



EcoSynthetix Inc.

Third Quarter 2015 Results Conference Call
Jeff MacDonald, CEO
Robert Haire, CFO



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.

Traction in strategy execution

Steady progress in three key areas:

Product Innovation

Market Diversification

Disciplined Organizational
Growth

Advanced our pipeline
Marginal cash use

Continued softness in coated paper



Generally soft demand
dynamics

Pricing pressure

Mill closures

Challenged coated paper
market expected to continue

Wood composites

The market



Robust capacity utilization levels indicate healthy market

DuraBind's compelling, multi-faceted value proposition gaining traction with industry

Momentum towards commercialization



Multi-shift trials

Conversion on opportunities expected in the near term

Expanded customer support

Filed for key patent

Cradle to Cradle Certified™ Bronze



Qualified as a beneficial green product

Over 2000 products have been certified across multiple industries

Opportunity to leverage with customers in key markets

Validates ECO's sustainability claims



Financial Summary

USD millions (except gross margin)	Q3 2015	Q3 2014	YTD 2015	YTD 2014
Net Sales	\$3.3	\$4.8	\$11.6	\$14.4
Gross Profit	\$0.5	\$0.5	\$1.8	\$2.4
Gross Margin	14.6%	10.2%	15.2%	16.9%
Gross Margin <i>adjusted for manufacturing depreciation</i>	21.1%	21.2%*	20.8%	24.8%*

* Adjusted for \$0.3M charge to cost of sales in 2014

Challenging Market Conditions Continue

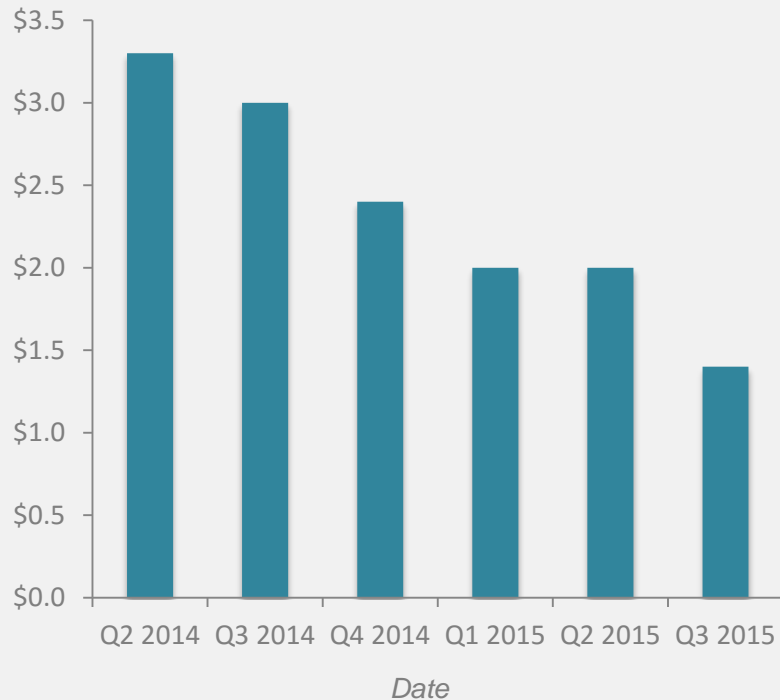


*As of September 2015

SG&A and R&D Costs

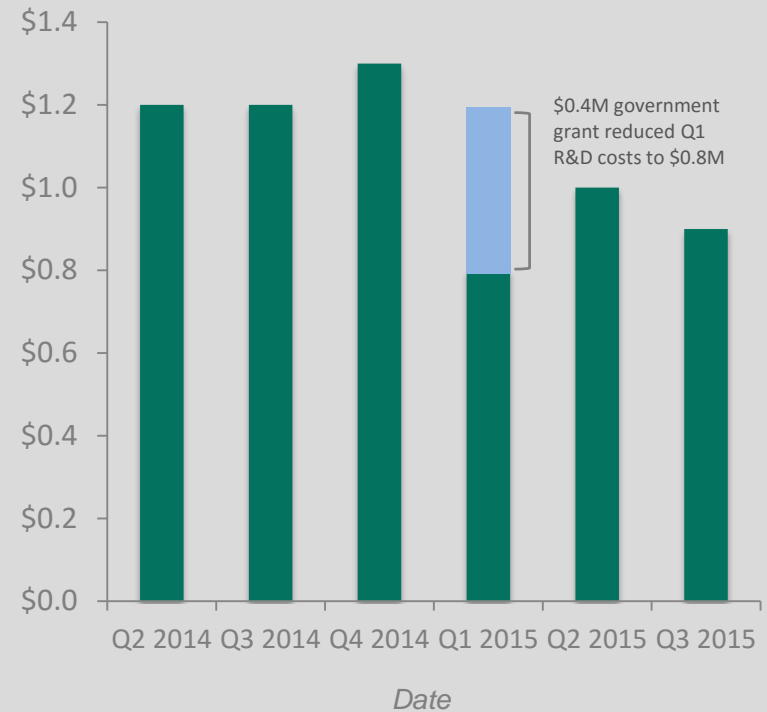
Selling, General & Administrative (SG&A)

(in millions)



Research & Development (R&D)

(in millions)



Strong Financial Discipline with Continued R&D Investment

Adjusted EBITDA

USD millions (except gross margin)	Q3 2015	Q3 2014	YTD 2015	YTD 2014
Adjusted EBITDA*	(\$1.6)	(\$3.6)	(\$7.4)	(\$9.7)

**Adjusted EBITDA is defined as consolidated net income (loss) before interest, income taxes, depreciation, amortization, accretion, and other non-cash charges deducted in determining consolidated net income (loss).*

Marginal cash use

\$62M

cash on hand as at
September 30, 2015

Strong foundation for growth

Investment Highlights

Large addressable markets

Strong value in-use

Low carbon footprint

Proven production at scale

Commercial relationships; recurring revenue

Cost-driven industries

Broad patent protection

Well-funded

Well Positioned to Drive Growth



EcoSynthetix Inc.

Q&A

