

**CORPORATE PRESENTATION**

**Q4-2020**

## DISCLAIMER

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### Legal Notice Regarding Forward Looking Statements

This presentation contains “forward-looking statements” within the meaning of applicable Canadian securities legislation. Forward-looking statements are indicated expectations or intentions. Forward-looking statements in this presentation include that the Company believes that it can qualify its products and develop meaningful markets that can deliver multi-million-dollar revenue streams over the upcoming years. Forward-looking statements can be identified by the use of words such as “will”, “expected”, “intend”, “continue”, and “targets”, or variations of such words and phrases. Although Kelso believes its anticipated future results, performance or achievements expressed or implied by the forward-looking statements and information are based upon reasonable assumptions and expectations, they can give no assurance that such expectations will prove to be correct. The reader should not place undue reliance on forward-looking statements and information as such statements and information involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of Kelso to differ materially from anticipated future results, performance or achievement expressed or implied by such forward-looking statements and information. Except as required by law, the Company does not intend to update the forward-looking information and forward-looking statements contained in this presentation.

**Investors are cautioned against placing undue reliance on forward-looking statements.**

## OVERVIEW

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### **Kelso Technologies Inc.**

is an innovator in transportation equipment. Our inventors and engineers design proprietary components to address issues in the safe transport of materials and personnel.

Kelso's patented products provide reliable performance and economic advantages while reducing the potential for human error and environmental harm during the transport of materials.



## LEADERSHIP

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Kelso's Board of Directors and executive management team have a breadth of experience to ensure that stakeholder interests are protected.

In 2020 the team is comprised of individuals from business sectors including:

- Rail
- Transportation
- Finance
- Automotive
- Law
- Mergers & acquisitions
- Accounting



## DIRECTORS & OFFICERS

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### Kelso Directors

James R. Bond

Anthony (Tony) Andrukaitis

Peter Hughes\*

Laura Roach\*

Paul Cass\*

Jesse Crews\*

Frank Busch\*

### Kelso Officers

James R. Bond, President & Chief Executive Officer

Anthony (Tony) Andrukaitis, Chief Operations Officer

Richard Lee, Chief Financial Officer

\*denotes independent directors



## OPERATIONS

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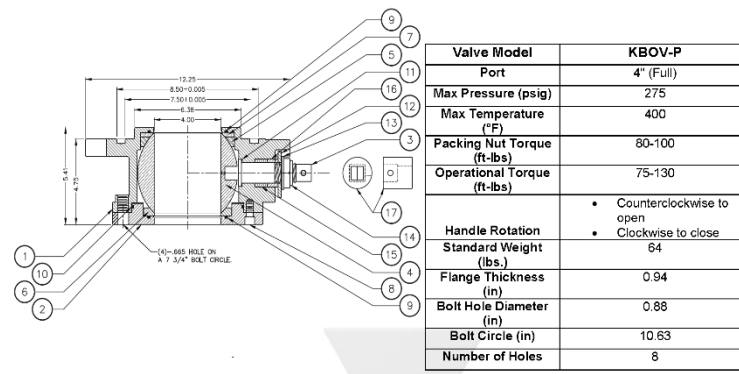
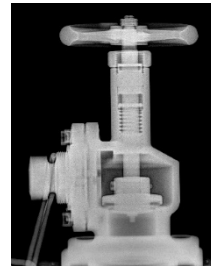
The rail operations facility in Bonham, Texas is centrally located close to supply chains and customers. Built in 2014, it is 50,000 sq.ft. with an R&D engineering department and room to expand.

A second facility operates in Kelowna, BC, Canada for gyroscopic vehicle suspension design, testing and market development.

