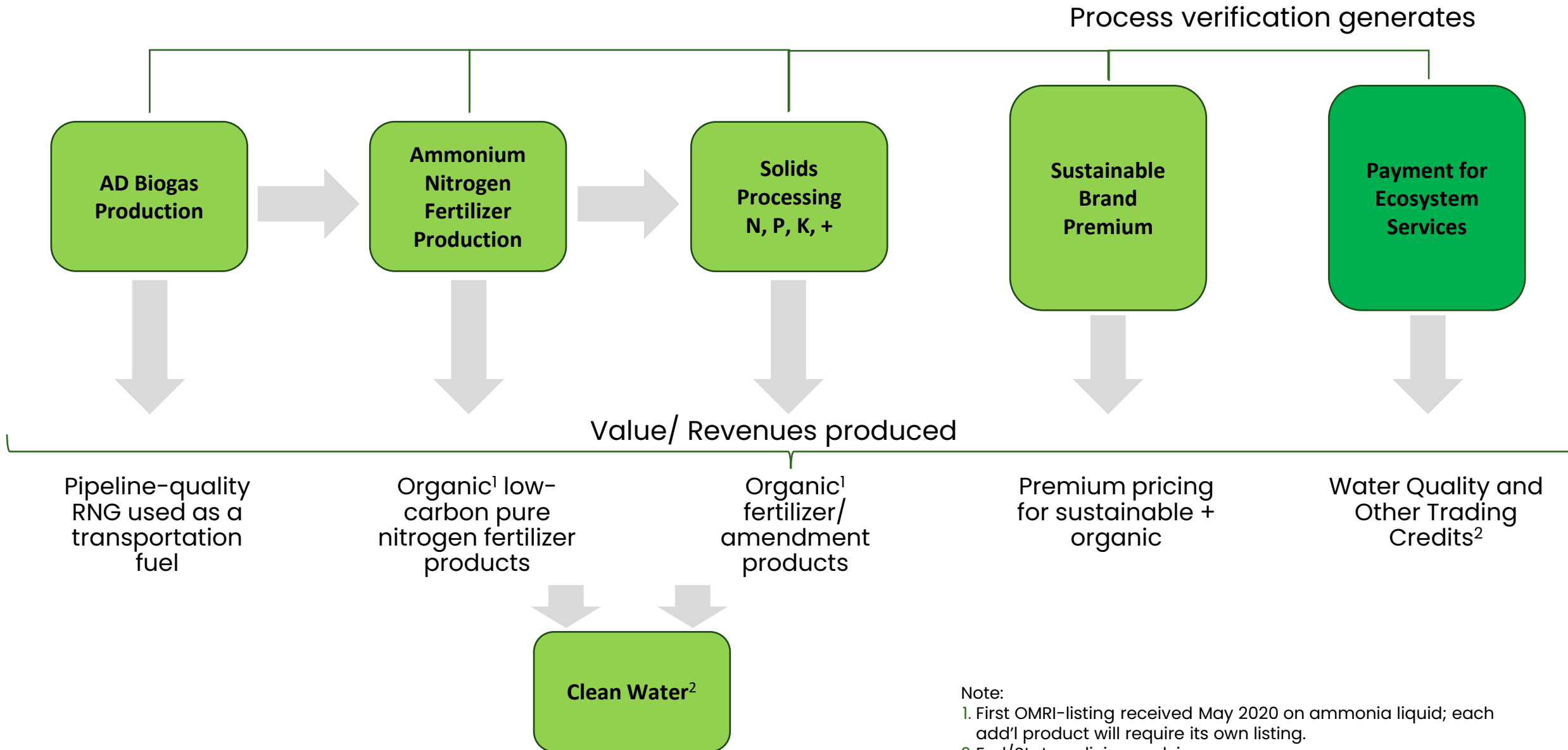
- Advanced livestock waste treatment technology
  - Third Generation (3G Tech)
  - Patented comprehensive treatment
  - Dramatically reduces pollution
  - Resource recovery: nutrients, renewable energy, water
- All processes are third-party verified
  - Basis for RE and nutrient credits
  - Basis for sustainable/ organic brands
  - ESG validation
    - SEC developing standards for ESG risk disclosure
    - SEC 2022 focus: ESG claims/ greenwashing



# 3G Tech Platform



# 3G Tech Platform - Revenue Sources



Note:

1. First OMRI-listing received May 2020 on ammonia liquid; each add'l product will require its own listing.

2. Fed/State policies evolving.

- Integrated sustainable and sustainable+organic **grain-finished** beef and pork production
  - Not available today at scale
  - Commercial scale facility in development
  - National distribution partner will require ability to scale
- License
  - Dairy industry: ammonia recovery and crystallization technology
  - International opportunities
- Retrofit
  - Existing large-scale facilities



