EcoSynthetix Inc.

Q4 and Fiscal 2014 Results Conference Call

David Colcleugh, Chairman
Jeff MacDonald, Interim CEO
Robert Haire, CFO

ECOSYNTHETIX®
SUSTAINABLE POLYMERS FOR PLANET EARTH™

Forward-looking Statements

Certain statements contained in this document and any amendment or supplement hereto constitute forward-looking statements. All statements other than statements of historical fact may be forward-looking statements. These statements relate to, but are not limited to, future events or future performance, our expectations regarding the Company's growth, results of operations, estimated future revenues, requirements for additional capital, production costs, future demand for latex-based products, business prospects and opportunities. Forward-looking statements are often, but not always, identified by use of words such as "may", "will", "should", "could", "seek", "anticipate", "contemplate", "continue", "expect", "intend", "plan", "potential", "budget", "target", "believe", "estimate" and similar expressions. Such statements reflect the Company's current views and beliefs with respect to future events, are subject to risks and uncertainties, and are based upon a number of estimates and assumptions that, while considered reasonable by the Company, are inherently subject to significant business, economic, competitive, political and social uncertainties and contingencies. Many factors could cause actual results, performance or achievements to be materially different from any future results, performance, or achievements that may be expressed or implied by such forward-looking statements.

Specific forward-looking information contained in this document includes, among others, statements regarding: (i) the price of oil and SB Latex; (ii) the demand for the Company's products including the Company's ability to guarantee successful mill trials; (iii) the Company's competitive advantages and ability to compete successfully; (iv) the nature and characteristics of the Company's intellectual property; (v) the Company's ability to expand production capacity; and (vi) general economic conditions.

With respect to forward-looking information contained in this document, the Company has made material assumptions regarding, among other things: (i) that the general business, economic and competitive conditions remain favourable; (ii) that our intellectual property rights are adequately protected; (iii) our ability to obtain the materials necessary for the production of our products; (iv) our ability to market products successfully to our customers; (v) that we will continue to face no direct competition; (vi) changes in demand for and prices of our products or the materials required to produce those products; (vii) labour and material costs remaining consistent with our current expectations; and (viii) that we do not and will not infringe third party intellectual property rights. Some of our assumptions are based upon internal estimates and analyses of current market conditions and trends, management plans and strategies, economic conditions and other factors and are necessarily subject to risks and uncertainties inherent in projecting future conditions and results.

Some of the risks that could affect the Company's future results and could cause those results to differ materially from those expressed in the forward-looking information include: (i) an inability to protect, defend, enforce or use our intellectual property and/or infringement of third-party intellectual property; (ii) our dependence on certain customers and changes in customer demand; (iii) the availability and price of natural feedstocks used by us in the production of our products; (iv) the inability to effectively expand our production facilities; (v) variations in our financial results; (vi) increase in industry competition; (vii) the risk of volatility in global financial conditions, as well as significant decline in general economic conditions; (viii) our ability to effectively commercially market and sell our products; (ix) our ability to protect our know-how and trade secrets; (x) company growth and the impact of significant operating and capital cost increases; (xi) changes in the current political and regulatory environment in which we operate; (xii) the inability to retain key personnel; (xiii) changes to regulatory requirements, both regionally and internationally, governing development, production, exports, taxes, labour standards, waste disposal, and use, environmental protection, project safety and other matters; (xiv) enforcement of intellectual property rights; (xv) a significant decrease in the market price of petroleum; (xvi) a shortage of supplies, equipment and parts; (xvii) the inability to secure additional government grants; (xviii) a deterioration in our cash balances or liquidity; (xix) the inability to obtain equity or debt financing; (xx) the ability to acquire intellectual property; (xxi) the risk of litigation; (xxii) changes in government regulations and policies relating to our business; (xxiii) losses from hedging activities and changes in hedging strategy; (xxiv) insufficient insurance coverage; (xxv) the inability to expand technology; (xxvi) the impact of issuance of additional equity securities on the trading price of the Common Shares; (xxvii) the impact of ethical, legal and social concerns relating to genetically modified organisms and the food versus fuel debate; (xxviii) the risk of business interruptions; (xxix) lack of a public market; (xxx) fluctuations in the market price of the Common Shares; (xxxi) our intent to retain earnings; (xxxii) the costs of being a reporting issuer; (xxxiii) the company is a holding company; (xxxiv) tax risks; (xxxv) the impact of changes in interest rates; (xxxvi) the impact of changes in foreign currency exchange; and (xxxvii) credit risk. There may be other factors that cause actions, events or results not to be as anticipated, estimated or intended. These factors are not intended to represent a complete list of the risk factors that could affect us. Risk factors should be considered carefully and prospective investors should not place undue reliance on forward-looking information.