# PRODUCT DEVELOPMENT



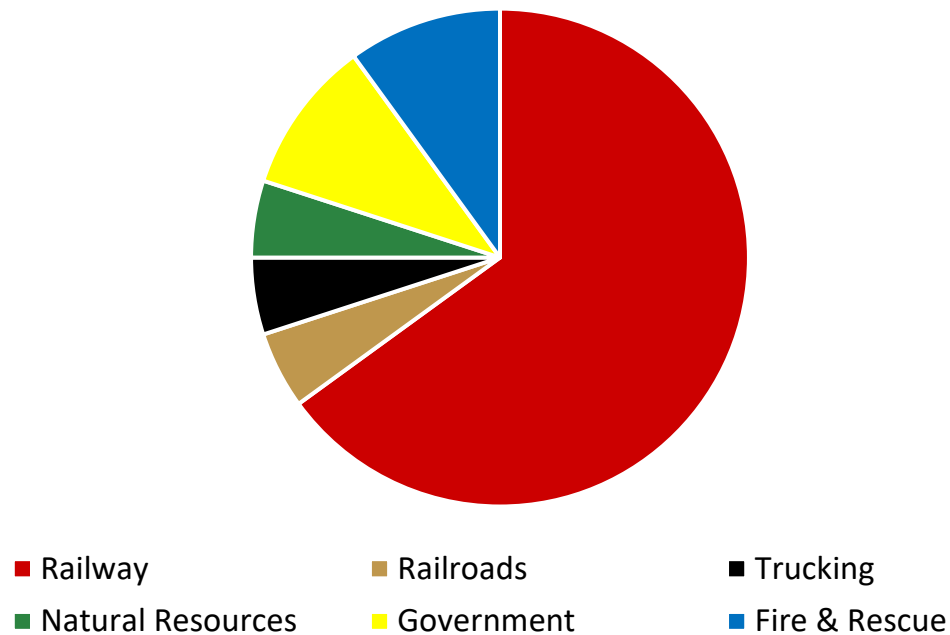
Kelso engineers develop, test and bring to market new designs in response to customer needs. The transportation industry seeks improved equipment performance, environmental safeguards and more efficient use of time. Kelso partners with companies to modernize rail and shipping components that are identified as problematic or require specialized engineering.



## BUSINESS MODEL

***Diversification*** in transportation markets is a key focus in 2020. While our roots are in rail tank car equipment, there are new growth markets that fit well with our business capabilities.

Market Sectors





## **SALES STRATEGY**

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Our sales, operations and engineering teams use a customer-focused integrated approach in key markets:

**RAILWAY:** HAZMAT shippers, tank car manufacturers, lessors and retrofit/repair shops. Introduce new BOV, wheel cleaner, suspension

**RAILROADS:** Develop components for Class I and II railroads including the wheel cleaner; introduce fueling system, suspension

**TRUCKING:** Promote pressure/vacuum valve, truck one-bolt manway

**GOVERNMENT:** components for military, navy; introduce suspension for military, border patrol, police, fire & rescue

**NATURAL RESOURCES:** introduce fueling; demonstrate suspension that provides wilderness access for fleet vehicles in utilities, mining, forestry, oil & gas