# Retrofit Project - Kreider Farms Overview

- Largest livestock producer in PA
  - Unable to expand
  - 9M layers (4 locations)
  - 1,600-head dairy
- 2,500 tons per day of waste
  - ~30,000 lbs per day of nitrogen
  - ~7,000 lbs per day of phosphorus



# Retrofit Project - Kreider Revenue Model

## Kreider Farms (Poultry+Dairy)

*All figures in '000s*

### Revenue Model

|                              |                                   | w/ ITC           |                            |                  |
|------------------------------|-----------------------------------|------------------|----------------------------|------------------|
| <b>Conversion CAPEX</b>      | <b>\$110,000,000</b>              | <b>\$77,000</b>  | <b>Project Equity</b>      | <b>\$ 33,000</b> |
| <b>Revenue</b>               | <b>Primary Assumptions</b>        |                  | <b>Finance Assumptions</b> |                  |
| Biogas & RFS/LCFS Credits    | \$5 gas/\$3.50 D3 RIN/\$148 LCF   | \$ 18,069        | Leverage                   | 70%              |
| Coproducts                   | \$7.50/lbs N; 7.1M lbs N + solids | \$ 53,150        | Maturity                   | 10               |
| Nutrient Credits             | \$8/lbs N; 2.1M lbs N             | \$ 17,008        | Interest Rate              | 8%               |
| <b>Total Revenue</b>         |                                   | <b>\$ 88,227</b> |                            |                  |
| <b>Total Expenses (&lt;)</b> |                                   | <b>\$ 20,000</b> |                            |                  |
| <b>EBITDA</b>                |                                   | <b>\$ 68,227</b> |                            |                  |
| Annual Debt Service          |                                   | \$ (11,211)      |                            |                  |
| <b>Pre-Tax Cash Flow</b>     |                                   | <b>\$ 57,016</b> |                            |                  |

Kreider Farms potential revenue analysis at full build-out. The project will be a Bion-Kreider JV, with profits split 60/40-Bion/Kreider. Revenues are dependent on organic designation of coproducts, an established credit market, and other assumptions, only some of which are noted. Detailed analysis available upon request. Anticipated results may differ materially from actual results. See risk factors and forward-looking statements notice on Slides 2, 28.

# Retrofit Market Opportunity

- There are many 'Kreiders' out there facing similar challenges
    - Expansion, relocation, branding, current or future regulation, nuisance lawsuits, etc.
  - Retrofit projects dependent on EITHER
    - 'Payment for Ecosystem Services' (nutrient credits or other clean water funding mechanism)
- OR**
- Offtake agreement for organic fertilizer products

We expect to ultimately get both





There is a market  
– indications are it is a  
large one – for truly sustainable  
**grain-finished** beef and pork products  
that have the **quality** & **pricing** consumers  
demand but with the **sustainability** they want

# Beef Industry Challenges

- Low-margin commodity industry
- Highly fragmented supply chain
- Displaced supply chain
- Most of beef production's impacts to water originate at the feedlot
- Primary target of 'anti-meat' messaging campaign
- Consumer behavior and multiple studies demonstrate demand for sustainability and *willingness* to pay for it

# Competitors: Value-Added Alternatives

- Plant-based alternatives – Beyond Meat, Impossible Foods
  - Ground products
  - Estimated at 5% of the market (recently lowered from 10%)
- Cellular meat is coming
  - Long way from being economic, if it ever will be
- Grass-fed beef as a sustainable/organic alternative
  - Limited success – about 5% of the market
  - Taste and texture issue – not what the consumer has come to expect and enjoy with U.S. grain-finished beef



# Bion: Grass-Fed and Grain-Finished

- Sustainable and Sustainable+Organic
- Inputs, husbandry, outputs tracked from 'dirt to dinner plate'
- All activities/ improvements 3rd-party verified/ supported by Blockchain
- USDA PVP-certified sustainable and/or organic brand