Should one or more of these risks or uncertainties materialize, or should assumptions underlying those forward-looking statements prove incorrect, actual results may vary materially from those anticipated in such forward-looking statements.

Although the forward-looking statements contained herein are based upon what the Company believes to be reasonable assumptions, the Company cannot assure that actual results will be consistent with these forward looking statements. Accordingly, readers should not place undue reliance on forward-looking statements.

Jeff MacDonald: Right Interim Candidate

Joined EcoSynthetix in April 2014 as COO

+15 years of executive leadership experience in operations, business development and marketing

Spent majority of career with Husky Injection Molding Systems

- Leading manufacturer of equipment and services for the plastics industry
- > $1 billion in annual sales

Compelling Fundamentals

In-house talent

Patent-protected technology

Strong relationships with industry and research institutions

2015: *Returning to our Growth Trajectory*

1. Defined product pipeline

2. Diversified business verticals

3. Disciplined organizational growth

Defined Product Pipeline

Innovation engine	focused on technical feasibility and commercial value
Commercializing wood composites	diversification beyond latex coatings
Meaningful Revenue	return to expected growth trajectory

Diversified Business Verticals

$16B

Annual cost of resins in wood composites

Focus on two specific commercial opportunities:

1. Paper beyond latex coatings
2. Building products

Regulatory reforms in building products creating demand for formaldehyde-free resins

- Rated as “likely carcinogen” by EPA
- ECO’s sustainable biopolymers can replace traditional petroleum-based resins

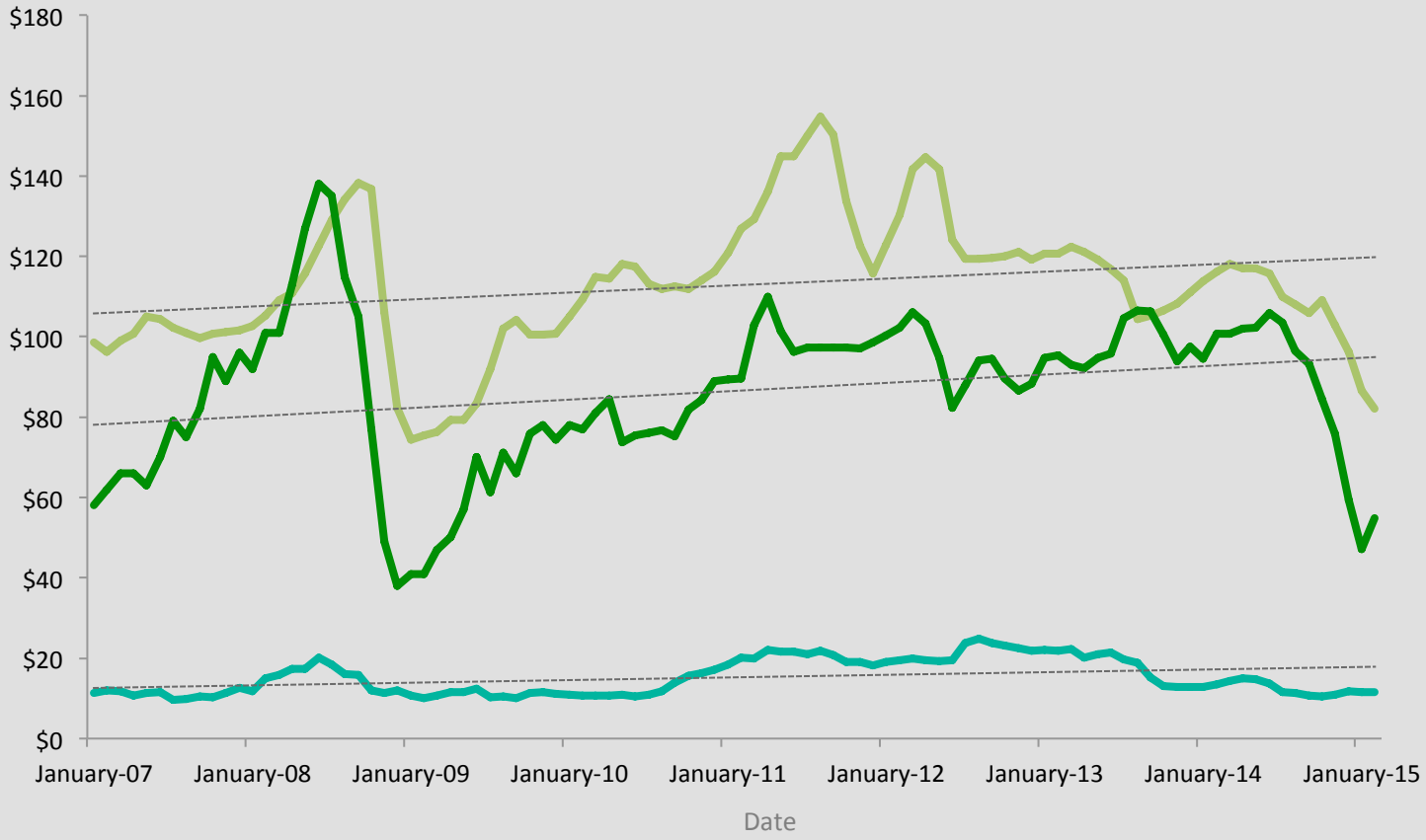
Disciplined Organizational Growth

- Resource allocation tied to product innovation engine and sales cycle
- Reduced workforce by 20% across business
- Focus on projects that can drive meaningful near-term revenue
- Product and bottom-line driven