**REMOTE COMMUNITIES:** demonstrate suspension to Indigenous, northern and remote access communities and work camps

## COMMERCIAL PRODUCTS

### Railway (OEMs, lessors, repairs)



Pressure  
relief valve



Vacuum  
relief valve



One-bolt  
manway



Bottom  
outlet valve

### ALL RAIL



Kel-flo  
fueling



Emergency  
rail kit



KXI  
suspension

### Railroads



Wheel  
cleaner

## COMMERCIAL PRODUCTS

### Trucking (OEMs, owners, lessors, shippers)



Pressure/  
vacuum valve



Truck  
one-bolt  
manway

## COMMERCIAL PRODUCTS

Natural Resources | Fire & Rescue | Government | Military

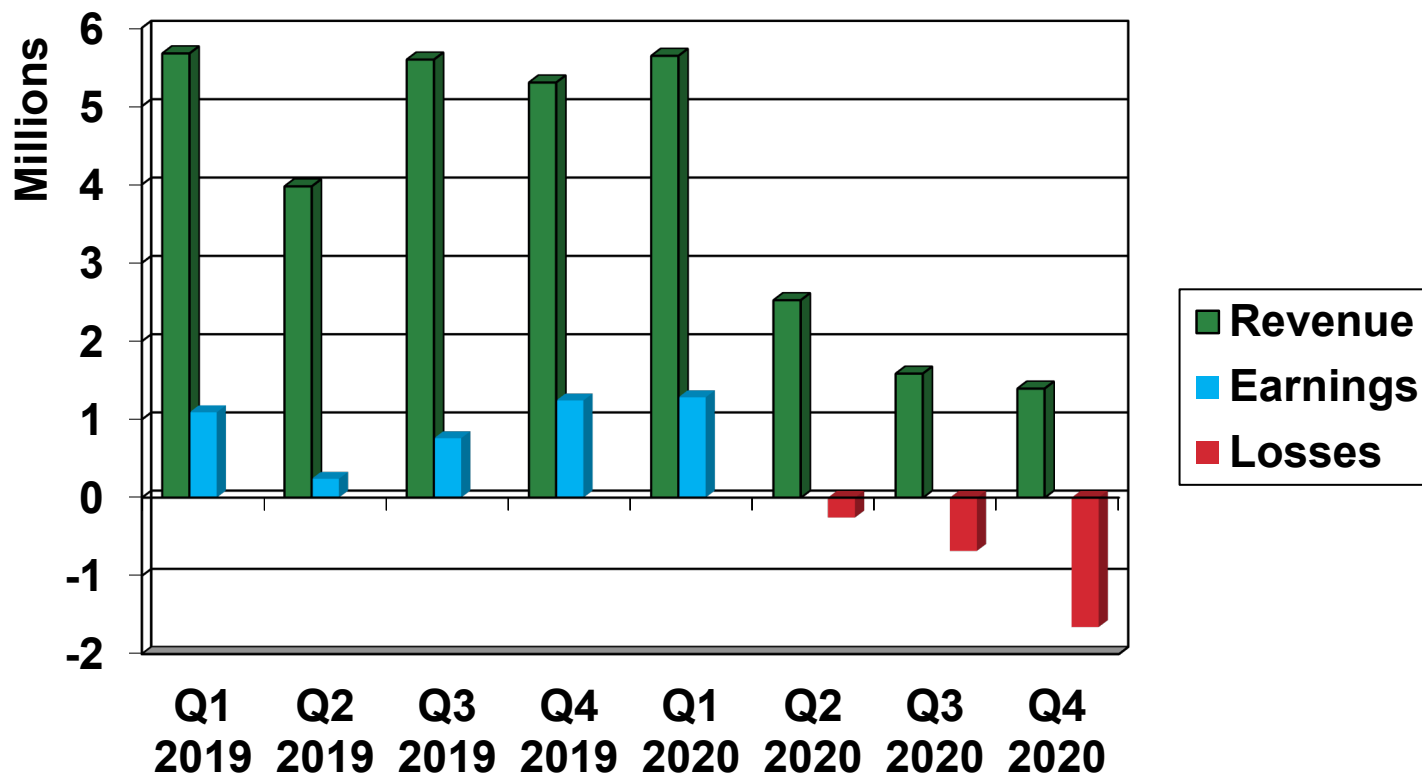


KXI  
suspension



Kel-flo  
fueling

## FINANCIAL PERFORMANCE

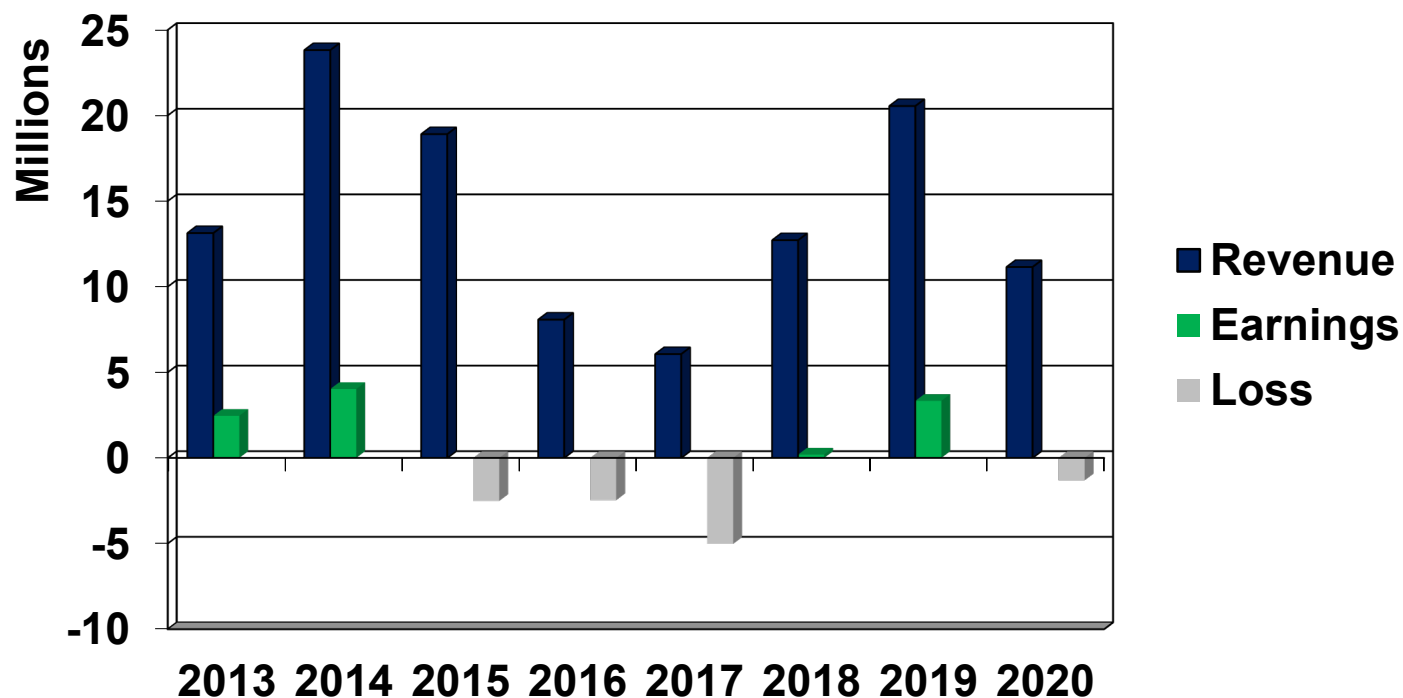




## HISTORIC ANNUAL PERFORMANCE



Crude oil expansion 2013-2015 created new tank car demand; 2015-Q2 oil price drop created tank car oversupply 2015 – 2017; COVID-19 impact 2020 Q3 and Q4



## COMPANY MILESTONES

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- 2010: new management hired to avoid bankruptcy
  - 2012: rail tanker equipment is modified for trucking division
  - 2012: ranked #4 on TSX Venture Top 50® (diversified industrial division)
  - 2013: one-bolt manway certified by AAR for commercial sale
  - 2013: ranked #23 on PROFIT 500, Canada's fastest-growing companies
  - 2014: listed on NYSE-Markets (now NYSE-American) exchange
  - 2014: new production facility opens in Bonham, TX
  - 2014: graduated from TSX Venture to TSX stock exchange
  - 2015: ranked #3 on PROFIT 500, up from #7 in 2014
  - 2016: vehicle suspension subsidiary created
  - 2017: wheel cleaner and fueling valve new product lines added
  - 2018: suspension production facility opens in Kelowna, BC
  - 2019: regular BOV, top ball valve products developed for AAR testing
  - 2020: pressure car PRV and angle valve approved for AAR field testing
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## CORPORATE SUMMARY

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- Traded on the TSX:KLS and NYSE American: KIQ
- Experienced management team
- Proven proprietary products and production capability
- Engineering innovation and custom services
- Products made in North America
- No long-term debt
- Positive working capital from sales
- Common shares issued and outstanding: 47,170,086
- Share purchase options outstanding: 4,595,000
- Widely held with no single shareholder owning >10%