**BION DELIVERS  
SUSTAINABILITY  
THE CONSUMER  
CAN VERIFY**

# Beef Production Economics

## Traditional vs Bion Sustainable/Organic

### Financial Analysis

*All figures in '000s*

#### Beef Comparison - Snapshot

#### Single 15,000 head module (0.1% of the market)

|                                  | Traditional<br>Feedlot | Bion<br>Sustainable | Bion<br>Organic   |
|----------------------------------|------------------------|---------------------|-------------------|
| <b>Facility CAPEX</b>            | \$ 8,000               | \$ 31,000           | \$ 31,000         |
| <b>Revenue</b>                   |                        |                     |                   |
| Base Beef Revenues               | \$ 50,943              | \$ 65,498           | \$ 65,498         |
| Sustainable Brand Premium        |                        | \$ 6,550            | \$ 6,550          |
| Organic Brand Premium            |                        |                     | \$ 32,749         |
| Biogas & RFS/LCFS Credits        |                        | \$ 3,113            | \$ 3,113          |
| Coproducts                       |                        | \$ 10,196           | \$ 10,196         |
| Nutrient Credits                 |                        | ???                 | ???               |
| <b>Total Revenues</b>            | <b>\$ 50,943</b>       | <b>\$ 85,357</b>    | <b>\$ 118,106</b> |
| <b>Expenses</b>                  |                        |                     |                   |
| Cattle Acquisition               | \$ 29,824              | \$ 44,737           | \$ 55,921         |
| Operations                       | \$ 20,129              | \$ 23,599           | \$ 32,884         |
| <b>Total Expenses</b>            | <b>\$ 49,953</b>       | <b>\$ 68,336</b>    | <b>\$ 88,805</b>  |
| <b>Delta <math>\Delta</math></b> |                        |                     |                   |
| <b>EBITDA</b>                    | <b>\$ 990</b>          | <b>\$ 17,021</b>    | <b>\$ 29,301</b>  |
| <b>Earnings</b>                  | <b>\$ 288</b>          | <b>\$ 14,825</b>    | <b>\$ 27,105</b>  |

The accompanying table is not a projection or illustration of beef production over time. The beef industry is cyclical, and subject to a wide range of variables. Profitability (or lack of) varies widely from year to year. The table is a snapshot to compare the profitability of traditional feedlot operations with the anticipated increased profitability (delta  $\Delta$ ) of Bion's sustainable and organic production, with all other conditions being equal. Changing market and other conditions will affect the profitability of all three scenarios; however, Bion anticipates those variables will be felt equally and that the EBITDA delta between Bion's sustainable and organic vs traditional feedlot production will remain relatively constant. It should be noted that Traditional cattle remain 'on feed' ~60 days longer than Sustainable/Organic. Key assumptions include \$7.50/#N value for organic ammonium bicarbonate; \$4.00 MMBTU methane, \$3.29 D3 RIN, \$138.50 LCF credit, values.

The illustration contained in this slide includes forward-looking statements based on management's current reasonable business expectations. These statements are made in reliance on the private securities litigation reform act, section 27a of the Securities Act of 1933, as amended. There are numerous assumptions, risks and uncertainties that could result in actual results differing materially from expected outcomes. All slides/ documents/ links in this presentation and on Bion's website speak as of their date and the company undertakes no obligation to publicly update or revise any forward-looking statements they may contain. Potential investors should carefully review the materials on Bion's website in conjunction with its sec filings at [www.sec.gov](http://www.sec.gov) or [www.otcm Markets.com](http://www.otcm Markets.com).

# Bion JV Opportunity

## Sustainable/Organic Beef

The illustration below depicts a five-year buildout of 150,000 beef cattle on feed, split 7:3 sustainable:organic. The table should be reviewed in conjunction with information contained in Bion's Beef Opportunity at <https://bionenviro.com/bions-beef-opportunity>.

| <b>Financial Analysis</b>                              |                    | <i>All figures in '000s</i> |                |         |                        |                    |        |                |        |
|--------------------------------------------------------|--------------------|-----------------------------|----------------|---------|------------------------|--------------------|--------|----------------|--------|
| <b>Project Valuation Potential</b>                     |                    |                             |                |         |                        |                    |        |                |        |
| <b>Single 15,000 head module (0.1% US beef market)</b> |                    |                             |                |         |                        |                    |        |                |        |
|                                                        | <b>Sustainable</b> |                             | <b>Organic</b> |         |                        | <b>Sustainable</b> |        | <b>Organic</b> |        |
| Facility CAPEX                                         | \$                 | 31,000                      | \$             | 31,000  | Bion Project Equity    | \$                 | 9,300  | \$             | 9,300  |
|                                                        |                    |                             |                |         | Cattle Credit Facility | \$                 | 16,768 | \$             | 22,178 |
| Revenue                                                | \$                 | 85,357                      | \$             | 118,106 |                        |                    |        |                |        |
| EBITDA                                                 | \$                 | 17,021                      | \$             | 29,301  |                        |                    |        |                |        |
| Annual Debt Service - Bion Facility                    | \$                 | (3,023)                     | \$             | (3,023) |                        |                    |        |                |        |
| Annual Interest Expense - Cattle                       | \$                 | (1,174)                     | \$             | (1,552) |                        |                    |        |                |        |
| Pre-Tax Cash Flow                                      | \$                 | 12,824                      | \$             | 24,725  |                        |                    |        |                |        |
| Single Module Leveraged IRR                            |                    | 138%                        |                | 266%    |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        |                |        |
|                                                        |                    |                             |                |         |                        |                    |        | </             |        |