Financial Summary

USD millions (except gross margin)	Q4 2014	Q4 2013	Fiscal 2014	Fiscal 2013
Net Sales	$4.5	$5.2	$18.8	$22.2
Gross Profit	$0.7	$0.9	$3.2	$3.6
Gross Margin	16.6%	17.4%	16.8%	16.2%
Gross Margin adjusted for manufacturing depreciation	21.6%	22.9%	24.1%	21.3%
Adjusted EBITDA	$(2.9)	$(3.3)	$(12.6)	$(12.4)
Cash Balance (December 31, 2014)	**$67.2 with no debt**			

Commodity Prices



$82*
SB Latex $/100 lbs

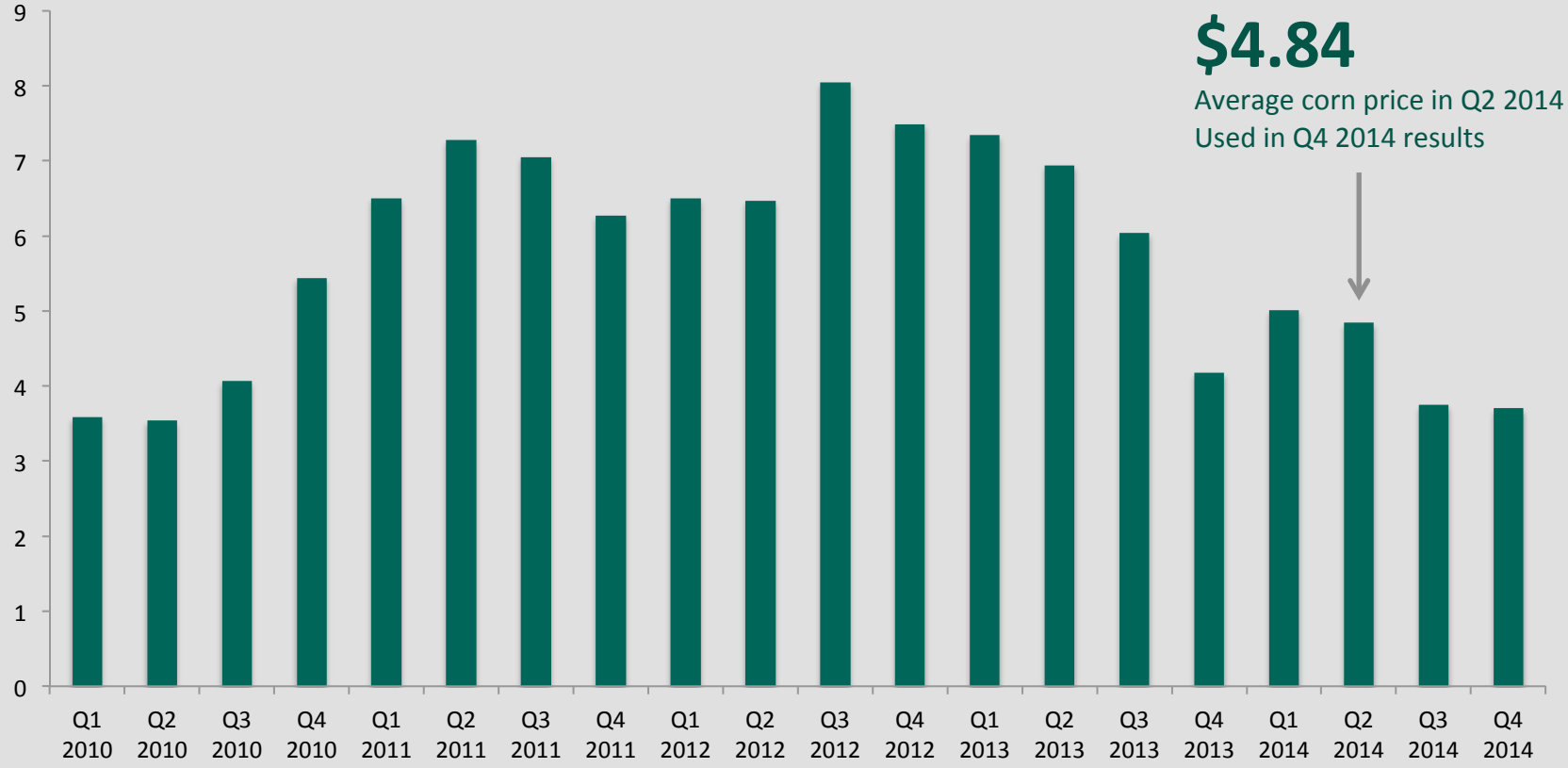
$55*
$ / oil barrel

$12*
3 corn bushels

**As of February 2015*

SB latex prices stalled below historical range

Quarterly Corn Prices



