



CORPORATE PRESENTATION

2023-Q1



DISCLAIMER

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

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

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

In 2023 the team is comprised of individuals from business sectors including:

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



DIRECTORS & OFFICERS

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

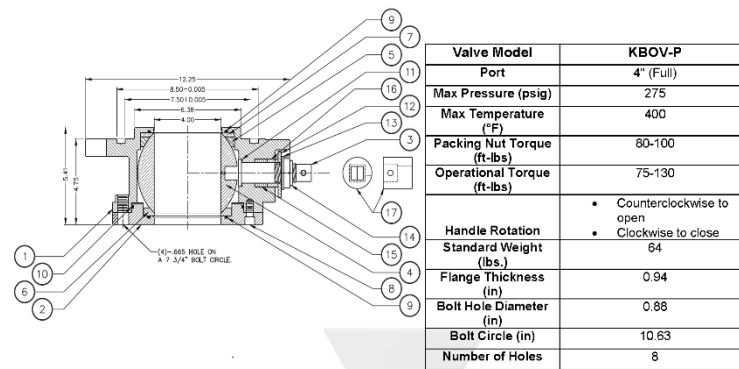
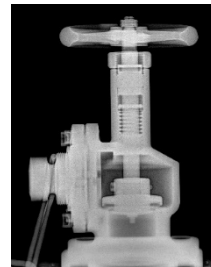


The rail operations facility in Bonham, Texas is centrally located close to supply chains and customers. Built in 2014, it is 50,000 sq.ft. with an R&D engineering department and room to expand.

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

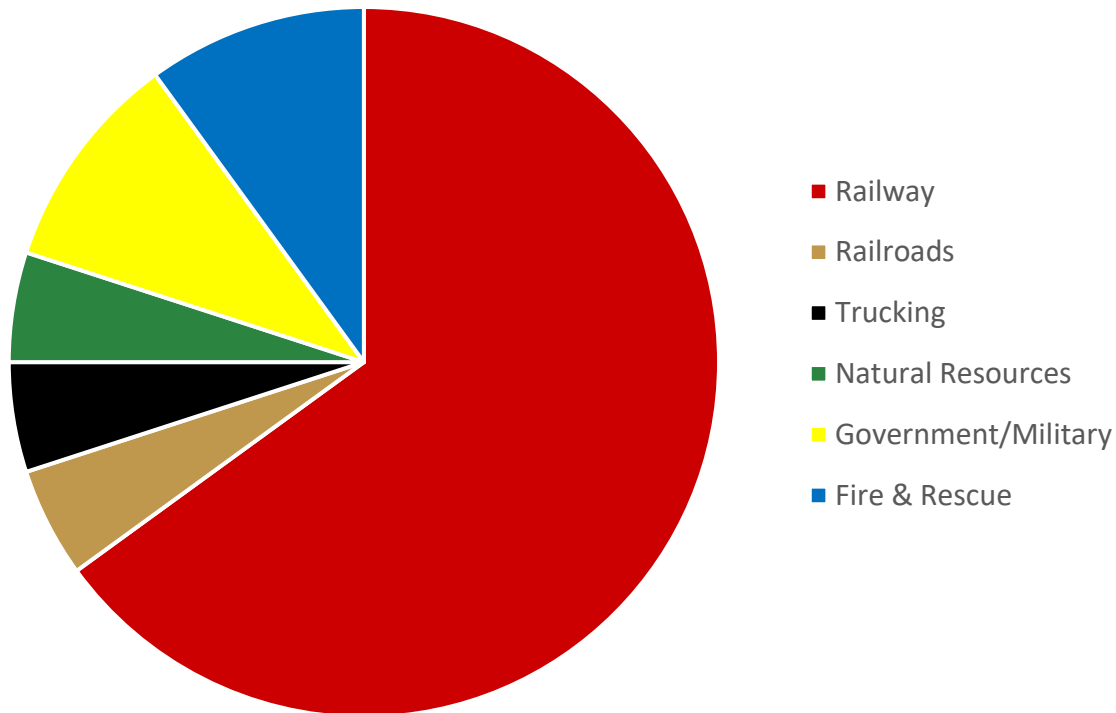
PRODUCT DEVELOPMENT

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. While our roots are in rail tank car equipment, there are new growth markets that fit well with our business capabilities.