# Opportunity Catalysts

- Water/nutrient crisis is worsening
  - EPA: one of the greatest water quality problems in the U.S. today
  - Climate change will make it worse
  - Certain regulation absent voluntary change
- New focus on impacts to Climate Change
- Feds implementing policy and mobilizing financial resources
- State policies changing – credit trading/procurement
- Investor scrutiny – ESG impacts and environmental liabilities

# Recent Bion Milestones

- May 2020 – OMRI Listing received for liquid fertilizer
  - **Non-synthetic core process determination**
- October 2020 – New patent issued that significantly strengthened and broadened 3G Tech IP protection
- February 2021 – 3G Tech core optimization trials completed
- May 2021 – OMRI application made for dry/ solid nitrogen fertilizer product distilled from already-approved liquid
- September 2021 – Demonstration beef project commenced
- Dec 2021 – Corporate changes initiated to pursue an uplist to a major exchange
- March 2022 – Fourth patent issued on 3G Tech
- May 2022 – Hot CEO to lead commercialization

# Bion's Anticipated Catalysts

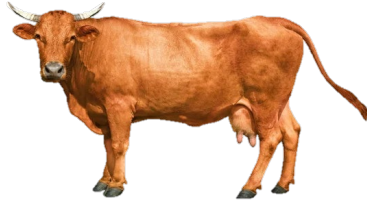
|                                                                                                                                     |                |
|-------------------------------------------------------------------------------------------------------------------------------------|----------------|
| Expand management team                                                                                                              | <b>Apr 22</b>  |
| Identify initial distribution partner(s)                                                                                            | <b>Q2 22</b>   |
| Organic designation                                                                                                                 |                |
| - OMRI                                                                                                                              | <b>May 22</b>  |
| - CDFA (California)                                                                                                                 | <b>Aug 22</b>  |
| - IOP (Iowa)                                                                                                                        | <b>June 22</b> |
| FOF Demo/ optimization project                                                                                                      |                |
| - Buflovak delivery of core tech to FOF                                                                                             | <b>Nov 22</b>  |
| - Optimization complete – performance data/ full-scale design-ready                                                                 | <b>Mar 23</b>  |
| Initial full-scale commercial project                                                                                               |                |
| - JV Partners                                                                                                                       | <b>Aug 22</b>  |
| - Financing                                                                                                                         | <b>Nov 22</b>  |
| - Commence construction                                                                                                             | <b>Apr 23</b>  |
| Additional projects, acquisitions, JV partners, licensing, etc.                                                                     | <b>2022/23</b> |
| Policy changes – biogas/ nutrient ITC, water quality trading/ credit programs in PA and other states, fed cost share programs, etc. | <b>2022/23</b> |

# VERY Large and Untapped Market

## U.S. Livestock



POULTRY  
**2.2B**



BEEF CATTLE  
**90M**



SWINE  
**60M**



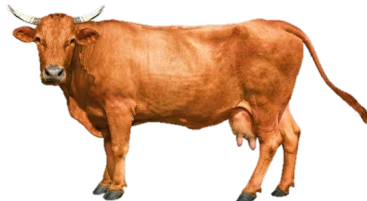
DAIRY COWS  
**9M**

INDUSTRY  
**\$175B**

## Global Livestock



POULTRY  
**19.6B**



BEEF CATTLE  
**1.10B**



SWINE  
**980M**



DAIRY COWS  
**264M**

INDUSTRY  
**\$1.4T**

# Key Metrics

Bion Environmental Technologies, Inc. (as of 5/2/22)

|                       |                 |
|-----------------------|-----------------|
| Stock Symbol:         | BNET            |
| Recent Price:         | \$1.10          |
| 52 Wk. Range:         | \$0.80 - \$1.80 |
| Market Cap:           | \$48.11M        |
| Average Daily Volume: | 13,199          |
| Share Outstanding:    | 43.7M           |





**FOR ALL INQUIRIES PLEASE CONTACT:**

Craig Scott

303.843.6191

[cscott@bionenviro.com](mailto:cscott@bionenviro.com)

<https://bionenviro.com/>



OTC QB: BNET