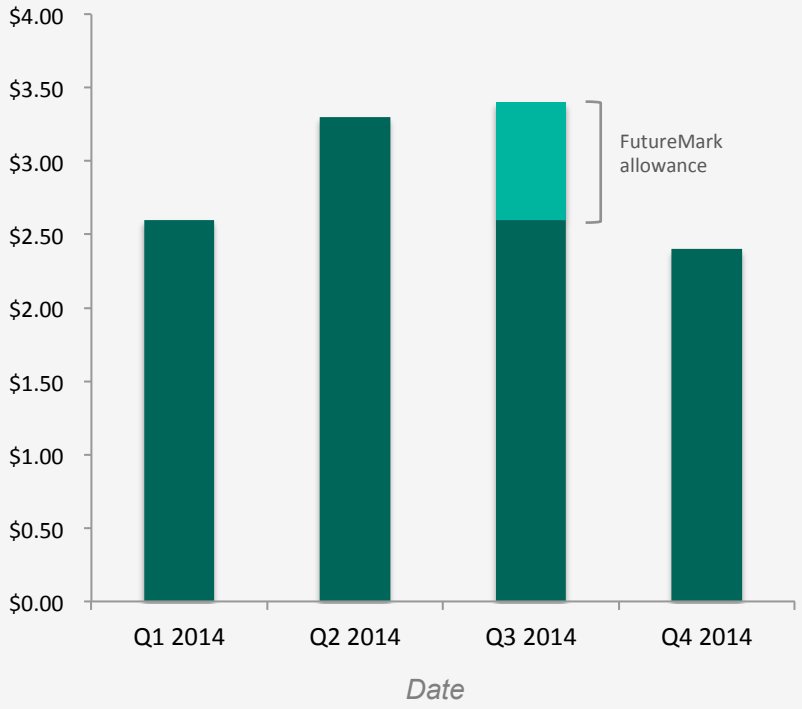
Historical quarterly average price (USDA)

Reduced feedstock costs offset some pricing headwinds

SG&A and R&D Costs

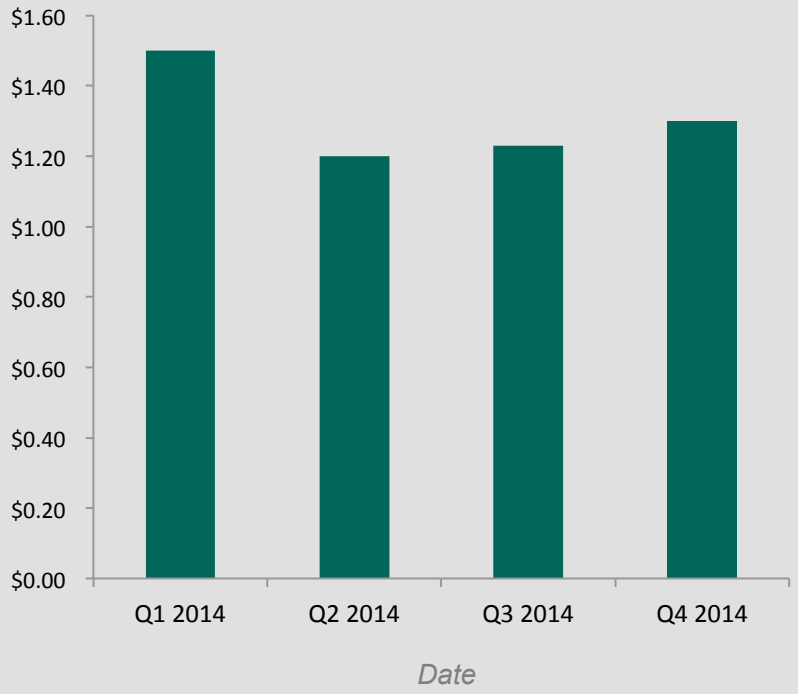
Selling, General & Administrative (SG&A)

(in millions)



Research & Development (R&D)

(in millions)



Our Commitment to Shareholders

1. Executing product pipeline
2. Commercializing new products in paper and building materials
3. Organizational efficiency and growth
4. Returning to growth trajectory

EcoSynthetix Inc.

Q&A

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