SALES STRATEGY

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 valves, vehicle suspension

RAILROADS: promote products to Class I and II railroads including the emergency response kit, fueling system, vehicle suspension

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

GOVERNMENT/MILITARY: introduce vehicle suspension for military, border patrol, police, fire & rescue

NATURAL RESOURCES: introduce fueling; demonstrate vehicle suspension offering safe 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 - RAIL

Railcars



Pressure relief valve



Pressure car relief valve



Angle valve



Bottom outlet valve



Vacuum relief valve



Top ball valve



One-bolt manway

Railroads



Emergency rail kit



Kel-flo fueling



KXI vehicle suspension

COMMERCIAL PRODUCTS - TRUCKING



Pressure/
vacuum valve



Truck
one-bolt
manway

COMMERCIAL PRODUCTS - OTHER

Natural Resources, Fire & Rescue Government, Military

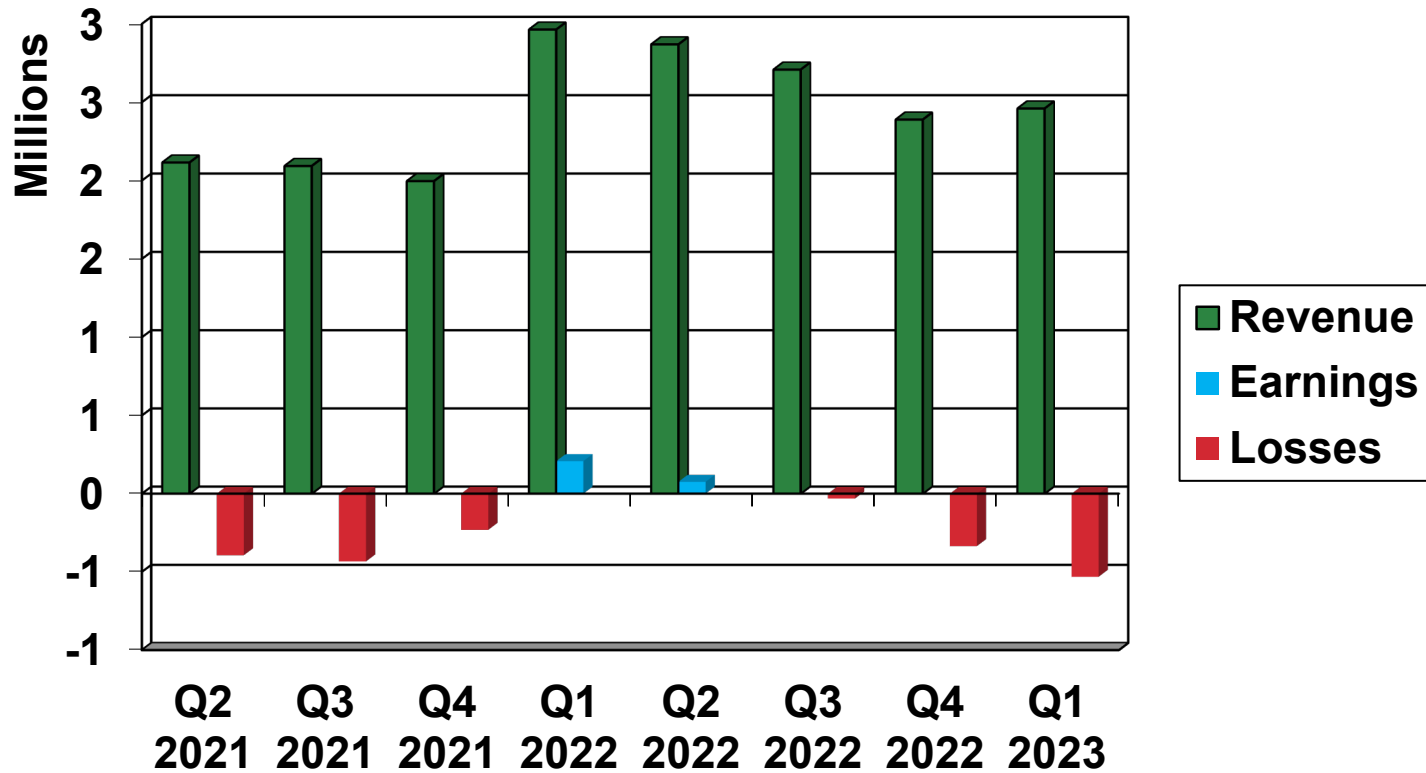


KXI vehicle suspension



Kel-flo fueling

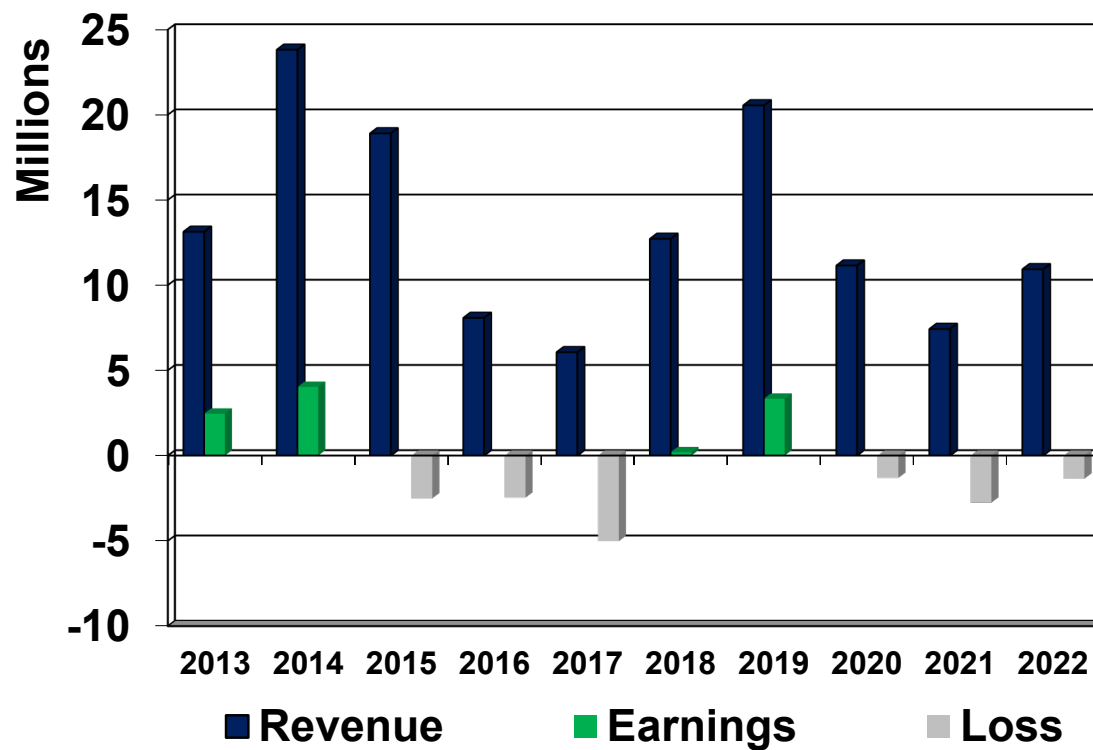
FINANCIAL PERFORMANCE



HISTORIC ANNUAL PERFORMANCE



- 2013-2015 crude oil expansion created new tank car demand
- 2015-2017 oil price drop created tank car oversupply
- 2020-2022 COVID-19 shutdowns reduced tank car usage



COMPANY MILESTONES

- 2010: new management hired to avoid bankruptcy
- 2014: new production facility opens in Bonham, TX
- 2014: ranked #7 on PROFIT 500, Canada's fastest-growing companies
- 2014: listed on NYSE-Markets (now NYSE-American) exchange
- 2015: ranked #3 on PROFIT 500
- 2017: fueling valve and trucking new product lines added
- 2018: vehicle suspension facility opens in Kelowna, BC
- 2019: regular BOV, top ball valve developed for AAR field testing
- 2020: pressure car angle valve approved for AAR field testing
- 2021: pressure car PRV fully approved by AAR
- 2022: vehicle suspension heavy-duty prototype created

CORPORATE SUMMARY

- Traded on the TSX:KLS and NYSE American: KIQ
- Experienced management team
- Proven proprietary products and production capability
- Engineering innovation and custom services
- Rail products have 'made in USA' advantage
- No long-term debt
- Positive working capital from sales
- Common shares issued and outstanding: 54,320,086
- Share purchase options outstanding: 2,570,000
- Widely held with no single shareholder owning >10%